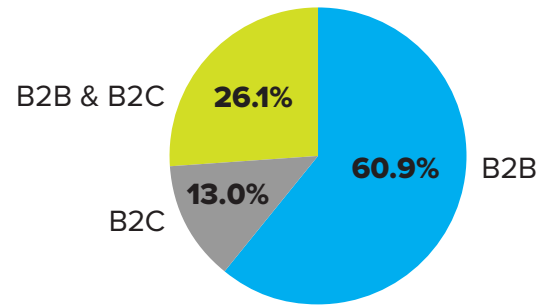


COMPANY OVERALL

42.1% - fewer than 20 employees
42.1% - sales less than \$1M
85.0% - more than 20 years in business

42.1% - 50 to 99 employees
26.3% - sales \$10M to \$20M



Industry convergence

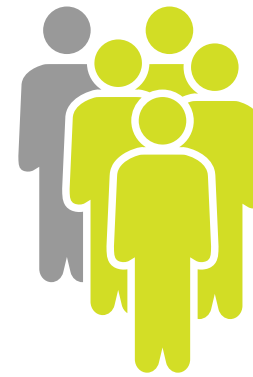
Printers expand their services in

Average revenue contribution

Graphic and Sign (50.0%),
Commercial Printing (33.3%)
Apparel Decoration (25.0%)
Packaging Printing/Converting (16.7%)

Graphic and Sign (18.9%)
Commercial Printing (9.0%)
Apparel Decoration (14.8%)
Package Printing/Converting (9.3%)

OPERATIONS



4 out of **5** are multi-technology **(80%)**

75.0% use more than **50.0%** of their potential production

The majority **(85.0%)** provide finishing services, with the most popular being lamination **(52.6%)** and die cutting/laser cutting **(47.4%)**

MARKETS & PRODUCTS

5 is the average number of products offered.

The most popular products:

Industrial Decals/Labels **(71.4%)**

Industrial Part Marking **(66.7%)**

Instrumentation/Dials/Overlays **(57.1%)**

BUSINESS OUTLOOK

Future looks promising

Expected Increases:

73.7% in sales

63.2% in pre-tax profitability

63.2% in production/amount of work

52.6% in employment

52.6% in prices for products sold

Industry confidence

