

NEWS RELEASE

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Government Printing Office Work to Private Sector Declines from 1Q09 to 1Q10

Top 50 GPO Suppliers List for 1st Quarter 2010 published

CHAMBERSBURG, PA – First quarter 2010 (1Q10) data on work flow from the U. S. Government Printing Office (GPO) to private sector printers indicates that work has been steady from January through March but has dropped off from the first quarter of 2009.

The value of all GPO work awarded during 1Q10 was \$73 million compared to \$70 million awarded during 4Q09 and \$78 million awarded during 1Q09. Work done by the top 50 suppliers during 1Q10 was valued at \$45 compared to \$46 million awarded during 4Q09 and \$49 million awarded in 1Q09.

Of the more than 1470 print suppliers that obtained GPO work during 1Q10, NPC (News Printing Company) of Claysburg, Pennsylvania, won the most work with \$5,395,169 awarded to the firm. NPC also was the top GPO supplier for 4Q09 with \$7,595,342 in work won and for Fiscal Year 2009 (October 2008 through September 2009) with \$29 million won.

"The print industry is feeling the impact of GPO internalizing more production than a lot of people realize," said Deborah Snider, senior vice president of e-LYNXX Corporation and division president of Government Print Management. "Even though the private sector has historically produced about three quarters of the printing for federal agencies, GPO over the past six to eight years has been increasing its own print plant capabilities with new digital equipment -- equipment that duplicates private sector capabilities. As an advocate for printers across the United States, we are concerned about this trend and would hope GPO would renew its partnership with the private sector. Outsourcing printing also saves tax payers money because private sector printers can do the same work that GPO does in-house for less."

According to the Printing Industries of America (PIA), the print industry consists of nearly a million small business people. The average commercial printer has about 25 employees and revenue in the \$4.5 million range. This is no longer true, as many of these printers have been hit hard by the recession and are seeking work wherever they can find it. Government work keeps many in business, especially when developed as a secondary market to complement commercial printing, Snider said.

Approximately 10,000 print companies are registered to do work for GPO. The value of GPO work awarded to the private sector is approximately \$425 million a year.

About e-LYNXX Corporation

e-LYNXX Corporation, the North American procurement authority, is exclusively endorsed by *Printing Industries of America (PIA)* and *Educational and Institutional Cooperative Purchasing (E&I)*. Founded in 1975, e-LYNXX has three divisions. ● American Print Management provides enterprise print procurement solutions and patented competitive methods to reduce costs for direct mail, marketing materials, packaging and other procured print. Results include enhanced quality and service levels, efficiencies, process control, transparency and procured print cost reduction of 25% to 50%. ● Patented Procurement Method grants patent licenses for supply chain optimization. Results include substantial reduction in existing costs of competitively procured goods and services. ● Government Print Management offers U.S. GPO bid services, access and assistance. Results include filled downtime, operational stability, improved cash flows and increased profitability. www.e-LYNXX.com – 888-876-5432

TOP 50 GPO PRINT SUPPLIERS LIST FOR THE 1ST QUARTER OF 2010

Rank	Company	Location	Winnings
1	NPC	Claysburg, PA	\$5,395,169
2	Monarch Litho, Inc.	Montebello, CA	\$3,656,289
3	SourceLink	Miamisburg, OH	\$3,610,592
4	Cenveo	Stamford, CT	\$2,477,125
5	P.A. Hutchison	Mayfield, PA	\$1,897,816
6	National Envelope	Nashville, TN	\$1,637,884
7	Gateway Press	Louisville, KY	\$1,614,227
8	Intelligencer Printing	Lancaster, PA	\$1,482,324
9	Gray Graphics	Capitol Heights, MD	\$1,352,588
10	McDonald & Eudy, Inc.	Temple Hills, MD	\$1,312,386
11	Fry Communications	Mechanicsburg, PA	\$1,156,523
12	Quintessential Color Group, Inc.	Upper Marlboro, MD	\$926,766
13	Opsec	Lancaster, PA	\$912,660
14	Art Litho Company	Baltimore, MD	\$827,653
15	V. G. Reed & Sons	Louisville, KY	\$739,077
16	Colonial Press Int'l.	Miami, FL	\$717,239
17	Banknote Corporation of America	New York, NY	\$700,733
18	Universal Printing Company	DeSoto, TX	\$697,363
19	S & W Manufacturing	Florence, SC	\$622,612
20	United Book Press	Baltimore, MD	\$615,968
21	Printing Resources	Cleveland, OH	\$614,095
22	The Standard Register Company	Dayton, OH	\$603,938
23	Data Recognition Company	Maple Grove, MN	\$583,134
24	Pearson Custom Publishing	Boston, MA	\$572,688
25	Consolidated Graphics	Houston, TX	\$534,019
26	District Creative Printing	Upper Marlboro, MD	\$490,530
27	Albuquerque Printing	Albuquerque, NM	\$490,162
28	Goodway Graphics of VA	Springfield, VA	\$485,852
29	Precision Printing	Moberly, MO	\$455,368
30	TPS Enterprises	Newton, IL	\$452,875
31	Digital Ink, Inc.	Dillsburg, PA	\$448,399
32	RR Donnelley	Chicago, IL	\$440,495
33	American Multimedia	Burlington, NC	\$433,589
34	KD8 Enterprises	Centerville, UT	\$409,920
35	Todd Allan Printing	Beltsville, MD	\$393,435
36	Production Press	Jacksonville, IL	\$393,263
37	Balmar Printing & Graphics	Gaithersburg, MD	\$391,962
38	Matrix Business Solutions	Waldorf, MD	\$390,424
39	Data Integrators	Woodbridge, VA	\$379,511
40	BKR Printing	Salt Lake City, UT	\$376,279
41	Coverbind Corporation	Wilmington, NC	\$373,574
42	Freedom Graphics	Milton, WI	\$369,613
43	EU Services	Rockville, MD	\$362,165
44	Alcom Printing	Harleysville, PA	\$338,098
45	Envision	Wichita, KS	\$329,792
46	Clicks	Washington, DC	\$327,200
47	NCS Pearson	Columbia, PA	\$326,140
48	R.D. Printing Associates	Farmingdale, NY	\$324,195
49	Printwell Acquisitions, Inc.	Taylor, MI	\$323,561
50	Sir Speedy Printing	Mission Viejo, CA	\$320,619

This list was compiled exclusively by Government Print Management®, a division of e-LYNXX Corporation, from its exclusive databases and encompasses activity beginning on January 1, 2010 and ending on March 31, 2010.

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