

# The Industry Giants

THERE ARE some very large in-plants in North America. To find out who they are, we surveyed our readership. Not all of the largest in-plants replied—in fact six of last year's top 20 declined to participate this year. But most of them did, allowing us to create two lists:

- The largest in-plants according to the number of full-time-equivalent employees (half of the part-time/

temporary employee count was added to the full-time figure).

- The largest in-plants according to sales. (If a sales figure was not provided, the annual budget was used.)

The rankings below and on page 44 will give you a quick look at some (though not all) of the giants in the in-plant industry.

## Largest In-plants by Employees

In-plant	Employees
1 U.S. Government Printing Office	1,200
2 Allstate Insurance Co.	419
3 The Church of Jesus Christ of Latter-day Saints	358
4 Amway	205
5 Brigham Young University	166
6 State of Oregon Publishing & Distribution	102
7 Washington State Department of Printing	97
8 University of Oklahoma	92
9 Principal Financial Group	84.5
10 University of Missouri	76
11 Nassau County	72
12 State of Ohio, State Printing & Mail Services	69.5
13 The Ohio State University - UniPrint	69
14 Missouri State Printing	67
15 State of Colorado	65.5
16 Washington State University	65
17 Merck & Co., Inc	64
17 Yale University	64
19 Spartan Stores Inc.	62.5
20 The Cincinnati Insurance Co.	60.5
21 Church of Scientology International	60
22 Tyson Foods, Inc.	56.5
23 Purdue University	54.5
24 Louisiana Office of State Printing	53
25 Indiana University	51
25 Mayo Clinic	51
25 University of Tennessee	51
28 State of Tennessee/Printing and Media Services	50
29 Texas Department of State Health Services	49
30 H-E-B Grocery Co.	45
31 Excellus BCBS	44
31 Knights of Columbus	44
33 City of Los Angeles	43.5
34 The University of Texas at Austin	43
34 University of North Texas	43
36 Houston Independent School District	42.5

In-plant	Employees
37 ConocoPhillips Printing Center	42
37 Ennis, Inc.	42
39 Iowa State University	41.5
40 State of Kansas - Division of Printing	40
41 World Bank	39.5
42 State of Wisconsin Dept. of Administration	38.5
43 Montgomery County Public Schools	38
44 Ontario Power Generation Inc.	37
44 University of Alabama	37
44 University of Illinois-Urbana-Champaign	37
47 Securian Financial Group	36.5
48 Rochester Institute of Technology	36
48 University of Virginia	36
50 University of Oregon Printing and Mailing Services	35.5
51 University of California - Riverside	34
52 Briggs & Stratton Corp.	33.5
53 Vanderbilt University	33
54 University of California - Davis	27
55 University of Arkansas, PMC Solutions	26
56 State of Nevada	25
57 Oregon State University	24.5
57 University of Texas Health Science Center - Houston	24.5
59 York University	24
60 Virginia Polytechnic Institute and State University	23.5
61 Western & Southern Financial Group	23
62 City of Portland, Oregon	22.5
63 Advocate Health and Hospitals Corp.	22
64 University of St. Thomas	21.5
64 Lockheed Martin Missiles and Fire Control	21.5
66 City and County of San Francisco	21
67 Duke University	19.5
68 Colorado Springs School District 11	19
68 Fred Meyer Stores, Div. of Kroger	19
70 University of Nebraska Medical Center	18.5

# Largest In-plants According to Sales

In-plant	Annual Operating Budget (\$)	Annual Sales (\$)
1 U.S. Government Printing Office	374,900,000	374,900,000
2 Allstate Insurance Co.	173,698,503	173,698,503
3 Amway	15,850,000	72,000,000
4 Washington State Department of Printing	28,500,000	28,500,000
5 State of Ohio Printing & Mail Services	23,000,000	23,000,000
6 The Ohio State University - UniPrint	17,626,000	17,918,000
7 State of Oregon Publishing & Distribution	15,200,000	15,200,000
8 State of Colorado	15,007,230	15,105,790
9 University of Oklahoma	15,100,000	14,900,000
10 Brigham Young University	NA	14,000,000
11 Spartan Stores Inc.	10,541,000	12,997,658
12 Principal Financial Group	12,800,000	12,800,000
13 Tyson Foods, Inc.	9,202,473	11,607,435
14 World Bank	11,029,000	11,029,000
15 Missouri State Printing	11,000,000	11,000,000
16 Texas Department of State Health Services	7,500,000	10,689,613
17 Yale University	10,560,635	10,560,635
18 The University of Texas at Austin	10,300,000	10,300,000
19 Merck & Co., Inc.	6,200,000	9,700,000
20 Ontario Power Generation Inc.	9,604,663	N/A
21 Louisiana Office of State Printing	7,745,623	9,348,916
22 Briggs & Stratton Corp.	8,274,000	9,301,000
23 Mayo Clinic	8,093,380	0
24 Purdue University	7,434,991	7,434,991
25 Duke University	7,300,000	7,300,000
26 The Cincinnati Insurance Co.	7,200,000	0
27 University of Tennessee	N/A	7,000,000
28 City of Portland, Oregon	7,005,332	6,890,320
29 University of Missouri	6,700,000	6,700,000
30 Ennis, Inc.	4,500,000	6,300,000
30 Washington State University	6,300,000	6,300,000
32 Securian Financial Group	6,153,253	N/A
33 City of Los Angeles	6,000,000	6,000,000
34 University of California - Davis	5,779,800	5,779,700
35 Indiana University	5,733,000	5,733,000
36 H-E-B Grocery Co.	5,017,000	5,723,000
37 University of Oregon Printing & Mailing Services	5,521,180	5,661,580
38 Advocate Health and Hospitals Corp.	5,500,000	5,500,000

In-plant	Annual Operating Budget (\$)	Annual Sales (\$)
39 City and County of San Francisco	5,200,000	5,200,000
40 Montgomery County Public Schools	4,945,483	4,945,483
41 University of California - Riverside	4,900,000	4,900,000
42 Houston Independent School District	4,682,200	4,750,000
43 University of North Texas	4,500,000	4,725,000
44 Vanderbilt University	4,682,430	4,682,430
45 State of Wisconsin, Department of Administration	4,524,800	4,600,000
46 Oregon State University	4,450,000	4,550,000
47 Highmark Inc.	9,000,000	4,500,000
47 Iowa State University	4,122,000	4,500,000
47 Knights of Columbus	4,500,000	4,500,000
50 University of Virginia	4,495,000	4,495,000
51 Nassau County (NY)	7,200,000	4,300,000
52 Fred Meyer Stores, Div. of Kroger	4,200,000	4,200,000
52 State of Kansas - Division of Printing	4,300,000	4,200,000
54 The University of Alabama	3,500,000	4,100,000
55 State of Nevada	3,503,930	3,795,412
56 Rochester Institute of Technology	4,245,000	3,792,058
57 County of Riverside Printing	3,600,000	3,600,000
58 State of Tennessee - Printing and Media Services	4,978,800	3,554,682
59 Virginia Polytechnic Institute and State University	3,500,000	3,500,000
60 The Hershey Co.	3,300,000	3,400,000
61 Massachusetts Institute of Technology	3,250,000	3,250,000
62 University of Delaware	3,146,000	3,162,000
63 York University	3,005,918	2,875,989
64 University of Wisconsin - Milwaukee	2,850,000	2,850,000
65 Lockheed Martin Missiles and Fire Control	2,800,000	N/A
66 Western & Southern Financial Group	5,500,000	2,600,000
67 Santa Anita Park	1,650,000	2,500,000
68 University of Texas Health Science Center-Houston	2,961,635	2,488,910
69 Southwest Gas Corp.	2,400,000	N/A
69 University of Arkansas, PMC Solutions	2,400,000	2,400,000