



Media Contact:  
Joe Patterson, Communications Director  
717-709-2106 (office)  
717-405-0601 (mobile)  
[Joseph.Patterson@e-LYNXX.com](mailto:Joseph.Patterson@e-LYNXX.com)

## NEWS RELEASE

October 24, 2008

### **Print Suppliers Increase Work for Government During Economic Downturn**

*Top 50 GPO Suppliers List to be published quarterly*

CHAMBERSBURG, PA – Print suppliers are finding opportunity during a sluggish economy by doing work for the U. S. Government Printing Office (GPO) according to Government Print Management, the leading representative of print suppliers to government in the United States and a division of e-LYNXX Corporation.

"Commercial print, direct mail and print marketing suppliers have long known that steady work from federal, state and local governments can be lucrative," said Deborah Snider, senior vice president of Government Print Management, a division of e-LYNXX Corporation. "More and more suppliers are looking to the GPO and other agencies for work to replace jobs cancelled by commercial customers during these challenging economic times. While doing work for the government requires experience and knowledge of governmental practices, policies and procedures, there are experts with print management firms that can assist."

The number of print suppliers obtaining GPO work during the past quarter (July through September) was 1,170, and the work for the top 50 suppliers during this period was valued at \$79,806,921. During the past 12 months, approximately 1,900 suppliers won GPO print work valued at \$410 million.

"Since 85 percent of the jobs that the GPO procures are for less than \$3500, many suppliers find them to be ideal for filling what would otherwise be idle production time," Snider said. "For those that rely heavily on GPO to fill downtime, this very competitive work can increase profitability from an industry average of 3% to 14% or so."

Snider also announced that Government Print Management's popular "Top 50 GPO Suppliers List" will now be released quarterly, not just annually. "We believe that by our releasing this additional information, we may be able to encourage printers that need additional revenues to seriously consider the powerful strategy of immediately filling available downtime with contributing revenues," she said.

According to Snider, "Results for the third quarter of 2008 put our client, NPC (News Printing Company) of Claysburg, Pennsylvania, in the number one spot, having won \$10,129,638 in jobs from July through September. Many of these top 50 GPO suppliers are also clients of Government Print Management and have obviously benefitted from our exclusive services."

#### **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](http://www.e-LYNXX.com) – 888-876-5432

**TOP 50 GPO SUPPLIERS LIST FOR THE 3RD QUARTER OF 2008**

<b>Rank</b>	<b>Company</b>	<b>Location</b>	<b>Winnings</b>
1	NPC	Claysburg, PA	\$10,129,638
2	Monarch Litho	Montebello, CA	\$8,829,375
3	Signature Graphics	Portland, OR	\$5,174,330
4	Fry Communications	Mechanicsburg, PA	\$3,472,667
5	SourceLink	Elk Grove Village, IL	\$3,303,279
6	Intelligencer Printing	Lancaster, PA	\$3,153,189
7	RR Donnelley	Chicago, IL	\$2,964,580
8	Gateway Press	Louisville, KY	\$2,538,516
9	Cenveo	Stamford, CT	\$2,389,233
10	McDonald & Eudy Printers	Temple Hills, MD	\$2,281,123
11	Vertis	Baltimore, MD	\$2,269,630
12	Enterprise Group	Discovery Bay, CA	\$1,880,965
13	Gray Graphics Corp.	Capitol Heights, MD	\$1,528,477
14	Quintessential Color Group	Upper Marlboro, MD	\$1,429,699
15	Colonial Press Int'l.	Miami, FL	\$1,347,764
16	V.N. Products, Inc. / Very Nice	Foothill Ranch, CA	\$1,202,245
17	Printwell Acquisitions	Taylor, MI	\$1,194,955
18	World Marketing	Omaha, NE	\$1,190,904
19	Trend Offset Printing	Los Alamitos, CA	\$1,164,113
20	Quantum Color Graphics LLC	Morton Grove, IL	\$1,124,027
21	KD8 Enterprises	Centerville, UT	\$1,013,216
22	Schmitz Press	Sparks, MD	\$997,477
23	United Book Press	Baltimore, MD	\$976,538
24	BKR Printing	Salt Lake City, UT	\$900,169
25	S & W Manufacturing	Florence, SC	\$899,037
26	Digital-Ink	Wormleysburg, PA	\$866,422
27	Darby Printing	Atlanta, GA	\$800,840
28	Envision	Wichita, KS	\$766,063
29	P.A. Hutchison	Mayfield, PA	\$759,631
30	Sterling Press	Salt Lake City, UT	\$757,343
31	Consolidated Graphics	Houston, TX	\$754,325
32	TPS Enterprises	Newton, IL	\$745,718
33	Opsec	Lancaster, PA	\$685,088
34	Alcom Printing Group	Harleysville, PA	\$679,604
35	District Creative Printing	Upper Marlboro, MD	\$674,731
36	Production Press	Jacksonville, IL	\$652,595
37	Peake Printers	Cheverly, MD	\$649,106
38	Universal Printing Company	DeSoto, TX	\$644,064
39	Coastal Mailing Inc.	Salinas, CA	\$635,708
40	Precision Printing Inc.	Moberly, MO	\$611,057
41	Standard Register	Dayton, OH	\$610,169
42	Specialized Printed Forms	Caledonia, NY	\$589,830
43	Goodway Graphics of Virginia	Springfield, VA	\$589,054
44	Premium King	Chalfont, PA	\$586,979
45	Omaha Printing Company	Omaha, NE	\$586,094
46	Techna-Graphics Inc.	Washington, DC	\$576,652
47	West Shore Printing	Mechanicsburg, PA	\$571,597
48	Data Integrators Inc.	Woodbridge, VA	\$561,167
49	Albuquerque Printing Company	Albuquerque, NM	\$551,389
50	WBT Industries	Los Angeles, CA	\$546,549

The list is compiled from data assembled by Government Print Management from its exclusive databases and encompasses activity beginning July 1, 2008, and ending September 30, 2008.