

NEWS RELEASE
January 5, 2012

Top 50 U. S. Government Printing Office (GPO) Print Suppliers for 2011 Announced

CHAMBERSBURG, PA – The top 50 private sector print suppliers that did the most work for U. S. Government Printing Office (GPO) during Federal Fiscal Year 2011 (October 2010 through September 2011) has been released. For the third consecutive year, NPC, Inc., of Claysburg, Pennsylvania, heads the list of GPO Top 50 Print Suppliers.

NPC was awarded \$23.68 million in GPO printing in FY2011, compared to \$23.7 million in FY2010 and to \$29 million in FY2009.

More than 1,770 print suppliers obtained GPO work during FY2011. The value of all GPO work awarded to them during this period was \$305 million compared to \$358 million awarded in FY2010 and \$425 million awarded in FY2009. Work done by the top 50 suppliers was valued at \$195 million in FY 2011 compared to \$223 million during FY2010 and \$271 million during FY2009.

"In spite of the obvious, the decline of GPO work to the private sector for the third consecutive year, the GPO remains an important private sector market. Printers can, and should, develop the GPO into a dependable income source," said Deborah Snider, division president of Government Print Management -- a division of e-LYNXX Corporation. "Having a secondary market as strong as the GPO is essential during tough economic times because it provides a resource for profitable work that will fill production gaps. The key to succeeding with GPO is knowing when and how to bid for jobs that will strengthen your bottom line. Our mission at Government Print Management is to help you win that work using our expertise and extensive database/archives of GPO jobs and programs."

While prices typically are lowered to win GPO work and fill production gaps, Snider said active GPO print suppliers increase their bottom line annual profitability from a national average of less than 2% to more than 14% when they bid low to consistently win work to fill downtime.

Print suppliers that rounded out the top 10 for FY2011 were (2) RR Donnelley of Chicago, Illinois; (3) Gateway Press of Louisville, Kentucky; (4) Sourcelink of Miamisburg, Ohio; (5) Monarch Litho of Montebello, California; (6) Cenveo of Stamford, Connecticut; (7) Gray Graphics Corporation of Capitol Heights, Maryland; (8) McDonald & Eudy Printers of Temple Hills, Maryland; (9) Signature Graphics of Portland, Oregon; and (10) PA Hutchison, Mayfield, Pennsylvania.

Snider said Government Print Management works with many of the top 50 GPO printer suppliers and has seen an increased interest in the firm's specialized expertise as printers strive to diversify their client base.

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 Print Suppliers for the Government Printing Office - Federal Fiscal Year 2011

Rank	Company Name	Headquarters	Volume	Last Year
1	NPC, Inc.	Claysburg, PA	\$23,688,921	1
2	RR Donnelley	Chicago, IL	\$19,844,773	2
3	Gateway Press	Louisville, KY	\$13,762,469	4
4	Sourcelink	Miamisburg, OH	\$13,761,843	3
5	Monarch Litho	Montebello, CA	\$10,591,662	5
6	Cenveo	Stamford, CT	\$7,787,881	6
7	Gray Graphics Corp.	Capitol Heights, MD	\$6,125,497	7
8	McDonald & Eudy Printers	Temple Hills, MD	\$5,828,395	9
9	Signature Graphics	Portland, OR	\$5,336,484	20
10	PA Hutchison	Mayfield, PA	\$3,848,296	8
11	Fry Communications	Mechanicsburg, PA	\$3,749,298	13
12	Standard Register	Dayton, OH	\$3,607,518	11
13	Banknote Corporation of America	Browns Summit, NC	\$3,410,260	57
14	National Envelope	Uniondale, NY	\$3,362,109	14
15	United Book Press	Baltimore, MD	\$3,211,379	18
16	Pearson Custom Publishing	Boston, MA	\$3,188,946	33
17	Intelligencer Printing	Lancaster, PA	\$3,165,679	10
18	Colonial Press Int'l.	Miami, FL	\$3,108,156	15
19	District Creative Printing	Upper Marlboro, MD	\$2,986,812	25
20	Envision	Wichita, KS	\$2,798,329	27
21	Universal Printing	DeSoto, TX	\$2,522,297	21
22	Coastal Mailing	Salinas, CA	\$2,495,304	22
23	Consolidated Graphics	Houston, TX	\$2,310,022	19
24	Litho Press	San Antonio, TX	\$2,305,639	40
25	Darby Printing	Atlanta, GA	\$2,123,848	54
26	Three Dimension Graphics	Miami, FL	\$2,086,067	87
27	BKR Printing	Salt Lake City, UT	\$1,994,626	46
28	KD8 Enterprises	Centerville, UT	\$1,981,013	34
29	S & W Manufacturing	Florence, SC	\$1,940,371	39
30	West Shore Printing	Mechanicsburg, PA	\$1,937,547	42
31	Quintessential Color Group	Upper Marlboro, MD	\$1,929,401	16
32	Printwell Acquisitions	Taylor, MI	\$1,921,854	30
33	Art Litho Company	Baltimore, MD	\$1,882,043	29
34	Production Press, Inc.	Jacksonville, IL	\$1,846,740	41
35	Data Integrators	Woodbridge, VA	\$1,803,973	36
36	Balmar Printing	Gaithersburg, MD	\$1,786,926	37
37	Printing Resources	Cleveland, OH	\$1,687,007	26
38	Precision Printing	Moberly, MO	\$1,664,955	47
39	Compton & Sons	St. Louis, MO	\$1,552,786	98
40	CRT Color Printing	Santa Fe Springs, CA	\$1,466,677	69
41	Douglass Screen Printers	Lakeland, FL	\$1,403,372	80
42	Bosworth Printing	Stoughton, MA	\$1,375,507	48
43	The Print House	Brooklyn, NY	\$1,350,007	67
44	Clovernook School for Blind	Cincinnati, OH	\$1,346,824	--
45	Brandt Information Services	Tallahassee, FL	\$1,326,997	--
46	Todd Allan Printing	Beltsville, MD	\$1,273,312	43
47	Alcom Printing Group	Harleysville, PA	\$1,253,731	32
48	Graphic Visions & Associates	Gaithersburg, MD	\$1,194,129	56
49	Williams & Heintz Map	Capitol Heights, MD	\$1,165,000	73
50	EEI Communications	Columbia, MD	\$1,160,489	--

This list was compiled exclusively by Government Print Management®, a division of e-LYNXX Corporation.

Call 888-876-5432 for more information.

Copyright © January 2012, e-LYNXX Corporation, All Rights Reserved