

Wide-format Impressions

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The 2019

Wide-format Impressions

100

RANKINGS

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The *Wide-format Impressions* 100, in its second 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.

For the past 36 years, *Printing Impressions*, *Wide-format Impressions'* sister publication, has produced the *Printing Impressions* 400 List, the industry's most comprehensive ranking of the leading printing companies in the United States and Canada.

For the second year in a row, we dove into the data and 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 the 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* 100 List,

detailing the largest companies within the United States and Canada, as ranked by their annual wide-format sales volume.

The list includes 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 manufacturing plants.

The financial information shown for the *Wide-format Impressions* 100 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 2018 calendar year revenues as their most recent annual sales figures.

NOT LISTED IN OUR RANKINGS?

If your company should have appeared on the 2019 *Printing Impressions* 400 or the *Wide-format Impressions* 100, 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 pi400@napco.com, and we'll add your firm to our database to be contacted for inclusion in next year's ranking. —The Editors

WFI Ranking	Previous WFI Ranking	Company	Principal Officer	WF Sales (Millions)	WF Sales %	Overall Sales (Millions)	Employees	# Locations	Primary Specs	In-House Printing	URL
1	1	IMAGINE , Minneapolis, MN	Peter Hayes	\$329.70	70%	\$471.00	1,800	5	DWF 70%; FIN 10%; COM 10%; DM 5%; PKG 5%	DCW; DCS; DWF; FLX; LTR; OFS; OFD; SCR	discoverimagine.com
2	2	Vomela Specialty , St. Paul, MN	Mark Auth	\$242.68	85%	\$285.50	1,300	22	SPEC 35% (Screen printing, Small-format digital); COM 20%; PKG 5%	DCS; DWF; OFS; OFD; SCR	vomela.com
3	–	Cenveo Enterprises , Stamford, CT	Robert G. Burton Jr.	\$156.00	13%	\$1,200.00	6,000	30	SPEC 72% (Labels, envelopes); COM 28%	DCW; DCS; DWF; FLX; OFS; OFW	cenveo.com
4	3	Orora Visual , Mesquite, TX	Jim Snyder	\$172.50	75%	\$230.00	650	9	DWF 75%; PKG 15%; PUB 10%	DCW; DCS; DWF; OFS; OFW; OFD; SCR	ororavisual.com
5	–	Showdown Displays , Brooklyn Center, MN	Kevin Walsh	\$104.00	100%	\$104.00	650	3	DWF 100%	N/A	showdowndisplays.com
6	–	Miller Zell , Atlanta, GA	Chip Miller	\$82.77	31%	\$267.00	300	N/A	SPEC 34% (POP); DWF 31%; INS 13%	DWF; SCR	millerzell.com
7	5	Transcontinental Inc. , Montreal, Quebec	Francois Olivier	\$81.62	4%	\$2,040.52	9,000	44	INS 44%; NEWS 13%; SPEC 13% (Premedia and distribution); PUB 10%; COM 10%; BKS 6%; DWF 4%	DCW; DCS; DWF; FLX; OFS; OFW	tc.tc
8	8	Image Options , Foothill Ranch, CA	Brian Hite	\$43.12	98%	\$44.00	150	2	DWF 98%; PREP 2%	DWF	imageoptions.net
9	7	Lithographix Inc. , Hawthorne, CA	Herb Zebrack	\$40.00	40%	\$100.00	250	1	SPEC 40% (OOH, Dye Sublimation); COM 20%; CAT 10%; DM 10%; INS 10%; PREP 10%; PKG 10%	DCS; DWF; OFS; OFW	lithographix.com
10	–	LSC Communications , Chicago, IL	Thomas J. Quinlan III	\$38.26	1%	\$3,826.00	22,000	47	SPEC 41% (Magazines, catalogs, and retail inserts); BKS 27%	DCW; DCS; DWF; FLX; GRV; LTR; OFS; OFW; OFD; SCR	lsc.com
11	–	Duggal Visual Solutions , Brooklyn, NY	Michael Duggal	\$34.52	42%	\$82.20	433	9	SPEC 44% (Custom displays, retouching, multimedia, and photographic work); DWF 42%; PREP 12%; COM 10%; CAT 2%; BKS 2%; DIR 1%	DCS; DWF	dsgraphics.com
12	9	DATA Communications Management , Brampton, Ontario	Gregory Cochrane	\$31.04	12.50%	\$248.30	1,275	11	SPEC 35% (Labels, wide-format, resales, warehousing & logistics); COM 22%; DM 20%; BF 20%; PKG 2%	DCW; DCS; DWF; FLX; OFS; OFD; SCR	datacm.com
13	–	Olympus Group , Milwaukee, WI	Brian Adam	\$30.30	100%	\$30.30	200	3	DWF 100%	DWF	olympusgrp.com
14	13	Thomas Printworks , Richardson, TX	Bryan Thomas	\$28.60	43%	\$66.50	551	25	COM 50%; S/T 20%; DM 15%; CAT 5%; INS 5%; BF 5%	DCS; OFS; OFD	thomaspintworks.com
15	–	Lewisburg Printing , Lewisburg, TN	Thomas Hale Hawkins, IV	\$26.25	35%	\$75.00	270	7	PKG 75%; COM 10%; SPEC 5% (Digital and Flexo)	DCW; DCS; DWF; FLX; OFS; OFD; SCR	lpcink.com
16	–	Primary Color , Cypress, CA	Dan Hirt	\$25.88	40%	\$64.70	315	2	SPEC 50% (Large- and small-format digital, fabrication, installations); COM 20%; PREP 15%; DM 15%; PKG 10%; CAT 5%	N/A	primarycolor.com
17	11	Vision Integrated Graphics Group , Bolingbrook, IL	Brad Moore	\$21.40	20%	\$107.00	350	2	DM 65%; DWF 20%; COM 15%	DCW; DCS; DWF; OFS; OFD; SCR	visionps.com
18	10	Sandy Alexander , Clifton, NJ	Mike Graff	\$20.29	16%	\$126.80	406	5	COM 37%; DM 23%; DWF 16%; CAT 8%; PREP 5%; FIN 5%; INS 5%; SPEC 4% (Pre-Media)	DCW; DCS; DWF; OFS; OFW; OFD	sandyinc.com
19	–	Big Mountain Imaging , Philadelphia, PA	Jason Cardonick	\$19.60	100%	\$19.60	55	2	DWF 100%	DWF	bigmountain.com
20	–	ABS Graphics , Itasca, IL	Russ Babka	\$17.50	50%	\$35.00	150	1	DWF 50% (POP and Display); DM 30%; COM 15%; PKG 5%	DCS; DWF; OFS; SCR	absgraphics.com
21	12	D'Andrea Visual Communications , Cypress, CA	David D'Andrea	\$17.23	65%	\$26.50	100	2	SPEC 65% (Grand-format printing, custom fabrication, installations); PKG 15%; CAT 10%; DM 5%; PREP 5%	DCS; DWF; OFS	dandreavisual.com
22	14	Rand Graphics , Wichita, KS	Randy Vautravers	\$15.75	50%	\$31.50	150	2	COM 50%; DWF 50%	DCS; DWF; OFS; OFD; SCR	randgraphics.com
23	–	TI Group , Toronto, Ontario	Peter Spring	\$15.20	40%	\$38.00	200	1	SPEC 65% (Point-of-sale graphics, creative and photo related services.); COM 20%; DM 15%	DCS; DWF; OFS	tigroup.ca
24	25	Baesman Group , Hilliard, OH	Rod Baesman	\$14.60	40%	\$36.50	140	3	DM 40%; DWF 40%; COM 20%	DCS; DWF; OFS; OFD	baesman.com
25	–	Yunker Industries , Elkhorn, WI	Kari L. Yunker	\$13.05	75%	\$17.40	110	1	DWF 75%; COM 25%	DWF	yunker.com

Legend

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

100 Wide-format Impressions

WFI Ranking	Previous WFI Ranking	Company	Principal Officer	WF Sales (Millions)	WF Sales %	Overall Sales (Millions)	Employees	# Locations	Primary Specs	In-House Printing	URL
26	15	The Meyers Printing Co. , Minneapolis, MN	Mike Lane	\$13.00	20%	\$65.00	250	1	SPEC 90% (Wide Format Printing Litho Digital & Pop Displays); PKG 10%	DCW; DCS; DWF; FLX; OFS; SCR	meyers.com
27	20	Phase 3 Marketing and Communications , Atlanta, GA	Ken Holsclaw	\$12.53	36.50%	\$34.33	200	3	BF 100%	DCW; DCS; DWF; OFS	phase3mc.com
28	–	Mittera Group , Des Moines, IA	Jon Troen	\$11.17	5%	\$223.40	1,200	10	DM 30%; COM 20%; INS 20%; PREP 10%; SPEC 10% (Design, mobile, apps, website development, photography, videography, data); CAT 5%; PUB 5%; PKG 5%; DWF 5%	N/A	mittera.com
29	18	DGI Invisualse , North Billerica, MA	Glen Fairbanks	\$11.00	100%	\$11.00	140	1	DWF 100%	DWF	dgi-invisualse.com
29	–	Roe Marketing Group/ DBA Berry and Homer , Chester, PA	Brett Roe	\$11.00	100%	\$11.00	36	2	DWF 100%	DCS; DWF	berryandhomer.com
31	17	S2K Graphics , Chatsworth, CA	Dan Pulos	\$10.80	100%	\$10.80	35	2	DWF 100%	DWF; SCR	s2kgraphics.com
32	–	Source One Digital , Norton Shores, MI	Randy Crow	\$10.60	100%	\$10.60	60	1	COM 85%; PREP 10%; PKG 5%	DWF; SCR	sourceonedigital.com
33	–	Dome , McClellan Park, CA	Tim Poole	\$10.23	30%	\$34.10	190	1	SPEC 20% (Fulfillment, warehouse management, large-format, screen and digital printing, small-format digital printing); COM 15%; CAT 15%; PUB 10%; DM 10%; PKG 10%; INS 5%; IND 5%; BKS 5%; DIR 5%; FIN 5%	DCS; DWF; OFS; OFW; OFD	domeprinting.com
34	19	Hatteras , Tinton Falls, NJ	Bill Duerr	\$10.20	20%	\$51.00	250	2	COM 65%; DWF 20%; DM 15%	DCS; DWF; OFS	hatteras.us
35	22	LCP , Waukegan, IL	Thomas Johnson	\$9.53	25%	\$38.10	170	2	COM 40%; DWF 25%; DM 20%; SPEC 15% (Cut sheet digital fulfillment, storage and mailing)	DCS; DWF; LTR; OFS	lakecountypress.com
36	–	Premier Press , Portland, OR	Juli Cordill	\$9.00	30%	\$30.00	150	1	DWF 30%; COM 25%; PKG 20%; PREP 15%; DM 10%; SPEC 5% (Color studio, creative, and design.); CAT 5%; BKS 5%	N/A	premierpress.com
37	23	Colorchrome Atlanta , Norcross, GA	John Rhodes	\$8.35	100%	\$8.35	43	1	DFW 100%	DWF	colorchrome.com
38	–	Pictura , Golden Valley, MN	Paul Lilienthal	\$8.08	95%	\$8.50	45	1	DWF 95%; PKG 5%	N/A	peczuhprinting.com
39	–	ER2 Image Group , Hanover Park, IL	Gary Schellerer	\$8.00	80%	\$10.00	65	1	DWF 80%; SPEC 20% (Installation services, design, etc.)	N/A	er2image.com
39	–	Postal Center International , Weston, FL	Ismael Diaz	\$8.00	10%	\$80.00	250	1	BKS 25%; COM 20%; CAT 10%; DM 10%; S/T 10%; PUB 5%; BF 5%; FIN 5%; PKG 5%; INS 5%	DCW; DCS; DWF; LTR; OFS; OFD; SCR	PClbrands.com
41	–	NGS Printing , Elgin, IL	Erik Landrowski	\$7.22	65%	\$11.10	50	1	DWF 65%; SPEC 35% (Screen Printing)	DCS; SCR	ngsprint.com
42	24	Imperial Communications , New Berlin, WI	Jason Stormowski	\$7.16	40%	\$17.90	74	3	DWF 40%; PKG 20%; COM 10%; DM 10%; INS 10%; PREP 10%	DCS; DWF; OFS	imperial-vc.com
43	–	E.H. Teasley & Co. / Inkjet Printing International , Dallas, TX	Jeff Teasley	\$6.75	100%	\$6.75	40	1	DWF 100%	DWF	eh teasley.com
44	–	Big Visual Group , Antioch, TN	Scott Snoyer	\$6.58	70%	\$9.40	62	1	DWF 70%; SPEC 30% (Architectural Signage)	N/A	bigvisualgroup.com
45	–	Sharpe Co. , Winston-Salem, NC	Terri Sealey	\$6.19	45%	\$13.75	75	6	COM 70%; DM 10%; PREP 10%; FIN 10%	DCS; DWF; OFS	sharpeco.net
46	–	DirectConnectGroup , Cleveland, OH	Robert A. Durham	\$6.01	5%	\$120.10	700	8	COM 40%; DM 22%; SPEC 20% (Fulfillment); PUB 7%; DWF 5%; PREP 4%; INS 4%; S/T 2%	DCS; DWF; LTR; OFS; OFW; OFD	directconnectgroup.com
47	30	Worth Higgins & Associates , Richmond, VA	Benny Bowman	\$5.90	17%	\$34.70	180	2	COM 100%	DCS; DWF; OFS	worthhiggins.com
48	28	Suttle-Straus Inc. , Waunakee, WI	Ted Straus	\$5.86	15%	\$39.04	190	1	DM 40%; COM 20%; DWF 15%; S/T 10%; INS 5%; CAT 5%; PUB 5%	DCS; DWF; OFS; OFW; OFD	suttle-straus.com
49	26	Kubin-Nicholson Corp. , Milwaukee, WI	Michael Rees	\$5.60	40%	\$14.00	70	2	COM 60%; DWF 40%	DWF; OFS	kubin.com
50	21	Color Ink , Sussex, WI	Todd Meissner	\$5.40	30%	\$18.00	75	1	DWF 30%; COM 30%; DM 10%; SPEC 10%; PKG 10%; CAT 5%; PREP 5%; FIN 5%	DCS; DWF; OFS	colorink.com

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51	35	Prisma Graphic , Phoenix, AZ	Robert Anderson	\$5.33	13%	\$41.00	229	1	COM 25%; DM 25%; SPEC 25% (Digital); PKG 10%; BKS 5%; CAT 5%; PUB 5%	DCS; DWF; OFS; OFW; OFD	prismagraphic.com
52	16	American Litho , Carol Stream, IL	Michael Fontana, Chris Joyaux	\$5.14	4%	\$128.42	350	1	DM 50%; CAT 20%; INS 15%; PKG 10%; SPEC 5%	DCW; DCS; DWF; OFS; OFW; OFD	alitho.com
53	32	Acme Press d/b/a Calitho , Concord, CA	Mardjan Taheri	\$5.06	23%	\$22.00	115	1	COM 38%; DWF 23%; PKG 22%; DM 12%; CAT 5%	DCS; DWF; LTR; OFS; OFD; SCR	calitho.com
54	37	Print NW , Tacoma, WA	Jeffery Beardemphl	\$5.05	25%	\$20.20	170	2	COM 46%; SPEC 31% (Online, Apparel, Promo); PKG 12%; DM 6%; PUB 5%	DCS; DWF; OFS; OFD	printnw.rock
55	—	Drummond Press , Jacksonville, FL	John Falconetti	\$4.78	10%	\$47.80	195	3	COM 55%; DM 20%; DWF 10%; DIR 5%; FIN 5%; CAT 5%; PUB 5%	DCS; DWF; OFS; OFW	DrummondPress.com
56	34	Excelsus Solutions, LLC , Rochester, NY	Mark Laniak	\$4.68	90%	\$5.20	30	1	DWF 90%; PKG 10%; PREP 1%	DCS; DWF	excelsussolutions.com
57	33	Jurist Influence Group , Long Island City, NY	Ronald Sizemore	\$4.64	40%	\$11.60	45	1	COM 60%; DWF 40%	DCS; DWF; OFS	influencegraphics.com
58	31	BIG INK , Eagan, MN	Tom Trutna	\$4.50	100%	\$4.50	27	1	DWF 100%	DWF	inkbig.com
58	—	KDM Enterprises , Carpentersville, IL	Larry Newman	\$4.50	10%	\$45.00	110	3	S/T 40%; SPEC 35% (Business forms); PKG 15%; DWF 10%	DWF; FLX; OFW	gokdm.com
60	27	Spectrum Marketing , Manchester, NH	Kevin Lash	\$4.31	7%	\$61.60	241	3	DM 70%; COM 18%; DWF 7%; PUB 5%	DCS; DWF; OFS; OFW	spectrummarketing.com
61	38	Clark and Riggs Printing , Louisville, KY	Robert R. Riggs	\$3.80	20%	\$19.00	88	1	COM 30%; DM 25%; DWF 20%; PKG 15%; FIN 10%	DCS; DWF; LTR; OFS; OFD	morethanaprinter.com
62	—	Visual Marking Systems , Twinsburg, OH	Dolf Kahle	\$3.78	25%	\$15.10	136	2	SPEC 100% (OEM, fleet, POP, public transportation, consumables, apparel, textiles)	DCW; DCS; DWF; OFW; SCR	vmsinc.com
63	—	Thysse , Oregon, WI	Jason Thysse	\$3.55	32%	\$11.10	95	2	DWF 32%; COM 22%; DM 15%; PKG 8%; INS 5%; CAT 5%; BF 5%; FIN 5%; PUB 2%; BKS 1%	DCS; DWF; OFS	thysse.com
64	—	Champion Industries , Huntington, WV	Marshall T. Reynolds	\$3.42	6%	\$57.00	320	6	BKS 30%; COM 20%; CAT 20%; DM 5%; S/T 5%	DCS; DWF; LTR; OFS; OFD	chapmanprinting.com
65	41	Wallace Graphics , Duluth, GA	Jonathan Wallace	\$3.26	20%	\$16.30	75	1	COM 60%; DM 20%; DWF 20%	DCS; DWF; OFS	wallacegraphics.com
66	—	Westamerica Communications , Lake Forest, CA	Doug Grant	\$3.09	10.50%	\$29.40	100	2	COM 60%; DM 30%; PKG 10%	DCS; DWF; LTR; OFS	mywestamerica.com
67	—	Best Press , Addison, TX	Katie Kalisher, Ashley Kalisher	\$3.05	21.50%	\$14.20	80	1	COM 60%; DM 15%; SPEC 15% (POS, signage both store and shelf, one-off prototyping, fulfillment, order processing, warehousing, logistics); PKG 10%	DCS; DWF; LTR; OFS; OFD	bestpress.com
68	36	Slate Group , Lubbock, TX	Don Denny	\$2.99	18%	\$16.59	—	1	CAT 50%; COM 25%; DM 15%; SPEC 5%; BKS 5%	DCS; DWF; LTR; OFS	slategroup.com
69	—	Gilson Graphics , Grand Rapids, MI	David L. Gilson	\$2.89	10%	\$28.90	160	3	SPEC 55% (Design, fulfillment, composition, large format); COM 10%; CAT 10%; DM 5%; INS 5%; BKS 5%; PREP 5%; PKG 5%	DCW; DCS; DWF; OFS	gilsongraphics.com
70	40	OneTouchPoint Inc. , Hartland, WI	David Holland	\$2.77	2%	\$138.70	750	7	COM 40%; SPEC 20% (Online solutions, fulfillment, distribution, managed print services); DM 12%; PKG 8%; CAT 5%; BKS 5%; BF 5%; FIN 5%	DCW; DCS; DWF; LTR; OFS; OFW; OFD	1touchpoint.com
71	—	Shapco Printing , Golden Valley, MN	Joel Shapiro	\$2.75	10%	\$27.50	120	1	COM 40%; CAT 15%; DM 15%; BKS 15%; PKG 15%	DCS; DWF; OFS; OFD	shapco.com
72	—	Lithotone Inc. , Elkhart, IN	Bob Priebe	\$2.68	40%	\$6.70	31	1	COM 50%; PKG 15%; INS 5%; DM 5%	DCW; DCS; DWF; OFS; OFW; OFD	lithotone.com
73	—	ANRO Inc. , West Chester, PA	James A. Spinelli Jr.	\$2.65	6%	\$44.20	160	1	DM 61%; COM 30%; SPEC 9% (Wide-format and Web services)	DCW; DCS; DWF; LTR; OFS; OFD	ANRO.com
74	—	Brodnax/Varidoc , Dallas, TX	Mike Campbell	\$2.60	16.25%	\$16.00	80	1	CAT 35%; DM 25%; COM 25%; PUB 10%; S/T 5%	DCS; DWF; OFS	brodnax.biz
75	—	Heritage Integrated , El Reno, OK	David Delana	\$2.58	19%	\$13.60	72	1	DM 58%; COM 21%; INS 10%; PKG 6%; BKS 5%	DCS; DWF; LTR; OFS; OFD	heritageintegrated.com
76	47	Foresight Group , Lansing, MI	William Christofferson	\$2.57	22%	\$11.69	78	3	COM 71%; DWF 22%; DM 7%	DCS; DWF; OFS	foresightgroup.net
77	—	858 Graphics , San Diego, CA	Cole Canedy	\$2.47	85%	\$2.91	20	2	DWF 85%; SPEC 15% (small format)	N/A	858graphics.com
78	—	Nieman Printing , Dallas, TX	Joanie Nieman	\$2.34	8%	\$29.20	154	1	DM 35%; PUB 22%; BF 20%; CAT 11%; BKS 6%; COM 4%; INS 2%	DCW; DCS; DWF; OFS; OFW	niemanprinting.com/cmyk
79	43	Classic Litho and Design , Torrance, CA	Firo Nikravan	\$2.32	30%	\$7.72	35	1	COM 30%; DWF 30%; PKG 15%; CAT 15%; DM 10%	DCS; DWF; OFS; OFD	classiclitho.com

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80	–	Metropolitan Fine Printers , Vancouver, British Columbia	Nikos Kallas	\$2.24	8%	\$28.00	120	2	BKS 20%; CAT 20%; DM 20%; COM 15%; INS 10%; PKG 10%; PUB 5%	DCS; DWF; OFS; OFD	metprinters.com
81	–	Blanks Printing and Digital Solutions , Dallas, TX	Leron Blanks	\$2.20	11%	\$20.00	75	1	COM 78%; CAT 5%; PUB 5%; DM 5%; PKG 2%	DCS; DWF; OFS	blanks.com
82	–	Alabama Graphics , Birmingham, AL	John Davis	\$2.06	28%	\$7.37	46	2	SPEC 57% (Digital Print B&W 23%; Digital Color 22%; Scanning 12%); DWF 28%; COM 8%; IND 7%	N/A	algraphics.com
83	42	Cushing , Chicago, IL	Cathleen Cushing Duff	\$2.01	25%	\$8.04	46	1	SPEC 30% (Branded environmental graphics: wall graphics, privacy film, dimensional lettering); DWF 25%; COM 20%; BKS 15%; DM 10%; PREP 5%	DCW; DCS; DWF; OFS; OFD	cushingco.com
84	–	DCG ONE , Seattle, WA	Terry Storms	\$1.91	3%	\$63.65	308	3	DM 40%; COM 35%; CAT 5%; INS 5%; S/T 5%; PKG 5%; DWF 3%; PUB 2%	DCS; DWF; LTR; OFS; OFW	dcdgone.com
85	49	Bolger Vision Beyond Print , Minneapolis, MN	Dik Bolger	\$1.77	5%	\$35.40	200	2	COM 23%; DM 20%; SPEC 10%; CAT 10%; PUB 10%; BKS 10%; FIN 10%; DWF 5%; PKG 2%	DCS; DWF; OFS	bolgerinc.com
86	–	Alcom Printing Group , Harleysville, PA	Don Eichman	\$1.68	6%	\$28.00	140	2	COM 65%; FIN 10%; DWF 6%; PKG 5%; CAT 5%; DM 5%; PUB 3%; BKS 1%	DCS; DWF; OFS; OFW	alcomprinting.com
87	–	Visions Inc. , Brooklyn Park, MN	Jon Otto	\$1.60	10%	\$16.00	98	2	COM 24%; DM 22%; INS 12%; DWF 10%; IND 8%; FIN 5%; PKG 5%; BKS 4%; PREP 3%; CAT 3%; PUB 3%; SPEC 3% (Specialty products, design, creative services, wide-format); S/T 1%	DCS; DWF; OFS; OFD	visionsfirst.com
88	–	Ironmark , Annapolis Junction, MD	Jeff Ostenso	\$1.45	5%	\$29.00	140	1	COM 40%; BKS 30%; SPEC 15% (Promotional products, creative services, digital marketing); DM 10%; BF 5%	DCW; DCS; DWF; OFS; OFW	ironmarkusa.com
89	–	Think Patented , Miamisburg, OH	Kenneth O. McNeerney, Niels M. Winther	\$1.44	7%	\$20.50	130	1	COM 32%; SPEC 28%; DM 15%; PUB 8%; PKG 8%; INS 6%; CAT 5%	DCS; DWF; OFS; OFD	thinkpatented.com
90	–	Salem One , Winston-Salem, NC	Phil Kelley Jr.	\$1.42	5%	\$28.36	38	2	DM 38%; PKG 30%; COM 15%; FIN 10%; DWF 5%; SPEC 2%	DCW; DCS; DWF; FLX; LTR; OFS	salem-one.com
91	–	Hederman Brothers , Madison, MS	Doug Hederman	\$1.39	10%	\$13.85	100	2	DM 35%; COM 25%; PUB 20%; DWF 10%; BKS 5%; CAT 5%	DCS; DWF; OFS; OFD	hederman.com
92	50	Econoprint , Verona, WI	David Roloff	\$1.31	13%	\$10.10	56	2	DM 35%; COM 25%; DWF 13%; PREP 6%; DIR 5%; FIN 5%; CAT 5%; INS 2%; S/T 1%	DCS; DWF; OFS; OFD	econoprint.com
92	–	L+L Printers , Carlsbad, CA	Bill Anderson	\$1.31	10%	\$13.08	99	2	COM 41%; CAT 20%; PKG 13%; DM 11%; DWF 10%; PREP 3%; BF 1%; PUB 1%	DCS; DWF; OFS; OFD	llprinters.com
94	51	O'Neil Printing , Phoenix, AZ	Anthony B. Narducci	\$1.19	7%	\$17.00	85	2	COM 71%; SPEC 14% (Web-to-print orders); BKS 10%; DM 5%	DCS; DWF; OFS	oneilprint.com
95	53	Graphic Solutions Group , Kennesaw, GA	Mark Pope	\$1.18	10%	\$11.80	72	1	COM 77%; DWF 10%; DM 8%; PKG 5%	DCS; DWF; LTR; OFS	gsghome.com
96	–	Fineline Printing Group , Indianapolis, IN	Richard Miller	\$1.16	8%	\$14.50	70	1	COM 39%; SPEC 20% (Digital, cross-media, promotional products); DM 15%; S/T 10%; PUB 10%; CAT 1%	DCS; DWF; OFS	finelineprintinggroup.com
96	–	Southeastern , Stuart, FL	Don Mader	\$1.16	3.50%	\$33.20	184	2	COM 80%; CAT 8%; PUB 8%; DM 4%	DCS; DWF; OFS	seprint.com
98	–	HBP Inc. , Hagerstown, MD	John Snyder	\$1.15	5%	\$23.00	150	2	COM 21%; BKS 18%; SPEC 17% (Design, fulfillment, e-commerce); DM 15%; PUB 10%; CAT 9%; DWF 5%; FIN 5%	DCS; DWF; OFS	hbp.com
99	–	TLF Graphics , Rochester, NY	Robert P. McJury	\$1.11	5%	\$22.10	123	2	SPEC 95% (Labels, signage); DWF 5%	DCW; DCS; DWF; FLX; SCR	tlfgraphics.com
100	52	Push Solutions , New Berlin, WI	Brad Flagge	\$1.03	12%	\$8.60	40	1	COM 70%; SPEC 10% (Digital); PKG 10%	DCS; DWF; OFS	push-solutions.com

Legend

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

Top 20 Wide-format Print Providers by Sales Percentage

In the *Wide-Format Impressions* 100, we list companies based on sales numbers, but for some of these businesses, wide-format signs and graphics is a small part of their business. But because they are so large, even a small percentage adds up quickly. In this list, we've pulled out the top companies producing wide-format signs and graphics based on sales percentage.

WFI Ranking	Company	WF Sales (Millions)	WF Sales %	Principal Officer	URL	WFI Ranking	Company	WF Sales (Millions)	WF Sales %	Principal Officer	URL
1	Showdown Displays , Brooklyn Center, MN	\$104.00	100%	Kevin Walsh	showdowndisplays.com	10	BIG INK , Eagan, MN	\$4.50	100%	Tom Trutna	inkbig.com
2	Olympus Group , Milwaukee, WI	\$30.30	100%	Brian Adam	olympusgrp.com	11	Image Options , Foothill Ranch, CA	\$43.12	98%	Brian Hite	imageoptions.net
3	Big Mountain Imaging , Philadelphia, PA	\$19.60	100%	Jason Cardonick	bigmountain.com	12	Pictura , Golden Valley, MN	\$8.08	95%	Paul Lilienthal	picturagraphics.com
4	DGI Invisals , North Billerica, MA	\$11.00	100%	Glen Fairbanks	dgi-invisals.com	13	Excelsus Solutions, LLC , Rochester, NY	\$4.68	90%	Mark Laniak	excelsussolutions.com
4	Roe Marketing Group/DBA Berry and Homer , Chester, PA	\$11.00	100%	Brett Roe	berryandhomer.com	14	Vomela Specialty , St. Paul, MN	\$242.68	85%	Mark Auth	vomela.com
6	S2K Graphics , Chatsworth, CA	\$10.80	100%	Dan Pulos	s2kgraphics.com	15	858 Graphics , San Diego, CA	\$2.47	85%	Cole Canedy	858graphics.com
7	Source One Digital , Norton Shores, MI	\$10.60	100%	Randy Crow	sourceonedigital.com	16	ER2 Image Group , Hanover Park, IL	\$8.00	80%	Gary Schellerer	er2image.com
8	Colorchrome Atlanta , Norcross, GA	\$8.35	100%	John Rhodes	colorchrome.com	17	Orora Visual , Mesquite, TX	\$172.50	75%	Jim Snyder	ororavisual.com
9	E.H. Teasley & Co. / Inkjet Printing International , Dallas, TX	\$6.75	100%	Jeff Teasley	eh teasley.com	18	Yunker Industries , Elkhorn, WI	\$13.05	75%	Kari L. Yunker	yunker.com
						19	IMAGINE , Minneapolis, MN	\$329.70	70%	Peter Hayes	discoverimagine.com
						20	Big Visual Group , Antioch, TN	\$6.58	70%	Scott Snoyer	bigvisualgroup.com

Top 7 Franchise Leaders

In the *Wide-Format Impressions* 100, 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* 400 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.

WFI Ranking	Company	WF Sales (Millions)	WF Sales %	Principal Officer	Overall Sales (Millions)	# Franchise	Primary Specs	In-House Printing	URL
1	FASTSIGNS International, Inc. , Carrollton, TX	\$477.59	95%	Catherine Monson	\$502.73	714	DWF 95%; SPEC 5%	DCW; DCS; DWF; FLX; GRV; LTR; OFS; OFW; OFD; SCR	fastsigns.com
2	Minuteman Press International , Farmingdale, NY	\$85.50	19%	Robert Titus	\$450.00	965	COM 34%; DWF 19%; S/T 12%; SPEC 7%; CAT 7%; GAR 6%; INS 5%; DM 5%; FIN 4%; BKS 1%	DCS; DWF; OFS; OFD	minutemanpress.com
3	SpeedPro Imaging , Centennial, CO	\$69.00	100%	Larry Oberly	\$69.00	130	DWF 100%	N/A	speedpro.com
4	Sir Speedy Print Signs Marketing , Mission Viejo, CA	\$60.60	20%	Richard Lowe	\$303.00	246	SPEC 40% (Signs and other marketing services); DM 30%; COM 15%; PREP 10%; BKS 5%	DCS; DWF; OFS; OFD	sirspeedy.com
5	AlphaGraphics , Lakewood, CO	\$33.76	12%	Ryan Farris	\$281.30	285	COM 76%; DM 12%; DWF 12%	DCS; DWF; OFS	alphagraphics.com
6	Alliance Franchise Brands , Plymouth, MI	\$21.30	5%	Michael Marcantonio	\$426.00	667	COM 40%; DM 20%; SPEC 20% (Brokered); PREP 10%; DWF 5%; BKS 5%; CAT 5%; INS 3%; S/T 2%	DCS; DWF; OFS; OFD	alliancefranchisebrands.com
7	PIP Marketing, Signs, Print , Mission Viejo, CA	\$15.60	20%	Richard Lowe	\$78.00	67	SPEC 40% (Signs and other marketing services); DM 30%; COM 15%; PREP 10%; BKS 5%	DCS; DWF; OFS; OFD	pip.com

Legend

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WHO WE ARE

Wide-format Impressions

Wide-format Impressions provides authoritative coverage and analysis on industry trends, emerging technologies, and industry news, with a focus on the wide-format sign and graphics segment. We connect with our audience via a bi-monthly publication, a weekly enewsletter, videos, webinars, the Wide-format Summit event, and “Show Daily” publications for key trade exhibitions.

NAPCOMEDIA

NAPCO Media, *Wide-format 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.