



Wide-Format Impressions 50

Wide-format
Impressions

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WFI Ranking	Company	Wide-Format Sales (In Millions)	WF Sales %	Total Sales (In Millions)	Principle Officer	# Employees	Primary Specifications	# Plants
1	IMAGINE Group, Minneapolis	\$322.00	70.0%	\$460.00	John Hans, CEO	1,800	WF 70%; COM 10%; FIN 10%; PKG 5%	5
2	Vomela Specialty, St. Paul, MN	\$209.61	85.0%	\$246.60	Mark Auth, CEO	1,150	WF 85%; COM 10%; PKG 5%	22
3	Orora Visual, Mesquite, TX	\$172.50	75.0%	\$230.00	Jim Snyder, President	800+	WF 75%; PKG 15%; PUB 10%	5
4	Quad/Graphics, Sussex, WI	\$103.28	2.5%	\$4,131.00	Joel Quadracci, Chairman, President & CEO	22,600	SPEC 28%; INS 20%; CAT 14%; PUB 14%; WF 2.5%	57
5	Transcontinental Inc., Montreal, Quebec	\$74.84	4.9%	\$1,527.32	Francois Olivier, President & CEO	6,500	INS 35%; PKG 17%; NEWS 13%; SPEC 11% (Distribution and premedia)	23
6	Bernard Group, Chanassen, MN	\$60.40	40.0%	\$151.00	Philip Hazel, CEO/ Founder	630	WF 40%	2
7	Lithographix Inc., Hawthorne, CA	\$40.00	40.0%	\$100.00	Herb Zabrack, President/CEO/Owner	235	SPEC 40%; COM 20%; CAT 10%; INS 10%	1
8	Image Options, Foothill Ranch, CA	\$39.20	98.0%	\$40.00	Brian Hite, President	150	WF 98%; PREP 2%	2
9	DATA Communications Management, Brampton, Ontario	\$27.84	12.5%	\$222.70	Gregory J. Cochrane, President & CEO	1,450	DM 25%; BF 25%; COM 20%; SPEC 15.5% (Label, warehousing & logistics); WF 12.5%	11
10	Sandy Alexander, Clifton, NJ	\$26.51	22.0%	\$120.50	Mike Graff, President & CEO	350	COM 37%; DM 23%; WF 22%; SPEC 10%; CAT 8%	4
11	Vision Integrated Graphics Group, Chicago	\$19.60	20.0%	\$98.00	Brad Moore, CEO	350	WF 20%	
12	D'Andrea Visual Communications, Cypress, CA	\$16.25	65.0%	\$25.00	David D'Andrea, CEO/ Founder	100	WF 65%; PKG 15%; CAT 10%; PREP 5%	1
13	Thomas Printworks, Richardson, TX	\$15.30	23.0%	\$66.50	Bryan Thomas, CEO	551	COM 52%; WF 23%; DM 15%; BF 5%; CAT 5%	25
14	Rand Graphics, Wichita, KS	\$14.65	50.0%	\$29.30	Randy Vautravets, President	150	WF 50%; COM 50%	2
15	Meyers, Minneapolis	\$12.20	20.0%	\$61.00	Mike Lane, CEO	250	SPEC 70% (Labels and cards); WF 20%; PKG 10%	1
16	American Litho, Carol Stream, IL	\$12.05	10.0%	\$120.51	Michael Fontana, President, and Chris Joyaux, VP	350	DM 50%; CAT 20%; INS 15%; WF 10%	1
17	S2K Graphics, Chatsworth, CA	\$12.00	100.0%	\$12.00	Dan Pulos, VP/GM	35	WF 100%	2
18	DGI Invisuals, North Billerica, MA	\$10.00	100.0%	\$10.00	Glen Fairbanks, President	120	WF 100%	1
19	Hatteras, Tinton Falls, NJ	\$10.00	20.0%	\$50.00	Bill Duerr, President	250	COM 65%; WF 20%; DM 15%	2
20	Phase 3 Marketing and Communications, Atlanta	\$8.84	34.0%	\$26.00	Ken Holsclaw, Co-Founder and President	240	SPEC 66% (Marketing collateral); WF 34%	3
21	Color Ink, Sussex, WI	\$8.55	45.0%	\$19.00	Todd Meissner, President	75	WF 45%; COM 35%; DM 10%; PKG 10%	1
22	LCP, Waukegan, IL	\$7.42	20.0%	\$37.10	Thomas Johnson, President	170	COM 45%; WF 20%; DM 20%; PREP 10%; SPEC 5% (Fulfillment, storage and mailing)	2
23	Colorchrome Atlanta, Norcross, GA	\$6.88	95.0%	\$7.24	John Rhodes, President	36	WF 95%; COM 5%	1
24	Imperial Communications, New Berlin, WI	\$6.72	40.0%	\$16.80	Jason Stormowski, President	74	WF 40%; PKG 20%; PREP 10%; DM 10%	3
25	Baesman Group, Hilliard, OH	\$6.60	20.0%	\$33.00	Rod Baesman, CEO	140	DM 40%; COM 20%; SPEC 20%; WF 20%	3
26	Kubin-Nicholson Corp., Milwaukee	\$6.00	40.0%	\$15.00	Michael Rees, President	70	COM 60%; WF 40%	2

LEGEND Primary Specialties: BF – Business Forms; BKS – Book Manufacturing; CAT – Catalogs; COM – General Commercial Printing; DIR – Directories; DM – Direct Mail; FIN – Financial Printing; INS – Inserts; NEWS – Newspapers; PKG – Packaging; PREP – Prepress Services; PUB – Publications and Periodicals; SPEC – Specialty Printing; S/T – Statements/Transactional; N/A – Not Available.

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27	Spectrum Marketing, Manchester, NH	\$5.79	9.0%	\$64.30	Kevin Lash, President & CEO	235	DM 67%; COM 19%; WF 9%; PUB 6%	3
28	Suttle-Straus Inc., Waunakee, WI	\$5.62	15.0%	\$37.47	Ted Straus, President & CEO	190	DM 40%; COM 20%; WF 15%; S/T 10%	1
29	Vivid Impact, Louisville, KY	\$5.25	25.0%	\$21.00	Gregory Buchheit, CEO	140	COM 50%; WF 25%; PKG 25%	1
30	Worth Higgins & Associates, Richmond, VA	\$5.01	17.2%	\$29.10	Rick LaReau, CEO	177	COM 83%; WF 17%	2
31	BIG INK, Eagan, MN	\$5.00	100.0%	\$5.00	Tom Trutna, President	30	WF 100%	1
32	Acme Press d/b/a Calithom, Concord, CA	\$4.90	23.0%	\$21.30	Mardjan Taheri, President	115	COM 38%; WF 23%; PKG 22%; DM 12%	1
33	Jurist Influence Group, Long Island City, NY	\$4.20	40.0%	\$10.50	Ronald Sizemore, Partner	45	COM 60%; WF 40%	1
34	Excelsus Solutions, LLC, Rochester, NY	\$4.09	89.0%	\$4.60	Mark Laniak, Owner	30	WF 89%; PKG 10%; PREP 1%	1
35	Prisma Graphic, Phoenix	\$3.91	10.0%	\$39.10	Robert Anderson, CEO	229	SPEC 30%; DM 25%; COM 25%; PKG 10%; WF 10%	1
36	Slate Group, Lubbock, TX	\$3.65	22.0%	\$16.59	Don Denny, Owner/President	N/A	CAT 40%; COM 22%; WF 22%; DM 12%; BKS 4%	1
37	Print NW, Tacoma, WA	\$3.62	20.0%	\$18.10	Jeffery Beardemphl, CEO	170	COM 46%; WF 20%; PKG 12%; SPEC 11% (Corp. ID/Apparel); DM 6%	2
38	Clark and Riggs Printing, Louisville, KY	\$3.60	20.0%	\$18.00	Robert R. Riggs, President	76	COM 30%; DM 25%; WF 20%; PKG 15%	1
39	HM Graphics, Milwaukee	\$3.30	15.0%	\$22.00	James Sandstrom, President	120	DM 35%; WF 15%; PKG 15%; COM 10%	1
40	OneTouchPoint Inc., Hartland, WI	\$2.87	2.0%	\$143.70	David Holland, CEO	800	COM 40%; SPEC 20% (Online solutions, fulfillment, distribution, managed print services); DM 10%; PKG 8%; WF 2%	8
41	Wallace Graphics, Duluth, GA	\$2.70	18.0%	\$15.00	Jonathan Wallace, President	75	DM 60%; WF 18%; CAT 15%; COM 7%;	1
42	Cushing & Co., Chicago	\$2.43	30.0%	\$8.09	Cathleen Cushing Duff, President	51	WF 30%; DM 15%; BKS 15%; PREP 5%	1
43	Classic Litho and Design, Torrance, CA	\$2.27	30.0%	\$7.57	Firo Nikravan, President	35	WF 30%; COM 30%; PKG 15%; CAT 15%	1
44	Graphic Visual Solutions, Greensboro, NC	\$2.26	11.4%	\$19.84	Bryan Hall, President and CEO	101	COM 61.6%; PKG 27%; WF 11.4%	1
45	YGS Group, York, PA	\$2.19	5.0%	\$43.78	Jim Kell, CEO	206	PUB 45%; SPEC 20% (Marketing services); CAT 15%; DM 10%; WF 5%	2
46	Repacorp Label Products, Tipp City, OH	\$2.05	5.0%	\$41.04	Rick M. Heintl, CEO	185	SPEC 92% (Labels); WF 5%; PKG 2%	3
47	Foresight Group, Lansing, MI	\$2.04	19.5%	\$10.46	William Christoferson, President	80	COM 73.5%; WF 19.5%; DM 7%	3
48	HardingPoorman, Indianapolis	\$2.00	8.0%	\$25.00	David Harding, CEO	121	COM 50%; SPEC 20% (Fulfillment); DM 10%; INS 10%; WF 8%	1
49	Bolger Vision Beyond Print, Minneapolis	\$1.98	5.0%	\$39.50	dik Bolger, CEO	200	COM 30%; DM 20%; CAT 10%; SPEC 10%; WF 5%	2
50	Econoprint, Verona, WI	\$1.21	13.0%	\$9.32	David Roloff, President	56	DM 35%; COM 25%; WF 13%; PREP 6%	2

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NOT LISTED IN OUR RANKINGS?

If your company should have appeared on the *Wide-Format Impressions 50* (or the *2018 Printing Impressions 400*), but did not, let us know for next year's list. Write to: *Wide-Format Impressions*, Attn: Editor-in-Chief, 1500 Spring Garden St., Suite 1200, Philadelphia, PA 19130 or email dgustavson@napco.com, and we'll add your firm to our database to be contacted for inclusion in next year's ranking.

— The Editors

WHO WE ARE

Wide-format Impressions

Wide-Format Impressions provides authoritative coverage on the industry trends, emerging technologies and the news in the graphics arts industry with a specific focus on innovative, high-margin, wide-format digital inkjet applications.

Our mission is to build community between our audience and our clients through integrated media programs, video services, events, marketing services, custom content and e-learning. Our services are designed to deliver value and provoke actions that generate measurable results. Your success is our primary objective.

NAPCOMEDIA

NAPCO Media, *In-plant Graphics'* 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.

