

Wide-format Impressions

The 2020

Wide-format Impressions

125
Rankings

The *Wide-format Impressions* 125, in its third year, provides a list of the leading printing companies in the United States and Canada producing wide-format signs and graphics, as ranked by annual sales volume.

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For the past 37 years, *Printing Impressions*, *Wide-format Impressions*'s sister publication, produces the industry's most comprehensive listing of the leading printing companies in the United States and Canada. For the third year in a row, we dove into the data and have pulled out companies that indicated they had digital wide-format equipment and/or provided wide-format sign and graphics applications — including POP/POS signage, banners, billboards, vehicle graphics, etc. From that segmented list, we reached out to these companies to obtain specific sales information regarding their wide-format divisions and departments.

Through that outreach, we were able to produce the *Wide-format Impressions* 125 List, detailing the top companies within the United States and Canada, as

ranked by their annual wide-format sales volume.

The listings include company name and the location of the headquarters; most recent fiscal year wide-format sales figures; percentage of total sales dedicated to wide-format; total company sales for most recent fiscal year; primary product specialties; principal officer(s); number of employees; and number of manufacturing plants.

The financial information shown for the *Wide-format Impressions* 125 rankings was provided voluntarily by privately-held and employee-owned firms, and we instructed companies to not provide projected/estimated sales figures if their fiscal year was still in progress. As a result, printers shown on this list were most often reporting 2019 calendar year revenues as their most recent annual sales figures.

Not Listed in Our Rankings?

If your company should have appeared on the *Printing Impressions* 350 or the *Wide-format Impressions* 125, but did not, let us know for next year's list. Write to: *Printing Impressions*, Attn: Editor-in-Chief, 1500 Spring Garden St., Suite 1200, Philadelphia, PA 19130 or email pi350@napco.com, and we'll add your firm to our database to be contacted for inclusion in next year's ranking.

— The Editors

WIDE-FORMAT IMPRESSIONS 125

2020 Ranking	2019 Ranking	Company	Principal Officer	WF Sales (Millions)	WF Sales %	Overall Sales (Millions)	Employees	# Locations	Primary Spec	In-House Printing	URL
1	1	IMAGINE , Minneapolis, MN	Craig Reese, CEO	\$293.30	70.0%	\$419.00	1,200	4	DWF 70%; COM 10%; FIN 10%; DM 5%; PKG 5%	DCW; DWF; FLX; LTR; OFD; OFS; SCR	theimagegroup.com
2	5	Showdown Displays , Brooklyn Center, MN	Kevin Walsh, President	\$142.40	100.0%	\$142.40	650	3	DWF 100%	DWF	showdowndisplays.com
3	2	Vomela Specialty , St. Paul, MN	Mark Auth, CEO	\$129.60	40.0%	\$324.00	1,300	21	SPEC 45% (SCR printing, small-format digital, dye-sublimation); DWF 40%; COM 8%; DM 5%; PKG 2%	DCS; DWF; OFD; OFS; SCR	vomela.com
4	6	Miller Zell , Atlanta, GA	Chip Miller, CEO	\$70.99	31.0%	\$229.00	300	2	SPEC 34% (POP); DWF 31%; COM 22%; INS 13%	DWF; SCR	illerzell.com
5	7	Transcontinental Inc. , Montreal, Quebec	Francois Olivier, President and CEO	\$45.72	2.0%	\$2,285.80	8,500	40	PKG 53%; INS 17%; SPEC 13% (Premedia, distribution, and TC media); NEWS 5%; COM 4%; PUB 3%; BKS 3%; DWF 2%	DCW; DSC; DWF; FLX; OFS; OFW	tc.tc
6	8	Image Options , Foothill Ranch, CA	Brian Hite, Principal	\$45.54	99.0%	\$46.00	150	2	DWF 99%; PKG 1%	DWF	imageoptions.net
7	17	Vision Integrated Graphics Group (DBA Vision) , Bolingbrook, IL	Brad Moore, CEO	\$41.80	20.0%	\$209.00	350	3	DM 65%; DWF 20%; COM 15%	DCS; DCW; DWF; OFD; OFS; SCR	visionps.com
8	9	Lithographix Inc. , Hawthorne, CA	Herb Zebrack, President, CEO, and Owner	\$40.00	40.0%	\$100.00	265	1	DWF 40%; COM 20%; CAT 10%; DM 10%; INS 10%; PKG 10%	DCS; DWF; OFS; OFW	lithographix.com
9	11	Duggal Visual Solutions, Inc. , Brooklyn, NY	Michael Duggal, CEO	\$39.40	42.0%	\$93.80	391	9	SPEC 44% (Custom displays, retouching, multimedia, and photographic work); DWF 42%; COM 10%; CAT 2%; BKS 2%	DCS; DWF	duggal.com
10	13	Olympus Group , Milwaukee, WI	Brian Adam, President	\$31.30	100.0%	\$31.30	200	3	DWF 100%	DWF	olympusgrp.com
11	—	Serigraph Point-of-Purchase Solutions , West Bend, WI	Sean Torinus, CEO	\$31.00	100.0%	\$31.00	110	3	DWF 100%	DSC; DWF; OFS; SCR	serigraph.com
12	—	Britten Studios , Traverse City, MI	Paul Britten, President and CEO	\$27.30	70.0%	\$39.00	—	—	DWF 70%; SPEC 30% (Creative services and props)	—	brittenstudios.com
13	12	DATA Communications Management , Brampton, Ontario	Gregory Cochrane, President and CEO	\$25.94	12.0%	\$216.20	1,200	11	COM 42%; SPEC 23% (Labels, resales, warehousing, and logistics); DM 20%; DWF 12%; PKG 2%	DCS; DCW; DWF; FLX; OFD; OFS; SCR	datacm.com
14	16	Primary Color , Cypress, CA	Dan Hirt, President	\$25.44	40.0%	\$63.60	310	2	DWF 40%; COM 20%; DM 15%; PKG 10%; SPEC 10% (Fabrication and installations); CAT 5%	DCS; DWF; OFS	primarycolor.com
15	39	Postal Center International , Weston, FL	Ismael Diaz, President	\$25.00	20.0%	\$125.00	250	1	DM 40%; COM 30%; DWF 20%; SPEC 10% (Promo)	DCS; DCW; DWF; LTR; OFD; OFS; OFW; SCR	PCibrands.com
16	18	Sandy Alexander, Inc. , Clifton, NJ	Michael Graff, President and CEO	\$22.35	16.0%	\$139.70	445	5	COM 39%; DM 23%; DWF 16%; CAT 8%; FIN 5%; INS 5%; SPEC 4% (Pre-Media)	DCS; DCW; DWF; OFD; OFS; OFW	sandyinc.com
17	3	Cenveo Enterprises , Stamford, CT	Robert G. Burton Jr., CEO	\$20.00	2.0%	\$1,000.00	5,000	25	SPEC 48% (Labels and envelopes); DM 34%; PUB 11%; COM 5%; DWF 2%	DCS; DCW; DWF; FLX; OFS; OFW	cenveo.com
18	24	Baesman Group , Hilliard, OH	Rod Baesman, CEO	\$15.20	40.0%	\$38.00	140	3	DM 40%; DWF 40%; COM 20%	DSC; DWF; OFS	baesman.com
19	14	Thomas Printworks , Richardson, TX	Bryan Thomas, CEO	\$14.36	22.9%	\$62.70	496	25	COM 32%; DWF 22%; S/T 20%; DM 15%; INS 5%; CAT 5%	DSC; DWF; OFD; OFS	thomasprintworks.com
20	28	Mittera Group , Des Moines, IA	Jon Troen, CEO	\$12.68	5.0%	\$253.50	1,200	10	DM 30%; INS 15%; PKG 10%; COM 10%; SPEC 10% (Custom technology solutions, data & analytics, and content creation); CAT 5%; PUB 5%; DWF 5%; FIN 5%; S/T 5%	DCS; DCW; DWF; OFD; OFS; OFW	mittera.com
21	—	Turbo Images , Saint Georges, Quebec	Charles Veilleux, VP Sales	\$12.12	100.0%	\$12.12	135	5	DWF 100%	DWF	turbo-images.com
22	—	Cowan Graphics Inc. , Edmonton, Alberta	Blaine MacMillan, President	\$12.07	60.0%	\$20.11	135	3	DWF 60%; SPEC 40% (Fleet graphics and screen print)	DCS; DWF	cowan.ca
23	—	Northeast Color , Dover, NH	Jalmar Dijkstra, President	\$10.50	100.0%	\$10.50	48	1	DWF 100%	DWF	northeastcolor.com
24	29	DGI Invisuals , North Billerica, MA	Glen Fairbanks, President	\$10.00	100.0%	\$10.00	140	1	DWF 100%	DWF	dgi-invisuals.com
25	—	Digital Marketing Services , Pelham, AL	Ryan Cooper, President	\$9.92	100.0%	\$9.92	60	1	DM 40%; COM 25%; PKG 15%; DWF 10%; FIN 10%	DCS; DWF	dmscolor.com
26	23	TI Group , Toronto, Ontario	Peter Spring, President	\$9.90	30.0%	\$33.00	160	1	DWF 30%; COM 20%; FIN 20%; SPEC 20% (Creative and visual merchandising, and fabrication); DM 10%	DSC; DWF; OFS	tigroup.ca
27	55	Drummond , Jacksonville, FL	John Falconetti, Chairman and CEO	\$9.84	20.0%	\$49.20	245	5	COM 50%; DM 20%; DWF 20%; CAT 5%; PUB 5%	DCS; DWF; OFS; OFW	Drummond.com

Primary Specialties: BKS – Book Manufacturing; CAT – Catalogs; COM – General Commercial Printing; DM – Direct Mail; DWF – Wide-/Grand-Format Printing; FIN – Financial Printing; GAR – Garments; IND – Industrial Printing; INS – Inserts/Preprints; NEWS – Newspapers; PKG – Packaging; PUB – Publications/Periodicals; SPEC – Specialty Printing; S/T – Statements/Transactional; N/A – Not Available.

Printing Processes/Capabilities: DCW – Digital Continuous-Web; DCS – Digital Cut-Sheet; DWF – Digital Wide- & Grand-Format; FLX – Flexography; GRV – Gravure; LTR – Letterpress; OFS – Offset Sheetfed; OFW – Offset Web; OFD – Offset/Digital Hybrid; SCR – Screen

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28	—	PDI Group , Kirkland, Quebec	Jamie Barbieri, President and COO	\$9.75	25.0%	\$39.00	260	4	COM 40%; DWF 25%; SPEC 15% (Media and graphic services); PKG 10%; BKS 5%; DM 5%	—	groupepdi.com
29	32	Source One Digital , Norton Shores, MI	Randy Crow, CEO	\$9.72	90.0%	\$10.80	60	1	DWF 90%; PKG 5%; COM 5%	DWF; SCR	sourceonedigital.com
30	34	HATTERAS , Tinton Falls, NJ	Bill Duerr, President	\$9.40	20.0%	\$47.00	300	2	COM 55%; DWF 20%; DM 15%; PKG 10%	DSC; DWF; OFS	hatteras.us
31	35	LCP , Waukegan, IL	Thomas Johnson, President and CEO	\$8.78	25.0%	\$35.10	180	2	COM 40%; DWF 25%; DM 20%; SPEC 15% (Cut-sheet digital fulfillment, storage, and mailing)	DSC; DWF; OFS	lakecountypress.com
32	—	AZZ Printing , Jackson, MS	Allen Taherim, CEO	\$8.68	35.0%	\$24.80	137	3	DM 55%; DWF 35%; COM 10%	DSC; DWF; OFS	a2zprinting.net
33	37	Colorchrome Atlanta , Norcross, GA	John Rhodes, President	\$8.48	100.0%	\$8.48	49	1	DWF 100%	DWF	colorchrome.com
34	15	Lewisburg Printing , Lewisburg, TN	Thomas Hale Hawkins, IV, CEO	\$8.40	10.0%	\$84.00	270	7	PKG 75%; COM 10%; DWF 10%; SPEC 5% (Digital and flexo)	DSC; DCW; DWF; FLX; OFD; SCR	lpcink.com
35	69	Gilson Graphics , Grand Rapids, MI	David L. Gilson, CEO	\$8.31	30.0%	\$27.70	155	3	DWF 30%; SPEC 25% (Design, fulfillment, and composition); BKS 10%; CAT 10%; COM 10%; DM 5%; PKG 5%; INS 5%	DCS; DCW; DWF; OFS	gilsongraphics.com
36	21	D'Andrea Visual Communications , Cypress, CA	David D'Andrea, CEO and Founder	\$8.13	65.0%	\$12.50	100	2	DWF 65%; PKG 15%; CAT 10%; DM 10%	DSC; DWF; OFS	dandreavisual.com
37	19	Big Mountain Imaging , Philadelphia, PA	Jason Cardonick, President	\$8.00	100.0%	\$8.00	38	2	DWF 100%	DWF	printingbigideas.com
37	—	Color Reflections LLC , Las Vegas, NV	Joseph J Castellano, President	\$8.00	100.0%	\$8.00	35	2	DWF 100%	DWF	crvegas.com
37	—	SCR Graphics , Pompano Beach, FL	Nick Glaros, President	\$8.00	80.0%	\$10.00	76	1	DWF 80%; SPEC 20% (Labels)	—	SCR-graphics.com
40	39	ER2 Image Group , Hanover Park, IL	Gary Schellerer, VP Operations	\$7.76	80.0%	\$9.70	65	1	DWF 80%; SPEC 20% (Installation services and design)	DWF	er2image.com
41	48	Suttle-Straus Inc. , Waunakee, WI	Ted Straus, President and CEO	\$7.64	20.0%	\$38.20	190	1	DM 40%; DWF 20%; COM 20%; CAT 5%; PUB 5%; S/T 5%; INS 5%	DCS; DWF; OFD; OFS; OFW	suttle-straus.com
42	29	Roe Marketing Group/ DBA Berry and Homer , Chester, PA	Brett Roe, President	\$7.50	75.0%	\$10.00	36	2	DWF 75%; SPEC 25% (Fabrication)	DCS; DWF	berryandhomer.com
43	41	NGS Printing , Elgin, IL	Erik Landrowski, President	\$6.83	65.0%	\$10.50	43	1	DWF 65%; SPEC 35% (Screen printing)	DCS; DWF; SCR	ngsprint.com
44	44	Big Visual Group , Antioch, TN	Scott Snoyer, Owner	\$6.79	70.0%	\$9.70	57	1	DWF 70%; SPEC 30% (Architectural signage)	DCS; DWF	Bigvisualgroup.com
45	33	Dome , McClellan Park, CA	Tim Poole, CEO	\$6.78	25.0%	\$27.10	190	1	DWF 25%; PKG 20%; COM 15%; CAT 10%; PUB 10%; DM 10%; BKS 9%; GAR 1%	DCS; DWF; OFD; OFS; OFW	domeprinting.com
46	45	Sharpe Co. , Winston-Salem, NC	Terri Sealey, CEO	\$6.50	50.0%	\$13.00	75	7	DWF 50%; COM 25%; SPEC 15% (Signage); DM 10%	DCS; DWF; OFS	sharpeco.net
47	56	Excelsus Solutions, LLC , Rochester, NY	Mark Laniak, Owner	\$6.30	100.0%	\$6.30	35	1	DWF 100%	DWF	excelsussolutions.com
48	43	E.H. Teasley & Co. / Inkjet Printing International , Dallas, TX	Jeff Teasley, Owner	\$6.29	100.0%	\$6.29	40	1	DWF 100%	DWF	ehtesley.com
49	—	Vivid Impact , Louisville, KY	Gregory Buchheit, CEO	\$5.63	25.0%	\$22.50	155	1	COM 50%; DWF 25%; PKG 15%; SPEC 10% (On-demand and fulfillment)	DCS; DWF; OFS	vividimpact.com
50	47	Worth Higgins & Associates , Richmond, VA	Benny Bowman, President and COO	\$5.61	17.0%	\$33.00	185	3	COM 83%; DWF 17	DCS; DWF; OFS	worthhiggins.com
51	49	Kubin-Nicholson Corp. , Milwaukee, WI	Michael Rees, President	\$5.60	40.0%	\$14.00	62	2	COM 60%; DWF 40%	DWF; OFS	kubin.com
52	50	Color Ink , Sussex, WI	Todd Meissner, President	\$5.60	35.0%	\$16.00	75	1	PKG 40%; DWF 35%; COM 10%; DM 10%; CAT 5%	DCS; DWF; OFS	colorink.com
53	62	Visual Marking Systems , Twinsburg, OH	Dolf Kahle, CEO	\$5.31	33.0%	\$16.10	136	2	SPEC 60% (OEM durable product identification and decals overlays); DWF 33%; GAR 7%	DCS; DCW; DWF; OFW; SCR	vmsinc.com
54	63	Thysse , Oregon, WI	Jason Thysse, President	\$4.80	32.0%	\$15.00	95	1	DWF 32%; COM 22%; DM 15%; PKG 13%; CAT 5%; FIN 5%; INS 5%; PUB 2%; BKS 1%	DCS; DWF; LTR; OFS	thysse.com
55	—	John Roberts Co. , Minneapolis, MN	Marnie Janezich, President	\$4.70	8.0%	\$58.80	240	236	COM 36%; DM 26%; INS 20%; CAT 10%; DWF 8%	DCS; DWF; OFS; OFW	johnroberts.com
56	58	KDM Enterprises , Carpentersville, IL	Larry Newman, President and CEO	\$4.50	10.0%	\$45.00	110	3	S/T 40%; SPEC 35% (Business forms); PKG 15%; DWF 10%	DWF; FLX; OFW;	gokdm.com
57	22	Rand Graphics , Wichita, KS	Randy Vautravrs, President	\$4.48	15.0%	\$29.88	150	2	COM 50%; SPEC 35%; DWF 15%	DCS; DWF; OFD; OFS; SCR	randgraphics.com
57	—	YGS Group , York, PA	Jim Kell, CEO	\$4.48	11.0%	\$40.75	186	3	PUB 40%; SPEC 15% (Marketing services); CAT 14%; DWF 11%; COM 10%; DM 10%	DCS; DWF; LTR; OFS	theygsgroup.com

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59	—	Ennis Inc., Midlothian, TX	Keith Walters, CEO	\$4.38	1.0%	\$438.41	2,500	54	SPEC 48% (Forms, labels, tags, and envelopes); COM 20%; DM 12%; FIN 10%; S/T 6%; PKG 2%; CAT 1%; DWF 1%	DCS; DCW; DWF; FLX; OFS; OFW; SCR	ennis.com
60	58	BIG INK, Eagan, MN	Tom Trutna, President	\$4.20	100.0%	\$4.20	27	1	DWF 100%	DWF	inkbig.com
61	—	Paragraph Inc., Ville Saint-Laurent, Quebec	Martine Lepine, CEO	\$4.05	15.0%	\$27.00	200	2	COM 50%; PKG 30%; DWF 15%; INS 5%	DCS; DWF; OFS	paragraphinc.ca
62	84	DCG ONE, Seattle, WA	Brad Clarke, President	\$4.03	6.0%	\$67.24	327	3	DM 40%; COM 35%; DWF 6%; PKG 5%; CAT 5%; S/T 5%; INS 2%; PUB 2%	DCS; DWF; LTR; OFS; OFW	dcgone.com
63	61	Clark and Riggs Printing, Louisville, KY	Robert R. Riggs, President	\$3.65	20.0%	\$18.25	88	1	COM 30%; DM 25%; DWF 20%; PKG 15%; FIN 10%	DCS; DCW; DWF; LTR; OFD; OFS	morethanaprinter.com
64	—	Franz Graphics, Brooklyn Center, ND	Patty Franz, President	\$3.53	88.0%	\$4.01	25	4	DWF 88%; COM 5%; CAT 1%; PUB 1%; DM 1%; SPEC 1%; BKS 1%; FIN 1%; INS 1%	—	franzgraphics.com
65	20	ABS Graphics, Itasca, IL	Russ Babka, President and CEO	\$3.50	10.0%	\$35.00	145	1	SPEC 40% (POP and Display); DM 30%; COM 15%; DWF 10%; PKG 5%	DCS; DWF; OFS; SCR	absgraphics.com
65	—	FireSprint, Omaha, NE	Gene Hamzhie, CEO	\$3.50	70.0%	\$5.00	28	1	DWF 70%; SPEC 30% (Screen printed signs)	DWF; SCR	firesprint.com
67	—	Chicago Print Group, Inc., Calumet Park, IL	Paul Denst, President	\$3.44	80.0%	\$4.30	18	1	DWF 80%; BKS 5%; CAT 5%; DM 5%; PKG 5%;	DWF	chiprintgroup.com
68	—	Kirkwood, Wilmington, MA	Bob Coppinger, President	\$3.30	5.0%	\$66.00	225	1	COM 40%; DM 20%; CAT 15%; BKS 5%; DWF 5%; FIN 5%; PUB 5%; S/T 5%	DCS; DCW; DWF; OFS	kirkwoodus.com
68	65	Wallace Graphics, Duluth, GA	Jonathan Wallace, President	\$3.30	20.0%	\$16.50	78	1	COM 60%; DM 20%; DWF 20%	DCS; DWF; OFS	wallacegraphics.com
70	—	Identity Signs, Sandy, UT	Brent Albers, Owner	\$3.05	65.0%	\$4.69	25	2	DWF 65%; SPEC 35% (Signage)	—	idsignco.com
71	—	Candid Litho/Candid Worldwide, Farmingdale, NY	Howard Weinstein, CEO and Co-Owner	\$3.00	10.0%	\$30.00	150	2	DM 40%; BKS 10%; CAT 10%; COM 10%; DWF 10%; FIN 10%; PKG 10%	DCS; DCW; DWF; LTR; OFD; OFS; OFW; SCR	candidww.com
71	—	StickerYou Inc., Toronto, Ontario	Andrew Witkin, Ceo and Founder	\$3.00	20.0%	\$15.00	—	—	SPEC 80% (Labels, tags, magnets, window clings, and patches); DWF 20%	—	stickeryou.com
71	—	Star Web Printing, Toronto, Ontario	Gulam Jaffer, President	\$3.00	10.0%	\$30.00	150	1	INS 30%; BKS 20%; COM 20%; DM 10%; DWF 10%; FIN 5%; PKG 5%	DCS; DWF; LTR; OFS; OFW	west-star.com
74	—	Dimensional Signs and Graphics, San Diego, CA	Michael Tardy, President	\$2.85	100.0%	\$2.85	16	2	DWF 100%	DCS; DWF; SCR	dimensionalsilkSCR.com
75	72	Lithotone Inc., Elkhart, IN	Bob Priebe, President	\$2.76	40.0%	\$6.90	31	1	COM 50%; DWF 40%; PKG 10%	DCS; DCW; DWF; OFD; OFS; OFW	lithotone.com
76	73	ANRO Inc., West Chester, PA	James A. Spinelli Jr., CEO	\$2.75	6.0%	\$45.80	142	1	DM 61%; COM 30%; DWF 6%; SPEC 3% (Web services)	DCS; DCW; DWF; LTR; OFS; OFD	ANRO.com
77	76	Foresight Group, Lansing, MI	William Christofferson, President	\$2.68	22.0%	\$12.20	80	3	COM 71%; DWF 22%; DM 7%	DCS; DWF; OFS	foresightgroup.net
78	52	American Litho, Carol Stream, IL	Michael Fontana, President, and Chris Joyaux, VP	\$2.58	2.0%	\$129.00	350	1	DM 50%; CAT 20%; INS 15%; PKG 10%; SPEC 3%; DWF 2%	DCS; DCW; DWF; OFD; OFS; OFW	alitho.com
78	—	Graphic Visual Solutions, Greensboro, NC	Bryan Hall, President and CEO	\$2.58	12.5%	\$20.62	91	1	COM 60.5%; PKG 27%; DFW 12.5%	DCS; DWF; FLX; OFS	graphicvisualsolutions.com
80	—	Strategic Factory, Owings Mills, MD	Keith Miller, CEO	\$2.55	12.2%	\$20.80	138	2	DM 20%; COM 18%; CAT 15%; DWF 12%; BKS 10%; SPEC 10% (Graphic design, marketing, and digital and website services); S/T 5%; FIN 4%; PUB 4%; PKG 2%	DCS; DCW; DWF; OFD; OFS	strategicfactory.com
81	68	Slate Group, Lubbock, TX	Don Denny, Owner and President	\$2.52	15.0%	\$16.79	85	1	CAT 40%; COM 25%; DWF 15%; DM 10%; BKS 5%; PUB 5%	DCS; DWF; LTR; OFS	slategroup.com
82	67	Best Press, Addison, TX	Katie Kalisher and Ashley Kalisher, Co-Presidents	\$2.50	10.0%	\$25.02	100	1	COM 55%; DM 15%; SPEC 10% (Direct mail, marketing collateral, inventory fulfillment, order processing, warehousing, and branded e-commerce stores); DWF 10%; PKG 10%	DCS; DWF; LTR; OFD; OFS	bestpress.com
83	66	Westamerica Communications, Lake Forest, CA	Doug Grant, President	\$2.43	10.0%	\$24.30	100	2	COM 60%; DM 20%; DWF 10%; PKG 10%	DCS; DWF; LTR; OFS	mywestamerica.com
84	81	Blanks Printing and Digital Solutions, Dallas, TX	Leron Blanks, President and Owner	\$2.28	12.0%	\$19.00	75	1	COM 61%; DWF 12%; DM 10%; CAT 5%; PUB 5%; PKG 2%	DCS; DWF; OFS	blanks.com
85	79	Classic Litho and Design, Torrance, CA	Firo Nikravan, President	\$2.27	30.0%	\$7.55	31	1	COM 30%; DWF 30%; CAT 15%; PKG 15%; DM 10%	DCS; DWF; OFS	classiclitho.com
86	99	TLF Graphics, Rochester, NY	Robert P. McJury, Partner	\$2.17	10.0%	\$21.70	119	2	SPEC 90% (Labels, signage, flexo, roll digital); DWF 10%	DCS; DCW; DWF; FLX; SCR	tlfgraphics.com
86	—	Albert Basse Associates Inc., Stoughton, MA	Albert Basse III, President	\$2.17	40.0%	\$5.42	32	1	SPEC 50% (Screen print POP signs and displays and HDPE binders); DWF 40%; IND 10%	—	albertbasse.com

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2020 Ranking	2019 Ranking	Company	Principal Officer	WF Sales (Millions)	WF Sales %	Overall Sales (Millions)	Employees	# Locations	Primary Spec	In-House Printing	URL
88	91	Hederman Brothers , Madison, MS	Doug Hederman, President and CEO	\$2.13	15.0%	\$14.20	99	2	DM 35%; COM 25%; DWF 15%; PUB 15%; BKS 5%; CAT 5%	DCS; DWF; OFD; OFS	hederman.com
89	90	Salem One , Winston-Salem, NC	Phil Kelley Jr., President	\$1.96	7.0%	\$28.00	129	2	DM 38%; PKG 30%; COM 15%; FIN 10%; DWF 7%	DCS; DCW; DWF; FLX; LTR; OFS	salem-one.com
90	—	Mele Printing , Covington, LA	Mallery Mele, President	\$1.94	10.0%	\$19.40	105	2	COM 40%; DM 20%; DWF 10%; INS 10%; PUB 10%; S/T 10%	DCS; DCW; DWF; LTR; OFS	meleprinting.com
91	86	Alcom Printing Group , Harleysville, PA	Don Eichman, President and CEO	\$1.93	6.0%	\$32.12	120	2	COM 65%; FIN 10%; DWF 6%; CAT 5%; DM 5%; PKG 5%; PUB 3%; BKS 1%	DCS; DWF; OFS; OFW	alcomprinting.com
92	—	Fortusis , West Jordan, UT	Curtis Cheney, CEO	\$1.89	13.0%	\$14.54	—	38	COM 32%; SPEC 20% (Brokered); DM 15%; PKG 15%; DWF 13%; BKS 5%	—	fortusis.com
93	42	Imperial Communications , New Berlin, WI	Jason Stormowski, President	\$1.77	10.0%	\$17.70	71	2	SPEC 40% (POP); PKG 20%; COM 10%; DM 10%; DWF 10%; INS 10%	DCS; DWF; OFS	imperial-vc.com
94	78	Nieman Printing , Dallas, TX	Joanie Nieman, CEO	\$1.75	6.0%	\$29.20	150	1	DM 40%; PUB 29%; CAT 17%; DWF 6%; BKS 3%; COM 3%; INS 2%	DCS; DCW; DWF; OFS; OFW	niemanprinting.com/cmky
95	—	Peczuh Printing , Price, UT	Frank Peczuhr Jr., President	\$1.69	5.0%	\$33.80	120	3	COM 60%; PKG 35%; DWF 5%	DCS; DWF; OFS	peczuhr.com
96	85	Bolger Vision Beyond Print , Minneapolis, MN	Dik Bolger, CEO	\$1.67	5.0%	\$33.40	188	2	COM 23%; DM 20%; BKS 10%; CAT 10%; FIN 10%; PUB 10%; SPEC 10%; DWF 5%; PKG 2%	—	bolgerinc.com
97	—	Magna IV , Little Rock, AR	Kristi Dannelley, President	\$1.65	15.0%	\$11.00	60	1	COM 70%; DWF 15%; DM 10%; PUB 5%	DCS; DWF; LTR; OFS	magna4.com
98	88	Ironmark , Annapolis Junction, MD	Jeff Ostenso, CEO	\$1.61	5.0%	\$32.17	150	2	COM 40%; BKS 20%; SPEC 20% (Promotional products, creative services, and digital marketing); DM 15%; DWF 5%	DCS; DCW; DWF; OFS; OFW	ironmarkusa.com
99	89	Think Patented , Miamisburg, OH	Kenneth O. McNerney, CEO and Managing Partner, and Niels M. Winther, Chairman and Managing Partner	\$1.58	7.0%	\$22.50	130	1	COM 30%; SPEC 25%; DM 13%; PKG 8%; PUB 8%; DWF 7%; INS 5%; CAT 4%	DCS; DWF; OFD; OFS	thinkpatented.com
100	—	DreamWorks Graphic Communications , Glenview, IL	Daniel A. Luka, CEO and Founder	\$1.54	8.0%	\$19.25	65	1	COM 35%; PKG 20%; SPEC 12%; DWF 8%; BKS 5%; CAT 5%; DM 5%; FIN 5%; PUB 5%	DCS; DWF; OFD; OFS	dreamworks-gc.com
101	—	Matthews Specialty Vehicles (Matthews Mobile Media) , Greensboro, NC	Brad Matthews, President	\$1.50	100.0%	\$1.50	7	1	DWF 100%	DWF	matthewsmobile.com
102	—	Watkins Lithographic , North Kansas City, MO	Eddy Watkins, President	\$1.50	10.0%	\$15.00	65	1	IND 70%; CAT 10%; DM 10%; DWF 10%	DCS; DWF; FLX; LTR; OFS; OFW	watkinslitho.com
103	83	Cushing , Chicago, IL	Cathleen Cushing Duff, President	\$1.48	25.0%	\$5.90	35	1	SPEC 30% (Branded environmental graphics, wall graphics, privacy film, and dimensional lettering); DWF 25%; COM 20%; BKS 15%; DM 10%	DCW; DWF	cushingco.com
104	—	IndeXX Inc. , Greenville, SC	Jordan Finn, President	\$1.47	15.0%	\$9.80	63	1	SPEC 35% (e-commerce); COM 15%; DM 15%; DWF 15%; CAT 10%; PUB 5%; INS 5%	DCS; DWF; OFS	indexx.com
105	—	BiGraphics, Inc. , Nashua, NH	Joe Dumont, VP Operations	\$1.44	100.0%	\$1.44	7	1	DWF 100%	DCS; DWF	bigraphicsinc.com
106	92	Econoprint , Verona, WI	David Roloff, President	\$1.42	14.0%	\$10.14	64	2	COM 32%; DM 31%; DWF 14%; SPEC 10% (Web design and digital marketing); CAT 5%; FIN 5%; INS 2%; S/T 1%	DCS; DWF; OFD; OFS	econoprint.com
107	100	Push Solutions , New Berlin, WI	Brad Flagg, President	\$1.41	15.0%	\$9.38	40	1	COM 65%; DWF 15%; PKG 10%; SPEC 10% (Digital)	DCS; DWF; OFS	push-solutions.com
108	—	Zenger Group , Tonawanda, NY	Stephen R. Zenger, President	\$1.37	4.0%	\$34.16	140	3	DM 68%; COM 12%; PKG 7%; S/T 5%; DWF 4%; CAT 3%; BKS 1%	DCS; DWF; LTR; OFD; OFS	zenger.com
109	—	Print Basics, Inc. , Deerfield Beach, FL	Ike Abolafia, CEO	\$1.35	25.0%	\$5.40	37	1	COM 50%; SPEC 25% (Promotional products); DWF 25%	—	printbasics.com
109	—	Merlin Printing , Amityville, NY	Steven Vid, President and CEO	\$1.35	13.0%	\$10.35	38	1	INS 72%; DM 15%; DWF 13%	DCS; DWF; OFW	merlinprinting.com
111	—	Bennett Graphics , Tucker, GA	David W. Bennett, President	\$1.31	7.0%	\$18.70	74	1	COM 88%; DWF 7%; PKG 5%	DCS; DWF; OFS	bennettgraphics.com
112	—	ChromaGraphics , Santa Rosa, CA	Eric Janssen, President	\$1.24	25.0%	\$4.96	22	1	DWF 25%; DM 20%; COM 16%; CAT 15%; PKG 10%; BKS 9%; PUB 5%	DCS; DWF; LTR; OFD; OFS	chromaprints.com
113	—	Choctaw Print Services , Durant, OK	Russell Marcum, Executive Director	\$1.23	10.0%	\$12.33	20	1	SPEC 40% (Promotional products and apparel); DM 35%; CAT 10%; DWF 10%; BKS 5%	DCS; DWF; OFS; SCR	choctawprint.com
114	—	Fastsigns Norcross , Norcross, GA	Ben Wilson, CEO	\$1.22	65.0%	\$1.88	11	1	DWF 65%; SPEC 20%; COM 15%	—	fastsigns.com/14

Primary Specialties: BKS – Book Manufacturing; CAT – Catalogs; COM – General Commercial Printing; DM – Direct Mail; DWF – Wide-/Grand-Format Printing; FIN – Financial Printing; GAR – Garments; IND – Industrial Printing; INS – Inserts/Preprints; NEWS – Newspapers; PKG – Packaging; PUB – Publications/Periodicals; SPEC – Specialty Printing; S/T – Statements/Transactional; N/A – Not Available.

Printing Processes/Capabilities: DCW – Digital Continuous-Web; DCS – Digital Cut-Sheet; DWF – Digital Wide- & Grand-Format; FLX – Flexography; GRV – Gravure; LTR – Letterpress; OFS – Offset Sheetfed; OFW – Offset Web; OFD – Offset/Digital Hybrid; SCR – Screen

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115	—	Premedia Group LLC, Greensboro, NC	Brian Criscuolo, Managing Partner	\$1.20	100.0%	\$1.20	9	1	DWF 100%	DWF	premediagroup.com
115	94	O'Neil Printing, Phoenix, AZ	Anthony B Narducci, President	\$1.20	8.0%	\$15.00	54	1	COM 63%; SPEC 14% (Web-to-print orders); BKS 10%; DWF 8%; DM 5%	DCS; DWF; OFS	oneilprint.com
115	—	Custom Printing, Oxnard, CA	Charles A. Utts, President	\$1.20	15.0%	\$8.00	45	2	DM 30%; CAT 15%; COM 15%; DWF 15%; BKS 10%; PKG 5%; PUB 5%; S/T 2.5%; INS 2.5%	DCS; DWF; LTR; OFS	customprintinginc.com
118	—	Team Concept Printing & Thermography, Carol Stream, IL	Anthony Rouse, President and CEO	\$1.16	6.0%	\$19.25	58	1	COM 39%; DM 18%; PKG 12%; BKS 11%; CAT 8%; DWF 6%; INS 5%; SPEC 1% (Business cards)	DCS; DCW; DWF; OFD; OFS	tcpt.biz
119	—	Alexander's Print Advantage, Linton, UT	Jeff Alexander, President	\$1.15	5.0%	\$23.00	130	1	BKS 75%; COM 10%; DM 10%; DWF 5%	DCS; DWF; SCR	alexanders.com
119	—	Hopkins Printing, Columbus, OH	Jim Hopkins, CEO	\$1.15	6.0%	\$19.15	104	1	COM 38%; DM 17%; SPEC 17%; PUB 11%; CAT 9%; DWF 6%; BKS 2%	DCS; DWF; OFS	hopkinsprinting.com
119	—	Graphic Village, Cincinnati, OH	Eric Kahn, Executive Chairman	\$1.15	5.0%	\$22.90	160	2	COM 50%; DM 15%; SPEC 15%; PKG 10%; GAR 5%; DWF 5%	DCS; DWF; OFS	graphicvillage.com
122	98	Southeastern, Hialeah, FL	Don Mader, CEO	\$1.05	2.5%	\$41.90	184	2	COM 77.5%; CAT 8%; PUB 8%; DM 4%; DWF 2.5%	DCS; DWF; OFS	seprint.com
123	—	IMS Printing and Signs, Littleton, CO	JJ Heim, President	\$1.02	60.0%	\$1.70	8	1	DWF 60%; GAR 10%; CAT 5%; COM 5%; DM 5%; FIN 5%; IND 5%; SPEC 5% (Promotional products)		imscolorado.com
124	—	GeckoWraps, Inc., Las Vegas, NV	Shane Lloyd, CEO	\$1.00	100.0%	\$1.00	10	1	DWF 100%	DWF	geckowraps.com
124	—	Harmonic Media, Englewood, CO	Tyler Lindvall, Founder	\$1.00	100.0%	\$1.00	10	1	DWF 100%	DWF	gethara

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FRANCHISE LEADERS

In the *Wide-format Impressions 125*, we did not include franchise networks in the larger roll-up since they are a little different than a single company with multiple locations. A franchise, by definition, is a business owned by an entrepreneur, offering a product or service that is in turn labeled by a corporation that provides assistance in every aspect of the business, in return for a combination of a flat fee, plus fees based on profits or sales.

Like the main list, the information was pulled from the *Printing Impressions* list and then segmented for wide-format sign and graphics. These franchise listings include company name and the location of the headquarters; most recent fiscal year wide-format sales figures; percentage of total sales dedicated to wide-format; total company sales for most recent fiscal year; primary product specialties; principal officer(s); and franchises.

2020 Ranking	2019 Ranking	Company	Primary Officer	WF Sales (Millions)	% Wide Format	Overall Sales (Millions)	Number of Franchises	Primary Specs	In-House Printing	URL
1	1	FASTSIGNS International, Inc., Carrollton, TX	Catherine Monson, CEO	\$517.75	95.0%	\$545.00	7	DWF 95%; SPEC 5%	DCS; DCW; DWF; FLX; GRV; LTR; OFD; OFS; OFW; SCR	fastsigns.com
2	2	Minuteman Press International, Farmingdale, NY	Robert Titus, CEO	\$92.60	20.0%	\$463.00	963	COM 34%; DWF 20%; S/T 12%; SPEC 7%; GAR 7%; DM 6%; CAT 5%; INS 5%; FIN 3%; BKS 1%	DCS; DWF; OFD; OFS	minutemanpress.com
3	3	SpeedPro Imaging, Centennial, CO	Larry Oberly, CEO	\$89.00	100.0%	\$89.00	130	DWF 100%	DWF	speedpro.com
4	4, 7	Franchise Services, Inc. (Sir Speedy & PIP), Mission Viejo, CA	Richard Lowe, President	\$61.60	20.0%	\$308.00	275	DM 30%; DWF 20%; SPEC 20% (Marketing services); COM 15%; PUB 10%; BKS 5%	DCS; DWF; OFD; OFS	franserv.com
5	5	AlphaGraphics, Lakewood, CO	Ryan Farris, President and COO	\$46.14	15.0%	\$307.60	273	COM 75%; DWF 15%; DM 10%	DCS; DWF; OFS; SCR	alphagraphics.com
6	6	Alliance Franchise Brands, Plymouth, MI	Michael Marcantonio, CEO	\$22.40	5.0%	\$448.00	651	COM 38%; DM 20%; SPEC 20% (Brokered); BKS 5%; CAT	—	alliancefranchisebrands.com

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WHO WE ARE

Wide-format Impressions

Wide-format Impressions serves as a resource for senior-level executives, business owners, and managers of printing and signage companies providing wide-format services. It covers industry trends, emerging technologies and news in the visual communications industry.

NAPCOMEDIA

NAPCO Media, *Printing Impressions'* parent company, is a leading B-to-B media company specializing in creating community through content via integrated media programs, video services, marketing services, events and event management, custom content, eLearning and market research. NAPCO Media has rapidly expanded its portfolio to include NAPCO Video Services, NAPCO Events, NAPCO Marketing Services and NAPCO Research.