



Government Print Management
U. S. GPO bid services and effective strategies

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NEWS RELEASE

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Government Printing Office Work to Private Sector Increases from 1Q10 to 2Q10 *Top 50 GPO Suppliers List for 2nd Quarter 2010 published*

CHAMBERSBURG, PA – Second quarter 2010 (2Q10) data on work flow from the U. S. Government Printing Office (GPO) to private sector printers indicates that work has picked up from April through June compared to 1Q10 activity.

The value of all GPO work awarded during 2Q10 was \$90 million compared to \$73 million awarded during 1Q10 and \$106 million awarded during 2Q09. Work done by the top 50 suppliers during 2Q10 was valued at \$63 million compared to \$45 million awarded during 1Q10 and \$73 million awarded in 2Q09.

Of the more than 1,507 print suppliers that obtained GPO work during 2Q10, RR Donnelly of Chicago, Illinois, won the most work with \$19,388,554 awarded to the firm.

"Private sector printers that have developed GPO as a secondary market are seeing the benefits of consistently winning GPO work, pricing it to win and scheduling the work to fill their production gaps," said Deborah Snider, senior vice president of e-LYNXX Corporation and division president of Government Print Management. "These results reverse for one quarter the trend that we have been seeing, which was a decline in GPO work to the private sector. That is evident when comparing 2Q10 numbers to 2Q09 numbers. The printing industry is still concerned about government work being done internally by GPO and by individual government agencies. While GPO awards about \$425 million a year to the private sector, it could be several times that amount if fewer waivers were granted to agencies to set up their own printing services and if GPO did not duplicate the capabilities of private sector printers."

Snider said that to develop GPO successfully as a secondary market, printers need to receive and analyze every GPO bid for which they are qualified. GPO has five print quality levels, and suppliers can only do work at levels for which they have been approved by GPO. Once a bid is received, it must be analyzed carefully considering all specification and delivery requirements and comparing the current job to historical data that is helpful with pricing. Snider said scheduling GPO work is strategically important because more times than not winning bidders have the work slotted for times when they have no commercial work. This allows them to bid with discount pricing to fill downtime to keep revenue flowing and staff and equipment busy.

Non-GPO printers average 2.5% profitability on 70% production utilization. Snider said that with GPO work profitability can be increased from 2.5% to about 14%.

About e-LYNXX Corporation

e-LYNXX Corporation developed the patented method 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. • Patented Procurement Method licenses the automated supplier selection process used in procurement systems. • American Print Management provides systems, services and a patented method to reduce substantially the procured costs of direct mail, marketing materials, labels, packaging and other procured print. • Government Print Management offers effective U.S. GPO bid services and strategies. www.e-LYNXX.com – 888-876-5432

TOP 50 GPO PRINT SUPPLIERS LIST FOR THE 2nd QUARTER OF 2010

| Rank | Company | Location | Winnings |
|-------------|----------------------------------|---------------------|-----------------|
| 1 | RR Donnelley | Chicago, IL | \$19,388,554 |
| 2 | Gateway Press | Louisville, KY | \$4,296,224 |
| 3 | SourceLink | Miamisburg, OH | \$3,898,165 |
| 4 | Cenveo | Stamford, CT | \$3,437,832 |
| 5 | NPC | Claysburg, PA | \$3,434,561 |
| 6 | Monarch Litho, Inc. | Montebello, CA | \$2,444,973 |
| 7 | Gray Graphics | Capitol Heights, MD | \$2,108,732 |
| 8 | McDonald & Eudy, Inc. | Temple Hills, MD | \$1,539,466 |
| 9 | V. G. Reed & Sons | Louisville, KY | \$1,345,409 |
| 10 | P.A. Hutchison | Mayfield, PA | \$985,585 |
| 11 | Mission Information Resources | Lancaster, NH | \$950,000 |
| 12 | V.N. Products | Foot Hill Ranch, CA | \$854,035 |
| 13 | Colonial Press Int'l. | Miami, FL | \$831,490 |
| 14 | Consolidated Graphics | Houston, TX | \$803,683 |
| 15 | Freedom Graphics | Milton, WI | \$800,429 |
| 16 | Opsec | Lancaster, PA | \$731,350 |
| 17 | Art Litho Company | Baltimore, MD | \$696,449 |
| 18 | Quintessential Color Group, Inc. | Upper Marlboro, MD | \$692,621 |
| 19 | District Creative Printing | Upper Marlboro, MD | \$686,749 |
| 20 | Intelligencer Printing | Lancaster, PA | \$608,068 |
| 21 | Omaha Print | Omaha, NE | \$597,572 |
| 22 | United Book Press | Baltimore, MD | \$565,072 |
| 23 | Fry Communications | Mechanicsburg, PA | \$536,311 |
| 24 | The Standard Register Company | Dayton, OH | \$498,674 |
| 25 | Trend Offset | Los Alamitos, CA | \$491,000 |
| 26 | American Multimedia | Burlington, NC | \$483,271 |
| 27 | BKR Printing | Salt Lake City, UT | \$462,313 |
| 28 | Sir Speedy Printing | Mission Viejo, CA | \$455,405 |
| 29 | Universal Printing Company | DeSoto, TX | \$454,768 |
| 30 | Consolidated Safety Services | Fairfax, VA | \$444,607 |
| 31 | Scantron | Columbia, PA | \$436,905 |
| 32 | Production Press | Jacksonville, IL | \$434,137 |
| 33 | Envision | Wichita, KS | \$433,054 |
| 34 | Data Integrators | Woodbridge, VA | \$430,977 |
| 35 | Las Vegas Color Graphics | Las Vegas, NV | \$412,392 |
| 36 | Phoenix Lithographing | Montgomery, PA | \$411,079 |
| 37 | Coverbind Corporation | Wilmington, NC | \$407,582 |
| 38 | Litho Press | San Antonio, TX | \$406,646 |
| 39 | Bosworth Printing | Stoughton, MA | \$400,342 |
| 40 | Printing Resources | Cleveland, OH | \$397,276 |
| 41 | Cavanaugh Press | Baltimore, MD | \$378,396 |
| 42 | National Envelope | Nashville, TN | \$371,575 |
| 43 | Data Management International | New Castle, DE | \$371,102 |
| 44 | Graphic Visions & Associates | Gaithersburg, MD | \$369,808 |
| 45 | Digital Image Tri Cities | Richland, WA | \$363,233 |
| 46 | Clicks | Washington, DC | \$351,960 |
| 47 | Todd Allan Printing | Beltsville, MD | \$345,376 |
| 48 | Thunderbird Press | Titusville, FL | \$342,846 |
| 49 | KD8 Enterprises | Centerville, UT | \$342,640 |
| 50 | Alcom Printing | Harleysville, PA | \$341,896 |

This list was compiled exclusively by Government Print Management®, a division of e-LYNXX Corporation, from its exclusive databases and encompasses activity beginning on April 1, 2010 and ending on June 30, 2010.

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