

TOP PSDA MEMBER TRADE PRINTERS BY SALES

The following list showcases the companies with the highest FY 2019 sales reported to PSDA's Top Trade Printers Survey and are current dues-paying members of the association. The list does not include e-commerce/software providers.

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| #1 Ennis, Inc.
Midlothian, TX
\$438,412,000 | #2 Discount Labels
New Albany, IN
\$78,500,000 | #3 Diversified Labeling Solutions
Itasca, IL
\$64,425,537 |
| #4 Stouse LLC
New Century, KS
\$60,647,669 | #5 BCT
Fort Lauderdale, FL
\$60,058,000 | #6 Ward-Kraft Inc.
Fort Scott, KS
\$53,000,000 |
| #7 Repacorp Inc.
Tipp City, OH
\$45,597,000 | #8 Dupli Envelope & Graphics/Notes Inc.
Syracuse, NY
\$35,000,000 | #9 PDF Print Communications Inc.
Signal Hill, CA
\$22,515,000 |
| #10 Team Concept Printing
Carol Stream, IL
\$19,245,000 | #11 Data Papers Inc.
Muncy, PA
\$18,112,373 | #12 MAR
Valmeyer, IL
\$17,534,000 |
| #13 CE Printed Products
Carol Stream, IL
\$16,932,815 | #14 Graphic Dimensions Inc.
Austell, GA
\$14,100,000 | #15 Labels West Inc.
Woodinville, WA
\$12,159,419 |
| #16 McCourt Label Company
Lewis Run, PA
\$11,320,000 | #17 Royal
Brooklyn Park, MN
\$10,562,365 | #18 Firehouse Image Center
Indianapolis, IN
\$9,500,000 |
| #19 QT2
Tiffin, OH
\$9,457,000 | #20 BCSI
Burnsville, MN
\$9,172,017 | #21 CFC Print & Mail
Grand Prairie, TX
\$7,959,699 |

Ennis, Inc.: Focused on Sound Management and Growth

"What has happened in the first quarter of this year has not happened for 100 years," says Justin Mack, marketing manager at Ennis. "In the face of new challenges and ongoing uncertainty caused by the COVID-19 pandemic, it is our goal to stay focused on sound management and growth through acquisition." Ennis plans to maintain a normal work environment for its plants, employees and customers as much as possible while pursuing new sales opportunities. Last summer, the company acquired The Flesh Company and its subsidiary, Impressions Direct, a move that expanded Ennis' integrated forms/labels and direct mail capabilities. "Our large national footprint and diverse manufacturing capabilities allow us to adapt by serving those markets where print demand remains high, even during times of stay-at-home orders and economic slowdown," Mack says. "While some of our plants and product lines experienced an inevitable sales dip as COVID-19 spread, others were able to maintain steady production or even experienced an increase in sales."