

Top 25 Fastest-Growing PSDA Member Trade Printers

The following list showcases the fastest-growing PSDA member trade printers. PSDA identified the member companies with the highest growth rates from 2009 to 2010 by comparing their fiscal sales totals for each year, which are rounded to the nearest U.S. dollar.

RANK	COMPANY	HEADQUARTERS	2010 SALES	2009 SALES	+% CHANGE
1	CFC Print Solutions	Grand Prairie, Texas	\$3,097,000	\$1,960,000	58%
2	Hayes Graphics	Mosinee, Wisconsin	\$675,000	\$450,000	50%
3	Commercial Print & Imaging	Buffalo, New York	\$2,000,000	\$1,500,000	33%
4	ID Images	Brunswick, Ohio	\$27,208,404	\$21,070,021	29%
5	TLF Graphics Inc.	Rochester, New York	\$19,775,000	\$15,650,000	26%
6	Gill Studios Inc.	Lenexa, Kansas	\$50,000,000	\$39,600,000	26%
7	Badger Tag & Label Corp.	Random Lake, Wisconsin	\$5,405,349	\$4,287,900	26%
8	Luminer Converting Group	Lakewood, New Jersey	\$9,800,000	\$8,000,000	23%
9	Adcraft Decals	Independence, Ohio	\$3,000,000	\$2,500,000	20%
10	Western Tag & Printing	Boise, Idaho	\$1,200,000	\$1,000,000	20%
11	Printgraphics	Vandalia, Ohio	\$15,140,000	\$12,742,000	19%
12	Teraco Inc.	Midland, Texas	\$21,900,000	\$18,517,007	18%
13	Graphic Dimensions	Atlanta, Georgia	\$10,340,000	\$8,789,000	18%
14	Allen-Bailey Tag & Label Inc.	Caledonia, New York	\$10,918,791	\$9,377,971	16%
15	AccuLink	Greenville, North Carolina	\$9,351,000	\$8,129,000	15%
16	growll.com	Greenville, South Carolina	\$15,000,000	\$13,216,300	13%
17	CE Printed Products	Carol Stream, Illinois	\$11,420,437	\$10,106,629	13%
18	KDM Enterprises LLC.	Carpentersville, Illinois	\$24,700,000	\$22,000,000	12%
19	Thorn Hill Printing (THP)	Freedom, Pennsylvania	\$8,113,677	\$7,239,746	12%
20	PRINTSouth	Atlanta, Georgia	\$85,000,000	\$75,990,000	12%
21	Wright Enterprises, a Holding Co.	Portland, Oregon	\$52,443,807	\$47,038,745	11%
22	Quick Tab II Inc.	Tiffin, Ohio	\$8,466,140	\$7,662,878	10%
23	Phoenix Data Inc.	Montgomery, Pennsylvania	\$11,650,682	\$10,584,567	10%
24	Graphic Litho	Lawrence, Massachusetts	\$2,154,674	\$1,963,272	10%
25	International Label Mfg.	Terre Haute, Indiana	\$2,400,000	\$2,200,000	9%

Company Spotlight

TLF Graphics Inc. – No. 5 in PSDA Fastest-Growing

In its response to PSDA's Top Trade Printer Survey, New York-based TLF Graphics Inc. – which ranked 5th among the Top 25 fastest-growing PSDA member companies in terms of annual sales in 2010 compared to 2009 – noted that its business model is changing. "We're a traditional flexo and screen print company, morphing into a digital print company that has allowed for considerable growth in new products primarily related to POP and retail signage." It also acknowledged the challenges it has faced, all while remaining optimistic about future growth. "The greatest challenge faced in 2010 was controlling labor costs, as we added significant revenue with very fast lead times. The economy seems to remain fickle, and we're not sure if the growth we experienced in 2010 is sustainable. But, because of a niche we serve related to product decoration and identification (broadly defined), we do very much expect continued but steady growth." TLF Graphics Inc. also finished 6th in the list of "Top 10 Sellers of Labels and Tags."

