



2017 Annual Top 100 Quick & Small Commercial Printers

| Rank | Company Name (Previous Rank), City | Management | 2016 Sales | Growth/ Loss | Number of Locations | New Locations Planned 2017 | Total Employees (FT+PT) | Sales per Employee | Sales per Shop | Year Founded |
|------|--|---|--------------|-----------------|------------------------|-------------------------------|----------------------------|-----------------------|----------------|-----------------|
| 1 | Firespring Print, Inc. (2) Lincoln, NE | Kevin Thomas, President | \$19,802,382 | 3% | 2 | 0 | 128 | \$154,706 | \$9,901,191 | 1992 |
| 2 | Ironmark (1) Annapolis, MD | Jeff Ostenso, CEO | \$19,800,000 | 3% | 1 | 0 | 112 | \$176,786 | \$19,800,000 | 1955 |
| 3 | AlphaGraphics Seattle (3) Seattle, WA | Charles Stempler, CEO/President | \$17,671,593 | 10.3% | 6 | 0 | 101 | \$174,966 | \$2,945,266 | 1989 |
| 4 | Tapecon, Inc. (5) Buffalo, NY | Steven Davis, President | \$17,105,796 | 14.50% | 1 | 0 | 109 | \$156,934 | \$17,105,796 | 1919 |
| 5 | Nordis Technologies Coral Springs, FL | Ronnie Selinger, President/CEO | \$17,000,000 | 3% | 2 | 0 | 102 | \$166,667 | \$8,500,000 | 1989 |
| 6 | Strategic Factory (7) Owings Mills, MD | Keith Miller, President | \$15,532,500 | 18% | 4 | 0 | 131 | \$118,569 | \$3,883,125 | 2000 |
| 7 | Mele Printing Covington, IA | Mallery Mele, President/CEO | \$15,200,000 | -6% | 1 | 0 | 90 | \$168,889 | \$15,200,000 | 1985 |
| 8 | Allegra Marketing, Print, Mail (6) Plymouth, MI | Michael Marcantonio, CEO | \$12,430,000 | -6% | 4 | 0 | 95 | \$130,842 | \$3,107,500 | 1978 |
| 9 | Sir Speedy Printing Whittier (8) Whittier, CA | George Coriaty, President | \$11,900,000 | -4% | 1 | 0 | 28 | \$425,000 | \$11,900,000 | 1979 |
| 10 | ColorNet/Rockville Printing & Graphics (9) Rockville, MD | Bob & Max Wepasnick, Owners | \$11,400,000 | -3% | 2 | 0 | 70 | \$162,857 | \$5,700,000 | 1988 |
| 11 | Allen Printing Company (10) Nashville, TN | Shannon Heffington, CFO | \$11,350,000 | 3.50% | 3 | 0 | 110 | \$103,182 | \$3,783,333 | 1931 |
| 12 | Thompson Print & Mailing Solutions (11) San Antonio, TX | David Thompson, President | \$10,645,100 | 3% | 3 | 0 | 76 | \$140,067 | \$3,548,367 | 1964 |
| 13 | Digital Dog Direct (12) Ewing, NJ | Ken Maisel, President | \$10,500,000 | 15% | 2 | 0 | 48 | \$218,750 | \$5,250,000 | 1985 |
| 14 | Thysse Printing Service, Inc. Oregon, WI | Jason Thysse, President | \$10,159,098 | 20% | 1 | 0 | 67 | \$151,628 | \$10,159,098 | 1941 |
| 15 | PVS In-Store Graphics Portland, OR | Nick Olson, President | \$10,000,000 | 9% | 1 | 0 | 36 | \$277,778 | \$10,000,000 | 1991 |
| 16 | Allegra Asheville (37) Asheville, NC | Dave Campbell, Owner | \$9,997,288 | 59% | 6 | 3 | 42 | \$238,031 | \$1,666,215 | 1998 |
| 17 | Adams Lithographing Company Chattanooga, TN | Wyatt Hogue, Jason Hogue, Bryan Hogue | \$8,600,000 | 0% | 1 | 0 | 46 | \$186,957 | \$8,600,000 | 1886 |
| 18 | Copy Central (14) Emeryville, CA | Craig Fairbanks, CEO | \$8,240,000 | 6% | 13 | 0 | 52 | \$158,462 | \$633,846 | 1986 |
| 19 | Prodigital Printing (13) Edison, NJ | Darren Solomon, Vice President | \$8,000,000 | | 1 | 0 | 40 | \$200,000 | \$8,000,000 | 1975 |
| 20 | Dynamark Graphics Group (19) Indianapolis, IN | Scott and Tom Fulner, Owners | \$7,705,000 | 12.4% | 2 | 0 | 62 | \$124,274 | \$3,852,500 | 1972 |
| 21 | Raintree Graphics (16) Jacksonville, FL | Mike Seethaler, President | \$7,430,000 | 2% | 1 | 0 | 48 | \$154,792 | \$7,430,000 | 1988 |
| 22 | Kopytek, Inc. (17) St. Louis, MO | John Peterson, CEO | \$7,280,000 | 1.1% | 1 | 0 | 35 | \$208,000 | \$7,280,000 | 1986 |



| | | | | | | | | | | |
|----|--|---|-------------|--------|----|---|----|-----------|-------------|------|
| 23 | A & B Printing & Mailing Las Vegas, NV | Kathy Gillespie, President | \$6,999,000 | 40% | 1 | 0 | 30 | \$233,300 | \$6,999,000 | 1980 |
| 24 | Allegra Princeton (21) Cranbury, NJ | David Kovacs, CEO | \$6,876,534 | 11% | 1 | 0 | 36 | \$191,015 | \$6,876,534 | 1990 |
| 25 | Paradigm Digital Color Graphics (23) Southampton, PA | John Rosenthal, President | \$6,556,000 | 14% | 2 | 0 | 35 | \$187,314 | \$3,278,000 | 1997 |
| 26 | AAI (32) Gilbert, MN | Robert Cap, CEO | \$6,500,000 | 10% | 1 | 0 | 14 | \$464,286 | \$6,500,000 | 1971 |
| 27 | Braintree Printing (20) Braintree, MA | Jose Tafur & Jim Corliss, Owners | \$6,438,483 | -3% | 1 | 0 | 26 | \$247,634 | \$6,438,483 | 1989 |
| 28 | Docuplex, Inc. (18) Wichita, KS | Jay Ewy, President | \$6,300,000 | -4.50% | 2 | 0 | 47 | \$134,043 | \$3,150,000 | 1998 |
| 29 | Digital Marketing Services (35) Pelham, AL | Ryan Cooper, President | \$6,100,000 | 38% | 1 | 0 | 36 | \$169,444 | \$6,100,000 | 2006 |
| 30 | AlphaGraphics - Bountiful (24) Bountiful, UT | Grant Richey, President | \$5,918,459 | 10% | 1 | 0 | 30 | \$197,282 | \$5,918,459 | 1994 |
| 31 | Speedy CPS, dba Alphagraphics Idaho Falls, ID | Lynn Nelson, Owner/President | \$5,771,834 | 26.96% | 4 | 1 | 49 | \$117,793 | \$1,442,959 | 2006 |
| 32 | theprinters.com State College, PA | RJ Caravan, CEO | \$5,700,000 | 4% | 2 | 0 | 49 | \$116,327 | \$2,850,000 | 1902 |
| 33 | More Business Solutions Peachtree Corners, GA | Denise K. Roath, CEO | \$5,600,000 | -5% | 3 | 0 | 55 | \$101,818 | \$1,866,667 | 1985 |
| 34 | Curry Printing (33) Westborough, MA | Peter & Joseph Gardner, Owners | \$5,500,000 | 8% | 2 | 0 | 29 | \$189,655 | \$2,750,000 | 1981 |
| 35 | AlphaGraphics on University (28) Tempe, AZ | Michael Sparaco, CEO & Darin Osborne, CFO | \$5,476,017 | 6.10% | 1 | 0 | 44 | \$124,455 | \$5,476,017 | 1988 |
| 36 | Ultra Graphics Billings, MT | Jake Eaton, Owner | \$5,278,997 | 8.50% | 1 | 0 | 32 | \$171,126 | \$5,278,997 | 1994 |
| 37 | Integra (43) Crestwood, IL | Richard A Richter, President & Gene Egan, VP | \$5,044,604 | 14% | 21 | 0 | 20 | \$252,230 | \$240,219 | 1989 |
| 38 | Spectrum Printing & Graphics Rockville, MD | Andrew Berman, President | \$5,013,066 | 1% | 1 | 0 | 41 | \$122,270 | \$5,013,066 | 1993 |
| 39 | Paragon Press Shreveport, LA | Macy Flash, CEO | \$4,900,000 | -14% | 1 | 0 | 28 | \$175,000 | \$4,900,000 | 1976 |
| 40 | Minuteman Press Minneapolis (30) Minneapolis, MN | Phil Kotula, CEO | \$4,900,000 | 2% | 1 | 0 | 30 | \$163,333 | \$4,900,000 | 1987 |
| 41 | Influence Graphics (42) New York, NY | Ronald Sizemore, Partner | \$4,850,000 | 5% | 1 | 1 | 30 | \$161,667 | \$4,850,000 | 2005 |
| 42 | Art Advertising (45) Jonesboro, AR | Stacy Gestring, President & Gary D. Gestring, VP | \$4,848,348 | 14% | 2 | 0 | 38 | \$127,588 | \$2,424,174 | 1969 |
| 43 | Sir Speedy 5025 (44) Saraspta, FL | Eileen Rosenzweig, President | \$4,808,996 | 13% | 1 | 0 | 25 | \$192,360 | \$4,808,996 | 1988 |
| 44 | Alphagraphics Carrollton (27) Carrollton, TX | Sally Hewell, Chairman | \$4,760,182 | -10% | 1 | 0 | 33 | \$144,248 | \$4,760,182 | 1994 |
| 45 | Express Press, Inc (39) South Bend, IN | Brian Clauser, President | \$4,710,845 | 0.20% | 2 | 0 | 45 | \$104,685 | \$2,355,423 | 1977 |
| 46 | Graphic Composition (36) Greenville, WI | Mark Jungen, President | \$4,555,000 | 17% | 1 | q | 36 | \$126,528 | \$4,555,000 | 1955 |
| 47 | Complete Print Shop Phoenix, AZ | Lam Bui, Founder/ President | \$4,380,000 | 9.50% | 1 | 0 | 58 | \$75,517 | \$4,380,000 | 1979 |
| 48 | One-Source Communications Solutions, Inc. Whippany, NJ | Thomas Coultas, CEO | \$4,353,242 | 6% | 1 | 0 | 18 | \$241,847 | \$4,353,242 | 1973 |
| 49 | AlphaGraphics San Francisco / Marin San Francisco, CA | Manuel Torres, Owner | \$4,222,785 | 8.30% | 3 | 0 | 24 | \$175,949 | \$1,407,595 | 1990 |
| 50 | Flynn Enterprises Dulles, VA | John M Flynn, President | \$4,100,000 | -9% | 1 | 0 | 23 | \$178,261 | \$4,100,000 | 1988 |
| 51 | Fuse Graphics (48) Marietta, GA | Kelly Carlin, CEO | \$4,095,813 | 2.30% | 1 | 0 | 28 | \$192,769 | \$4,095,813 | 1988 |



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|----|---|--|-------------|---------|---|---|----|-----------|-------------|------|
| 52 | Pamala, Inc dba AphaGraphics #011 (57) Phoenix, AZ | Larry Furlong, Owner | \$3,906,801 | 16% | 1 | 0 | 25 | \$156,272 | \$3,906,801 | 1981 |
| 53 | Econo Print Inc. (47) Billings, MT | Jim Berry, President | \$3,855,381 | -8.1% | 2 | 0 | 20 | \$192,769 | \$1,927,691 | 1969 |
| 54 | Sir Speedy Printing Irvine #147 / Digital Services Enterprise (50) Irvine, CA | Kathy Morgan, President | \$3,821,512 | -3% | 1 | 0 | 17 | \$224,795 | \$3,821,512 | 1989 |
| 55 | PIP Printing- -PHI Inc. Downey, CA | Bruce Pansky, President & Linda Pansky, VP | \$3,789,000 | 26% | 1 | 0 | 17 | \$222,882 | \$3,789,000 | 1969 |
| 56 | Moran Graphics (53) Chicago, IL | Richard Moran, President | \$3,710,723 | 9.30% | 3 | | 27 | \$137,434 | \$1,236,908 | 1993 |
| 57 | Salem Printing & Blueprint (51) Salem, OR | Brenton Field, President | \$3,695,092 | 4% | 5 | 0 | 26 | \$142,119 | \$739,018 | 1946 |
| 58 | Alphagraphics Missoula (59) Missoula, MT | Mike & Jan Peissig, Owners | \$3,689,599 | 12% | 1 | 0 | 31 | \$119,019 | \$3,689,599 | 1965 |
| 59 | Quantumgraphix, LLC (49) Louisville, KY | Kevin Dowd, President | \$3,625,000 | 2% | 2 | 0 | 26 | \$139,423 | \$1,812,500 | 2001 |
| 60 | PS Cochran Printers (55) Peoria, IL | Scott Cochran, Shane Parker & Chris Cochran, Partners | \$3,501,855 | 2.90% | 2 | 0 | 27 | \$129,698 | \$1,750,928 | 1978 |
| 61 | Plum Grove Printers, Inc. (40) Hoffman Estates, IL | Peter Lineal, President | \$3,485,793 | -22.58% | 1 | 0 | 22 | \$158,445 | \$3,485,793 | 1980 |
| 62 | Sir Speedy 4043 (54) Carrollton, TX | James Quinn, Owner | \$3,458,592 | 1.50% | 1 | 0 | 23 | \$150,374 | \$3,458,592 | 1990 |
| 63 | Minuteman Press - Boca Raton Boca Raton, FL | Mike and Lise Orr, Managing Members | \$3,407,000 | 10% | 1 | 0 | 22 | \$154,864 | \$3,407,000 | 1978 |
| 64 | AlphaGraphics Bozeman (72) Bozeman, MT | Jeff Burgard, President | \$3,380,643 | 15% | 2 | 0 | 23 | \$146,984 | \$1,690,322 | 1967 |
| 65 | Sir Speedy Printing DC (62) Washington, DC | Michael Klugerman, Owner | \$3,237,982 | 2.10% | 1 | 0 | 12 | \$269,832 | \$3,237,982 | 2005 |
| 66 | Bethlehem Business Forms (65) Bethlehem, PA | Frederick Fenselau, President | \$3,223,020 | 4% | 1 | 0 | 28 | \$115,108 | \$3,223,020 | 1986 |
| 67 | Western Web, Inc. Samoa, CA | Steve Jackson, President/CEO | \$3,185,000 | 16.40% | 1 | 0 | 22 | \$144,773 | \$3,185,000 | 2005 |
| 68 | Acadia Group, LLC d/b/a Allegra Print Mail Marketing (63) Saline, MI | Pat & Therese Mahoney, Kelly Parkinson, Joe DiMauro, Members/Partners | \$3,173,408 | 1% | 1 | 0 | 30 | \$105,780 | \$3,173,408 | 1973 |
| 69 | Printing Specialist Corporation (61) Glen Burnie, MD | Gary Habicht, President/CEO | \$3,148,110 | -0.70% | 1 | 0 | 16 | \$196,757 | \$3,148,110 | 1970 |
| 70 | Wet Ink, Inc dba AlphaGraphics (60) Arvada, CO | Edward Rothschild, President | \$3,080,000 | -4% | 3 | 0 | 24 | \$128,333 | \$1,026,667 | 1996 |
| 71 | Allegra Richmond Richmond, VA | John Fergusson, President | \$3,059,000 | 53% | 1 | 0 | 24 | \$127,458 | \$3,059,000 | 1991 |
| 72 | Scott's Printing & Design Montrose, CO | Scott Beyer, President | \$3,057,000 | -.4% | 3 | 0 | 24 | \$127,375 | \$1,019,000 | 1978 |
| 73 | Allegra Cedar Rapids (70) Cedar Rapids, IA | Eric Van Kerckhove, President & Ben Van Kerckhove, VP | \$3,046,909 | 1.5% | 1 | 0 | 22 | \$138,496 | \$3,046,909 | 1981 |
| 74 | Allegra Print, Mail & Signs - Tucson Tucson, AZ | Peter Marcus, Owner | \$3,040,238 | 9% | 1 | 0 | 6 | \$506,706 | \$3,040,238 | 1990 |
| 75 | Streeter Printing (75) San Diego, CA | Adrienne Streeter, President | \$2,969,869 | 3% | 1 | 0 | 19 | \$156,309 | \$2,969,869 | 1980 |



| | | | | | | | | | | |
|-----|---|--|----------------------|-------------------|--------------------|----------------------|-----------------|------------------|--------------------|------|
| 76 | Printing-X-Press/ Molloy Corp. (67) Houston, TX | Tad Molloy, Owner/ Manager | \$2,921,377 | -2% | 1 | 0 | 18 | \$162,299 | \$2,921,377 | 1979 |
| 77 | AlphaGraphics Sandy (80) Sandy, UT | Andy Selcho, President | \$2,860,243 | 3% | 1 | 0 | 20 | \$143,012 | \$2,860,243 | 1996 |
| 78 | Sir Speedy 8801 Cranston, RI | Patrick Welch, President | \$2,852,000 | 8% | 1 | 0 | 18 | \$158,444 | \$2,852,000 | 1988 |
| 79 | AlphaGraphics #553 Houston, TX | Jim & Brittany Houd, Owners | \$2,796,726 | -8.0% | 1 | 0 | 13 | \$215,133 | \$2,796,726 | 2003 |
| 80 | Allegra Marketing Print Mail (78) Ottawa, ON | Walter McGinn, Catharine Franchuk, Simon Wood | \$2,783,500 | -1% | 1 | 0 | 19 | \$146,500 | \$2,783,500 | 1987 |
| 81 | AlphaGraphics (85) Arlington, TX | Mark Lee, President | \$2,758,979 | 5.60% | 1 | 0 | 19 | \$145,209 | \$2,758,979 | 1985 |
| 82 | AlphaGraphics Cary (96) Cary, NC | Edward LeClair, Owner | \$2,719,626 | 16% | 2 | 0 | 19 | \$143,138 | \$1,359,813 | 1995 |
| 83 | Park Place Printing (79) Mesa, AZ | Steve Adams, Franchisee | \$2,685,048 | -4% | 3 | 0 | 22 | \$122,048 | \$895,016 | 1990 |
| 84 | Pip Triad (81) Burlington, NC | Judy and Jimmy Brumley, Owners | \$2,587,968 | -6% | 2 | 0 | 17 | \$152,233 | \$1,293,984 | 1983 |
| 85 | Bush Integrated (69) Cleveland, OH | Kathy Bush, President | \$2,582,392 | -15% | 1 | 1 | 15 | \$172,159 | \$2,582,392 | 1985 |
| 86 | Alphagraphics (88) Sioux Falls, SD | Paul Van Veldhuizen, Owner | \$2,550,420 | 0.01% | 1 | 0 | 14 | \$182,173 | \$2,550,420 | 1997 |
| 87 | Sir Speedy Orlando (86) Orlando, FL | Michael LeVangie, Manager | \$2,527,555 | -2% | 2 | 0 | 19 | \$133,029 | \$1,263,778 | 1980 |
| 88 | Copydotcom (97) Houston, TX | Steve Astrich, President | \$2,523,906 | 12.7% | 1 | 0 | 24 | \$105,163 | \$2,523,906 | 1996 |
| 89 | AlphaGraphics Raleigh, NC | Owen Andrews, Owner | \$2,523,455 | 27.11% | 1 | 0 | 18 | \$140,192 | \$2,523,455 | 2011 |
| 90 | Graphic Creations (98) Knoxville, TN | Debbie Billings, President | \$2,522,943 | 11% | 1 | 0 | 21 | \$120,140 | \$2,522,943 | 1987 |
| 91 | Winn Communications/ Alphagraphics (74) West Valley, UT | Brian Johnson, President/Owner | \$2,470,769 | -7% | 1 | 0 | 22 | \$112,308 | \$2,470,769 | 2015 |
| 92 | Pinney Printing Sterling, IL | Charles P. Arp, President | \$2,450,000 | 1.20% | 1 | 0 | 17 | \$144,118 | \$2,450,000 | 1910 |
| 93 | Alphagraphics (84) Downtown Madison Madison, WI | John P Bickers, President & Karen G Bickers, VP | \$2,436,000 | -3% | 3 | 0 | 19 | \$128,211 | \$812,000 | 1998 |
| 94 | PIP Printing printmystuff.com Riverside, CA | Justin Tracy, CEO/ General Manager | \$2,431,339 | 11% | 2 | 0 | 15 | \$162,089 | \$1,215,670 | 1968 |
| 95 | Growth Inc DBA Sir Speedy Newark Newark, DE | John P Riley, Secretary/ Treasurer | \$2,420,955 | 8% | 1 | 0 | 13 | \$186,227 | \$2,420,955 | 1995 |
| 96 | NGU Enterprises (73) Loveland, CO | Diane McIntosh, Owner | \$2,375,812 | -3% | 2 | 0 | 20 | \$118,791 | \$1,187,906 | 2006 |
| 97 | Allegra Print, Signs, Design - Show Low, AZ Show Low, AZ | Clyde Moses, Owner | \$2,363,715 | -7% | 1 | 0 | 13 | \$181,824 | \$2,363,715 | 2007 |
| 98 | Allegra Marketing / Print / Mail (90) Helena, MT | Jonette Spencer, President & Kyle Spencer, VP | \$2,347,597 | 1% | 1 | 0 | 17 | \$138,094 | \$2,347,597 | 1983 |
| 99 | TruColor (83) Greenville, SC | J. Ray Truluck, Jr., President/CEO | \$2,296,653 | -16% | 1 | 0 | 15 | \$153,110 | \$2,296,653 | 1980 |
| 100 | Alpha Graphics -Franklin Franklin, TN | James Bright, Owner/General Mgr. | \$2,279,311 | 46% | 1 | 0 | 20 | \$113,966 | \$2,279,311 | 2009 |
| | | | Total Sales | Average Growth | Number of Shops | New Shops Planned | Total Employees | Average SPE | Average SPS | |
| | | | \$567,922,778 | 9% | 193 | 6 | 3,597 | \$168,495 | \$4,094,930 | |