

NEWS RELEASE

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Federal Printing Reported for the Third Quarter of 2011 *Top 50 United States Government Printing Office (GPO) Suppliers List Published*

CHAMBERSBURG, PA – Federal government printing work awarded to private sector printers has shown no signs of increasing based on third quarter data released by the United States Government Printing Office (GPO), the federal agency through which federal government agencies are to submit their printing needs.

Third quarter 2011 (3Q11) volume was \$78 million for July through September compared to \$79 million for 2Q11, \$61 million for 1Q11, \$66 million for 4Q10 and \$82 million for 3Q10. Total work awarded by the GPO to private sector printers in FY2010 was \$358 million, and total work awarded for FY2009 was \$425 million.

“Disturbingly, it appears we are on a course to end the year with less than \$300 million awarded by the GPO to thousands of private sector printers who depend on federal print jobs for their livelihoods,” said Deborah Snider, senior vice president of e-LYNXX Corporation and head of its Government Print Management division. “The GPO was awarding half a billion dollars a year to the private sector in the 1990s. Some decline can be attributed to less demand because of e-communications, but the main reason for the decline is federal agencies have been allowed to setup their own print shops in defiance of Title 44 of the United States Code.”

Title 44 of the U. S. Code states that all federal printing, with a few exceptions, is to be channeled through the GPO. If, in practice, this were happening Snider said GPO work awarded to private sector printers would be a boon to an industry that very much needs a shot in the arm. Public Printer William Boorman has said that if the estimated \$800 million in print work now being done by agencies were awarded to the private sector the federal government and taxpayers could save about \$400 million and the jobs created would help with the economic recovery.

For 3Q11, the top 50 print suppliers produced for the GPO work valued at \$49 million compared to \$57 million for 2Q11, \$39 million awarded during 1Q11 and \$45 million awarded during 4Q10. Work done by the top 50 suppliers during 3Q10 was valued at \$48 million.

Of the more than 1,423 print suppliers that obtained GPO work during 3Q11, NPC, Inc., of Claysburg, Pennsylvania, won the most work with \$5,748,230 awarded to the firm. Rounding out the top five GPO job winners for 3Q11 were Gateway Press of Louisville, Kentucky, with \$3,606,682, Monarch Litho, Inc. of Montebello, California, with \$3,329,197 and Pearson Custom Publishing of Boston, Massachusetts, with \$2,524,410.

With declining GPO work, Snider said it is more important than ever for a printer to fully understand the GPO marketplace. “A printer can expect to increase its profitability from an industry average of 2%, before GPO work, to 14% or more afterwards,” she added. “Those percentages are based on a printer working with an experienced GPO bid service firm, identifying open production capacity and offering margin pricing to fill otherwise non-productive, non-revenue generating schedule openings.”

About e-LYNXX Corporation

e-LYNXX Corporation patented the technology integral to e-commerce. Endorsed by Educational & Institutional Cooperative Purchasing (E&I) and Printing Industries of America (PIA), e-LYNXX drives results through its three divisions. • AVS Technology™ licenses the patented* automated vendor selection procedure used in e-commerce and procurement systems. • American Print Management provides web-based system, services and patented AVS Technology™ to reduce substantially the procured costs of direct mail, marketing, publications, packaging, labels and other procured print. • Government Print Management offers effective U.S. GPO bid services and strategies. www.e-LYNXX.com – 888-876-5432

*U. S. Patent No. 6,397,197, Patent No. 7,451,106, post-*Bilski* Patent No. 7,788,143, and Continuing Application 12/855,423 (collectively, the AVS Technology™) – This thicket of patents covers all custom goods and services, not just print. To inquire about licensing, contact Anthony Hawks at 888-876-5432 or Michael Cannata at 905-773-2207.

Top 50 Contractors for the Government Printing Office – 3rd Quarter Calendar Year 2011

Rank	Company	Location	Winnings
1	NPC, Inc.	Claysburg, PA	\$5,748,230
2	Gateway Press	Louisville, KY	\$3,606,682
3	Monarch Litho, Inc.	Montebello, CA	\$3,329,197
4	Pearson Custom Publishing	Boston, MA	\$2,524,410
5	Signature Graphics	Portland, OR	\$2,331,420
6	Cenveo	Stamford, CT	\$2,267,354
7	Sourcelink LLC	Miamisburg, OH	\$2,015,542
8	Gray Graphics	Capitol Heights, MD	\$1,909,862
9	McDonald & Eudy, Inc.	Temple Hills, MD	\$1,651,015
10	National Envelope	Nashville, TN	\$1,267,113
11	P.A. Hutchison	Mayfield, PA	\$1,041,669
12	Compton & Sons	St. Louis, MO	\$1,007,893
13	Coastal Mailing	Salinas, CA	\$921,104
14	District Creative Printing	Upper Marlboro, MD	\$910,449
15	RR Donnelley	Chicago, IL	\$884,603
16	United Book Press	Baltimore, MD	\$852,805
17	Colonial Press Int'l.	Miami, FL	\$811,965
18	Envision	Wichita, KS	\$795,301
19	Darby Printing Company	Atlanta, GA	\$762,502
20	Fry Communications	Mechanicsburg, PA	\$743,964
21	KD8 Enterprises	Centerville, UT	\$732,324
22	Balmar Printing & Graphics	Gaithersburg, MD	\$639,541
23	Litho Press	San Antonio, TX	\$638,359
24	CRT Color Printing	Santa Fe Springs, CA	\$632,752
25	BKR Printing	Salt Lake City, UT	\$571,766
26	Precision Printing	Moberly, MO	\$549,167
27	Premium & Specialty, Inc.	Medford, NJ	\$517,147
28	Universal Printing Company	St Louis, MO	\$505,738
29	Art Litho Company	Baltimore, MD	\$491,816
30	Production Press	Jacksonville, IL	\$490,983
31	ICM Conversions	Phoenix, AZ	\$487,942
32	Intelligencer Printing	Lancaster, PA	\$482,109
33	Alphagraphics	Boston, MA	\$466,555
34	Banknote Corporation of America	Browns Summit, NC	\$454,432
35	Bosworth Printing	Stoughton, MA	\$451,201
36	Learfield Communications	Jefferson City, MO	\$450,000
37	Printing Resources	Cleveland, OH	\$414,690
38	West Shore Printing & Distribution	Mechanicsburg, PA	\$385,160
39	Corporate Media Solutions, LLC	Falls Church, VA	\$377,964
40	Printwell Acquisitions	Taylor, MI	\$375,343
41	Data Integrators	Woodbridge, VA	\$365,146
42	Sekan Printing	Ft. Scott, KS	\$358,756
43	Todd Allan Printing	Beltsville, MD	\$354,984
44	Goodway Graphics of VA	Springfield, VA	\$346,163
45	Graphic Visions & Associates	Gaithersburg, MD	\$346,072
46	Nocona Envelope & Tag	Nocona, TX	\$342,144
47	The Standard Register Company	Dayton, OH	\$337,475
48	Pinnacle Data Systems	Hoover, AL	\$322,134
49	Consolidated Graphics	Houston, TX	\$320,559
50	Las Vegas Color Graphics	Las Vegas, NV	\$311,894

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