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.

<table>
<thead>
<tr>
<th>#</th>
<th>Company</th>
<th>City, State</th>
<th>Sales 2019, $</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Ennis, Inc.</td>
<td>Midlothian, TX</td>
<td>$438,412,000</td>
</tr>
<tr>
<td>2</td>
<td>Discount Labels</td>
<td>New Albany, IN</td>
<td>$78,500,000</td>
</tr>
<tr>
<td>3</td>
<td>Diversified Labeling Solutions</td>
<td>Itasca, IL</td>
<td>$64,425,537</td>
</tr>
<tr>
<td>4</td>
<td>Stouse LLC</td>
<td>New Century, KS</td>
<td>$60,647,669</td>
</tr>
<tr>
<td>5</td>
<td>BCT</td>
<td>Fort Lauderdale, FL</td>
<td>$60,058,000</td>
</tr>
<tr>
<td>6</td>
<td>Ward-Kraft Inc.</td>
<td>Fort Scott, KS</td>
<td>$53,000,000</td>
</tr>
<tr>
<td>7</td>
<td>Repacorp Inc.</td>
<td>Tipp City, OH</td>
<td>$45,597,000</td>
</tr>
<tr>
<td>8</td>
<td>Dupli Envelope &amp; Graphics/Notes Inc.</td>
<td>Syracuse, NY</td>
<td>$35,000,000</td>
</tr>
<tr>
<td>9</td>
<td>PDF Print Communications Inc.</td>
<td>Signal Hill, CA</td>
<td>$22,515,000</td>
</tr>
<tr>
<td>10</td>
<td>Team Concept Printing</td>
<td>Carol Stream, IL</td>
<td>$19,245,000</td>
</tr>
<tr>
<td>11</td>
<td>Data Papers Inc.</td>
<td>Muncy, PA</td>
<td>$18,112,373</td>
</tr>
<tr>
<td>12</td>
<td>MAR</td>
<td>Valmeyer, IL</td>
<td>$17,554,000</td>
</tr>
<tr>
<td>13</td>
<td>CE Printed Products</td>
<td>Carol Stream, IL</td>
<td>$16,932,815</td>
</tr>
<tr>
<td>14</td>
<td>Graphic Dimensions Inc.</td>
<td>Austell, GA</td>
<td>$14,100,000</td>
</tr>
<tr>
<td>15</td>
<td>Labels West Inc.</td>
<td>Woodinville, WA</td>
<td>$12,159,419</td>
</tr>
<tr>
<td>16</td>
<td>McCourt Label Company</td>
<td>Lewis Run, PA</td>
<td>$11,320,000</td>
</tr>
<tr>
<td>17</td>
<td>Royal</td>
<td>Brooklyn Park, MN</td>
<td>$10,562,365</td>
</tr>
<tr>
<td>18</td>
<td>Firehouse Image Center</td>
<td>Indianapolis, IN</td>
<td>$9,500,000</td>
</tr>
<tr>
<td>19</td>
<td>QT2</td>
<td>Tiffin, OH</td>
<td>$9,457,000</td>
</tr>
<tr>
<td>20</td>
<td>BCSI</td>
<td>Burnsville, MN</td>
<td>$9,172,017</td>
</tr>
<tr>
<td>21</td>
<td>CFC Print &amp; Mail</td>
<td>Grand Prairie, TX</td>
<td>$7,959,699</td>
</tr>
</tbody>
</table>

**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.”