

NEWS RELEASE

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Printers Are Offsetting Lack of Commercial Work with Government Work *Top 50 GPO Suppliers List for 3rd Quarter 2009 published*

CHAMBERSBURG, PA – Third quarter 2009 U. S. Government Printing Office (GPO) numbers indicate that printers are continuing to offset work lost in the private commercial sector with work gained through the U. S. Government Printing Office (GPO) and other government markets.

The number of print suppliers obtaining GPO work during the third quarter of 2009 (July through September) was 1,198 compared to 1,182 during the second quarter of 2009 and 1,112 during the first quarter. The value of the work awarded during the third quarter was \$105,869,763 compared to \$106,830,667 for second quarter of 2009 and \$77,771,624 for the first quarter. During the 4th quarter of 2008, the GPO awarded work valued at \$105,293,322 to 1,263 private sector printers.

"We are finding increased interest among print suppliers in doing government work because commercial work is slowing as the private sector is printing less to trim budgets," said Deborah Snider, senior vice president of Government Print Management, a division of e-LYNXX Corporation. Established in 1975, Government Print Management has grown to become the largest government print management firm in the United States.

"We have participated in more than 2 million projects awarded by federal, state and local governments, and we have helped print suppliers win more than \$5 billion in profitable government business. So, we do pay very careful attention to government markets," Snider added. "GPO work to private sector printers alone exceeds \$420 million annually."

Snider said to be successful in government markets, print suppliers must view government work as a secondary market opportunity. This means, she said, that the printer continues to serve commercial clients but looks for production schedule openings when government work can be done. By filling gaps in the production schedule, the staff remains productive, equipment is fully utilized and revenue continues to flow.

"The major adjustment for most printers that begin government work is accepting the reality that the government typically looks for the lowest bid among qualified printers. That, however, is an opportunity because to produce a job for less is better than to not produce a job at all," Snider explained. "Our clients are improving their bottom line profitability from an industry average of 3% to an impressive 17% or more by filling their otherwise unused capacity, even when these additional fill projects are sold at prices reduced by 25% to 50% or more. It just makes good business sense to do work for a lower fee than to do no work at all."

The other challenge for printers entering the government market is understanding layers of procedures, rules and regulations. Of the 400 active GPO print suppliers, the most successful use a government print management firm that provides full representational services, accurate information, market intelligence, past price histories, and access to all available GPO solicitations. A government print management firm assists clients with paper work handling, specification interpretation, proposal preparation, bidding process management, assistance through the production process, change order negotiation, invoice preparation and collection, and cutting through the government red tape.

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)* and recognized as a top 100 procurement firm by *Supply & Demand Chain Executive*. 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 3RD QUARTER OF 2009

Rank	Company	Location	Winnings
1	NPC	Claysburg, PA	\$7,278,116
2	Enterprise Group	Discovery Bay, CA	\$5,246,865
3	Gateway Press	Louisville, KY	\$4,770,876
4	Monarch Litho, Inc.	Montebello, CA	\$4,549,342
5	SourceLink	Miamisburg, OH	\$3,607,004
6	Cenveo	Stamford, CT	\$2,857,356
7	RR Donnelley	Chicago, IL	\$2,640,960
8	Intelligencer Printing	Lancaster, PA	\$2,610,962
9	P.A. Hutchison	Mayfield, PA	\$2,459,556
10	Fry Communications	Mechanicsburg, PA	\$2,176,307
11	V. G. Reed & Sons	Louisville, KY	\$1,871,738
12	McDonald & Eudy, Inc.	Temple Hills, MD	\$1,854,639
13	Envision	Wichita, KS	\$1,529,309
14	Gray Graphics	Capitol Heights, MD	\$1,268,560
15	Printwell Acquisitions, Inc.	Taylor, MI	\$1,227,222
16	Williamson Printing	Dallas, TX	\$1,217,200
17	Quintessential Color Group, Inc.	Upper Marlboro, MD	\$1,191,710
18	Colonial Press Int'l.	Miami, FL	\$1,134,562
19	The Standard Register Company	Dayton, OH	\$969,799
20	V.N. Products Inc.	Foot Hill Ranch, CA	\$906,289
21	District Creative Printing	Upper Marlboro, MD	\$856,354
22	Signature Graphics	Portland, OR	\$826,601
23	Universal Printing Company	Desoto, TX	\$789,847
24	Colorfx	Urbandale, IA	\$748,108
25	Mission Information Resources	Lancaster, NH	\$745,588
26	Consolidated Graphics	Houston, TX	\$738,489
27	Printing Resources	Cleveland, OH	\$732,691
28	Data Integrators	Woodbridge, VA	\$651,044
29	Alcom Printing Group	Harleysville, PA	\$638,479
30	KD8 Enterprises	Centerville, UT	\$626,469
31	Color Q	Miamisburg, OH	\$610,238
32	Trend Offset	Los Alamitos, CA	\$591,426
33	Freedom Graphic Systems, Inc.	Milton, WI	\$588,926
34	Banknote Corporation of America	Browns Summit, NC	\$558,062
35	Vertis	Baltimore, MD	\$551,679
36	Digital Work	Salt Lake City, UT	\$542,330
37	Balmar Printing & Graphics	Gaithersburg, MD	\$538,506
38	Pearson Custom Publishing	Boston, MA	\$477,152
39	Solo Printing	Miami, FL	\$473,507
40	Compton & Sons	St. Louis, MO	\$472,146
41	Precision Printing	Moberly, MO	\$470,576
42	Sir Speedy Printing	Mission Viejo, CA	\$467,281
43	Goodway Graphics of Virginia	Springfield, VA	\$459,188
44	Darby Printing	Atlanta, GA	\$457,663
45	United Book Press	Baltimore, MD	\$452,851
46	West Shore Printing	Mechanicsburg, PA	\$431,782
47	Brown Printing Company	Waseca, MN	\$428,970
48	TPS Enterprises	Newton, IL	\$423,238
49	Coastal Mailing	Salinas, CA	\$416,951
50	American Multimedia	Burlington, NC	\$414,050

This list is compiled from data assembled by Government Print Management from its exclusive databases and encompasses activity beginning July 1, 2009, and ending September 30, 2009.