A Study to Determine the Number of Graphic Communications Employment Opportunities, By Type, Available in Virginia Beach, Virginia

Evan G. Jackson  
*Old Dominion University*

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A STUDY TO DETERMINE THE NUMBER OF GRAPHIC COMMUNICATIONS
EMPLOYMENT OPPORTUNITIES, BY TYPE, AVAILABLE
IN
VIRGINIA BEACH, VIRGINIA

A Research Paper
Presented to
The Faculty of the School of Education
Old Dominion University

In Partial Fulfillment
of the Requirements for the Degree
Master of Science in Education

by
Evan G. Jackson
May 1985
This research paper was prepared by Evan G. Jackson under the direction of Dr. John Ritz in VTE 636, Problems in Education. It was submitted to the Graduate Program Director as partial fulfillment of the requirements for the Degree of Master of Science in Education.

APPROVED BY:  
Dr. John Ritz  
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Graduate Program Director  
Vocational and Technical Education
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CHAPTER I
INTRODUCTION

The economic survival of many businesses depends on the sale of its goods or services. To get people to avail themselves of the company's product(s), an advertising campaign of some form is used. Advertising takes many forms: radio, television, and the printed word. The printed word (and pictures) is, by far, the most widely used form of advertising.

The printed word is not used solely for advertising goods and services. It is also used to convey people's feelings and/or sway another person's opinion, perhaps positively or negatively. One only has to look at telephone and electric company poles at election time to see a most graphic example. Annual reports to stockholders is another widely used form of the printed word.

The industries responsible for putting the fertile thoughts of writers and designers into printed form is called the graphic communications industry. The major ones are offset printing, screen process printing, photocopying, and their related processing and finishing industries: binding and finishing.

The vastness of the graphic communications industry means that there are a great number of employment opportunities. Part of the educational process, and vocational
education courses in particular, is to prepare students for the workday world. One way to do this is to spotlight the opportunities and where they exist.

STATEMENT OF THE PROBLEM

The problem of this study was to determine the number of graphic communications employment opportunities, by type, available in Virginia Beach, Virginia. To be relevant to career planning, this study will investigate present openings with projections for the next three years.

RESEARCH GOALS

To answer this research problem the following questions needed to be answered:

1. What graphic communications employment opportunities were available in Virginia Beach, Virginia.

2. Within each type of employment opportunity, how many people were needed.

3. How many new employment opportunities will become available in the next three years.

BACKGROUND AND SIGNIFICANCE

People generally perform better when they are reasonably sure that their efforts will produce tangible results. If a student of graphic communications can be offered information about employment opportunities then,
perhaps, he/she will see that the successful completion of
the course can have an economic impact on his/her career.
This study was envisioned as a method to provide the stu-
dent with specific opportunities within the graphic commu-
ications industry in Virginia Beach, Virginia.

The results of this research can be made available to
the graphic communications teachers and guidance coun-
selors at the vocational and technical center, career
development center, and the three high schools which cur-
rently teach courses pertaining to graphic communications.
Early information about possible career opportunities will
allow the student to make intelligent choices when plan-
ning three or four year high school schedules. This early
planning, hopefully, may keep the student from taking
courses that will not be beneficially used when he/she
enters the work force.

City directories, while showing some companies making
up the graphic communications industries, are primarily a
profit making venture and, therefore, list primarily com-
panies who have paid to have their names included.
Employment agencies list only currently available job
openings. They do not show what future possibilities may
exist.

Job placement is a goal of vocational education and a
study of this nature will identify the employment oppor-
tunities available to students of graphic communications.
Providing the right training so that students can enter the work force will reduce the number of unemployed and help bolster the economy.

LIMITATIONS

The scope of this research was limited to Virginia Beach, Virginia graphic communications employment opportunities. The fields covered in this research were quick printing, screen printing, full service offset printing, rubberstamp making, advertising agency, engraving, color separation, advertising specialties, photofinishing, typehouse, graphic design studio, photographer, publishing, and commercial artist. There may be related fields of employment opportunities that were not surveyed and thus the total number of actual employment opportunities may be greater. Employers were identified from the telephone company yellow pages, Hampton Roads Chamber of Commerce directory, and The Greater Hampton Roads Organization Directory of Manufacturers. The respondents views of employment opportunities in their businesses within the next three years are subject to personal biases.

ASSUMPTIONS

The following assumptions were applied to this study:

1. That we will have economic progress and not a recession.

2. The results will be used for the guidance of stu-
dents.

3. That some graphic communications employment opportunities will not be detected and others will change over time.

PROCEDURES

A survey form was designed and mailed to those companies identified as related to the graphic communications industry. A cover letter explaining the reason for the survey and asking their cooperation accompanied the form. The results were then tabulated and presented with tables and discussion.

DEFINITION OF TERMS

Offset printing – printing done from a flat surface.

Screen Process Printing – formerly called silk screen printing, a process where an object is printed by forcing ink through a mesh fabric stretched on a frame.

Rubber Stamp Making – producing a raised surface on rubber material from which an image can be transferred to another object.

Stripping – placing negatives on a sheet of special paper in preparation for making an offset printing plate.

Platemaking – making an offset printing plate from a stripped-up negative.

Binding and Finishing – cutting, trimming, folding, and otherwise taking printed material and processing it
into its final form.

Darkroom Workers - persons who produce the negatives and prints for the various printing processes.

Letterpress - a printing press which produces images from a raised surface of metal type characters.

Pasteup - arranging pictures and words in a predetermined order prior to making a negative.

Typesetters - persons who compose the words used in printed matter in the required sequence.

Layout and Design - where thoughts are assembled into visual images in a pleasing arrangement.

OVERVIEW OF CHAPTERS

Chapter I introduced the graphic communications industry and stated the problem. Additionally, it stated the research goals, gave the background and significance of the study, stated the limitations and assumptions of the study, outlined the procedures, and defined some of the terms found in the study.

In the following chapters there was a review of the literature researched in the study of employment opportunities in the graphic communications industry in Virginia Beach, Virginia. The methods and procedures were discussed in detail and the findings detailed. Lastly, the findings were summarized, conclusions drawn, and recommendations were given.
CHAPTER II
REVIEW OF THE LITERATURE

In this chapter there will be an overview of the literature on graphic communications employment opportunities in Virginia Beach, Virginia and how the industrial arts curriculum is related to those opportunities. In order to understand what particular opportunities were investigated, a review of the overall national graphic communications industries was undertaken.

STATISTICS

Government statistics show that the receipts of the graphic communications industries in 1983 recorded a rate of real growth of three percent. The projected upturn in the nation's economy will cause the value of shipments by the printing, publishing, and allied industry to rise slightly above four percent in 1984. In 1983 the value of industry shipments of photographic equipment and supplies remained about the same level as 1982 (but) an increase of three percent, in constant dollars, is expected in 1984.(1)

With these projected increases, there should most certainly be an increase in the number of employment opportunities. It is the responsibility of vocational education, which includes industrial arts, to prepare students for employment.
The 1976 Amendments to the Vocational Educational Act of 1963 emphasized the need for helping students to make wise occupational choices. As part of the definition of industrial arts, Public Law 94-482(1978) stated that industrial arts programs should "assist individuals in the making of informed choices." In 1979, The Standards for Industrial Arts Project (Virginia Polytechnic Institute and State University) reported that the purpose "to help students make informed educational and occupational choices" has risen from between fourth and ninth rank of emphasis by principals, industrial arts chairpersons, and guidance coordinators to second in its level of importance.\(^{(2)}\)

A comparison of rankings of content being taught by graphic communication educators and rankings of predominant processes of the graphic communications industry makes it clear that there are some important discrepancies between the two. In terms of total printing sales, offset lithography had a forty-four percent share of the market and ranked third in priority of instruction. Screen printing, however, with less than five percent of the market received first instructional priority. Some processes such as gravure and flexography, which are ranked second and third, respectively, in percentage of sales, received little to no emphasis in the secondary school.\(^{(3)}\)

The statements show a need for the industrial arts
educator to be aware of what employment opportunities are available in his/her area if he/she is to construct a graphic communications curriculum that will allow the student to make a wise occupational choice. Studies that are nationwide in scope provide a basis for establishing a range of curriculum content but the depth to which each subject is taught might best be predicated on the employment opportunities in the immediate area.

VIRGINIA BEACH DATA

In the local area, an industrial development agency for nine political subdivisions in southeastern Virginia has compiled a listing of manufacturers within those nine communities. This shows that, for thirty-eight manufacturing concerns related to the graphic communications industry, including quick-print shops, photographers, graphic studios, commercial artists, engravers, rubberstamp makers, color separators, screen printers, typehouses, full service offset printers, advertising agencies, advertising specialties, publishers, and photofinishers, there were 406 persons employed in Virginia Beach, Virginia alone. But listings in the yellow pages of the local area telephone directory reveal that there are some graphic communications concerns not included in the aforementioned listing.
SUMMARY

In summary, the graphic communications educator needs to be aware of what employment opportunities are in his/her immediate area if he/she is to provide the student with an opportunity for wise occupational choices. In subsequent chapters an instrument to measure the graphic communications employment opportunities in Virginia Beach, Virginia will be described and the resultant findings displayed and analyzed.
CHAPTER III
METHODS AND PROCEDURES

The problem of this study was to determine the number of graphic communications employment opportunities, by type, in Virginia Beach, Virginia. In order to gain the pertinent data it was necessary to conduct a survey. In this chapter the methods and procedures for the study will be discussed. These include the population, procedure, administration of the instrument, data tabulation, and summary.

POPULATION

The population of this study consisted of owners/managers of business establishments related to the graphic communications industry in Virginia Beach, Virginia as obtained from the yellow pages of the local area telephone directory, the Hampton Roads Chamber of Commerce Directory, and The Greater Hampton Roads Organization Directory of Manufacturers. These include quick-printers, screen printers, graphic studios, engravers commercial artists, advertising agencies, advertising specialties, publishers, full service offset printers, typehouses, rubberstamp makers, color separators, photographers, and photofinishers. The total population for this study was 101 businesses. Appendix D contains a listing of the graphic communications businesses surveyed.
PROCEDURES

A survey was developed and sent to the aforementioned businesses. This survey consisted of closed questions as to what type of business did the respondent consider his/hers to be and how many persons, by type of job, were now employed and might be employed by 1988. A copy of the survey can be found in Appendix A.

ADMINISTRATION OF SURVEY

The survey, designed to be a self-mailer with postage affixed, and a cover letter, found in Appendix B, was sent to 101 business establishments related to the graphic communications industry in Virginia Beach, Virginia. Upon receiving the responses the results were compiled using the frequency method. The data was presented in the following chapters in the form of tables and discussion. The tables indicated the type of jobs, the number of jobs, and the projected need by 1988.

SUMMARY

In this chapter the methods and procedures for the research study were discussed. A survey was sent to owners/managers of business establishments related to the graphic communications industry in Virginia Beach, Virginia. The data received from these surveys was presented in the next chapter and analyzed in the chapter following that.
CHAPTER IV
FINDINGS

The problem of this study was to determine the number of graphic communications employment opportunities, by type, available in Virginia Beach, Virginia. To be relevant to career planning this study investigated present openings with projections for the next three years. In this chapter data was presented with tables showing the survey statistics, the business categories, and the employment opportunities now and in 1988.

EXPLANATION OF TABLES

Table I illustrates the responses received versus the number of forms sent out. Out of 101 survey forms sent out, eleven were returned by the United States Postal Service because the firms had either gone out of business or the allotted time for forwarding mail had expired. After sending out a follow-up letter, found in Appendix C, a total of sixty-five responses, or sixty-five percent, were received leaving a total of twenty-five firms who chose not to participate in the survey.

Table I

<table>
<thead>
<tr>
<th>SURVEY STATISTICS</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Survey Forms Sent</td>
<td>101</td>
</tr>
<tr>
<td>Firms Out of Business</td>
<td>11</td>
</tr>
<tr>
<td>Survey Forms Returned</td>
<td>65</td>
</tr>
</tbody>
</table>
Firms Not Responding  25  
Percentage of Total  65%

Table II illustrates the totals by categories that the respondents felt best described their firm's business.

**TABLE II**

<table>
<thead>
<tr>
<th>BUSINESS CATEGORIES</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Quick Printer</td>
<td>5</td>
</tr>
<tr>
<td>Photographer</td>
<td>12</td>
</tr>
<tr>
<td>Graphics Studio</td>
<td>2</td>
</tr>
<tr>
<td>Commercial Artist</td>
<td>4</td>
</tr>
<tr>
<td>Rubber Stamp Maker</td>
<td>0</td>
</tr>
<tr>
<td>Engraving</td>
<td>0</td>
</tr>
<tr>
<td>Color Separation</td>
<td>1</td>
</tr>
<tr>
<td>Screen Printer</td>
<td>5</td>
</tr>
<tr>
<td>Typehouse</td>
<td>0</td>
</tr>
<tr>
<td>Full Service Offset Printer</td>
<td>20</td>
</tr>
<tr>
<td>Advertising Agency</td>
<td>5</td>
</tr>
<tr>
<td>Advertising Specialties</td>
<td>5</td>
</tr>
<tr>
<td>Publishing</td>
<td>2</td>
</tr>
<tr>
<td>Photofinisher</td>
<td>4</td>
</tr>
</tbody>
</table>

Table III illustrates, by job type, the number of persons now employed by the businesses listed in Table II and the number of persons these businesses hope to employ by 1988.

**TABLE III**

<table>
<thead>
<tr>
<th>EMPLOYMENT OPPORTUNITIES</th>
<th>NOW</th>
<th>1988</th>
<th>POSSIBLE NEW JOBS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Commercial Artist</td>
<td>33</td>
<td>41</td>
<td>8</td>
</tr>
<tr>
<td>Graphic Designer</td>
<td>21</td>
<td>29</td>
<td>8</td>
</tr>
<tr>
<td>Phototypesetter/Compositor</td>
<td>31</td>
<td>39</td>
<td>8</td>
</tr>
<tr>
<td>Layout Artist</td>
<td>25</td>
<td>37</td>
<td>12</td>
</tr>
<tr>
<td>Process Camera Operator</td>
<td>18</td>
<td>19</td>
<td>1</td>
</tr>
<tr>
<td>Darkroom Worker</td>
<td>15</td>
<td>24</td>
<td>9</td>
</tr>
<tr>
<td>Stripper</td>
<td>16</td>
<td>21</td>
<td>5</td>
</tr>
<tr>
<td>Platemaker</td>
<td>14</td>
<td>16</td>
<td>2</td>
</tr>
</tbody>
</table>
Offset Press Operator  52  73  21
Screen Maker  8  12  4
Screen Printer  15  33  18
Photographer  32  55  23
Rubberstamp Maker  1  2  1
Engraver  4  8  4
Bindery Worker  57  99  42
Multipurpose  49  79  30

**SUMMARY**

In this chapter the findings of the research study were discussed. Table I illustrated the survey statistics, showing the number of respondents versus the number of survey forms sent out. Table II illustrated the total number of each business category that the respondents felt best described their firm's major business. Table III illustrated the total number of employment opportunities, by type, available now and possibly by 1988.

In the following chapter the data received was summarized, conclusions were drawn, and recommendations were given on how this data may be utilized.
CHAPTER V
SUMMARY, CONCLUSIONS, AND RECOMMENDATIONS

This chapter summarized the work done in the previous chapters. Conclusions were drawn in this chapter that answered the research goals found in Chapter I. Practical recommendations were given on how to implement the findings outlined in Chapter IV and possible further study.

SUMMARY

The problem of this study was to determine the number of graphic communication employment opportunities, by type, available in Virginia Beach, Virginia. To answer this research problem the following questions needed to be answered:

1. What graphic communications employment opportunities were available in Virginia Beach, Virginia.

2. Within each type of employment opportunity, how many people were employed.

3. How many new employment opportunities will become available within the next three years.

A review of the literature revealed that city directories are primarily a profit making venture and therefore mainly list companies who have paid to have their names included. Employment agencies list only current available job openings. A listing of manufacturing
concerns within Virginia Beach, Virginia by an industrial development agency does not show all the firms listed by the business pages of the local area telephone directory. Consequently, a combination of yellow pages and industrial directories were used to identify the population.

A survey of closed questions asking their main business and the number of persons now employed and those that might be employed by 1988, by type of job, was sent to firms identified through the review of the literature to be graphic communications firms. The survey form was accompanied by a cover letter asking their cooperation and in some cases a follow-up letter with a duplicate survey form was sent to gain as many responses as possible.

The findings from these surveys was presented in table form along with an explanation of each table. Survey statistics, business categories, and employment opportunities now and 1988 were shown.

CONCLUSIONS

From the findings of the study the following conclusions were drawn:

1. There were at least 391 graphic communications employment opportunities available in Virginia Beach, Virginia.

2. By type of employment opportunities the following number of people were employed:
Commercial Artist 33
Graphic Designer 21
Phototypesetter/Compositor 31
Layout Artist 25
Process Camera Operator 18
Darkroom Worker 15
Stripper 16
Platemaker 14
Offset Press Operator 52
Screen Maker 8
Screen Printer 15
Photographer 32
Rubberstamp Maker 1
Engraver 4
Bindery Worker 57
Multipurpose 49

3. The firms surveyed hope to provide at least 196 new employment opportunities within the next three years. These findings indicate a particularly large need for offset press operators, photographers, bindery workers, and multipurpose workers. The projected fifty percent increase in graphic communication employment opportunities over the next three years represents a very optimistic outlook by members of the industry in Virginia Beach, Virginia.

RECOMMENDATIONS

Based upon the findings of this study it is recommended that a continued emphasis be placed on preparing students for careers in graphic communications. Since many of the employment opportunities are of a multipurpose nature, it is important that any course in graphic communications adequately cover all phases of the industry. In order to show validity for teaching the various phases of
the graphic communications industry it is recommended that a session on career opportunities be given and the results of this survey be made available as a handout to each student.

The Virginia Beach City Public Schools curriculum guides for Graphic Communications and Communications Technology should be reviewed for coverage of current jobs. If the current curriculum is found to be lacking in coverage of the broad graphic communications clusters, it should be reviewed to provide youth with a proper perspective and training in graphic communications careers.
BIBLIOGRAPHY


APPENDIX A
March 15, 1985

Dear

I am currently enrolled in the Masters of Science in Education program at Old Dominion University and teach Graphic Communications at Frank W. Cox High School in Virginia Beach. I am conducting a survey to find the number of employment opportunities in the graphic arts industry in Virginia Beach. I plan to share the results of this survey with my students in hope that they might choose a career in the graphic arts.

I realize that your time is valuable but hope that you will take a few minutes to complete the enclosed survey form and return it at your earliest convenience.

Your cooperation in this survey will provide my students with valuable information about possible future employment in the graphic arts industry in Virginia Beach.

Sincerely,

Evan G. Jackson
Dear

Several days ago I sent your firm a survey form designed to determine the number of employment opportunities in the graphic arts industry in Virginia Beach. The purpose of this survey was to inform the students in my Graphic Communications course at Frank W. Cox High School in Virginia Beach about possible future employment in the graphic arts. As part of our vocational course we are required to help our students make informed decisions about their careers. Your response to the survey will help provide information to those students who might be contemplating a career in the graphic arts.

I am enclosing another copy of the survey form in case the other copy was not received or has been mislaid. Please take a few minutes to complete the form and return it. The return address and postage has been affixed.

Thank you for your time to help provide a graphic arts student with information to enable him/her to make an informed decision about a future career.

Sincerely,

Evan G. Jackson
APPENDIX D
<table>
<thead>
<tr>
<th>Company</th>
<th>Address</th>
<th>City, State, Zip</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advanced Color Separations</td>
<td>2768 Shore Drive</td>
<td>Virginia Beach, VA 23451</td>
</tr>
<tr>
<td>All Sports Promotions</td>
<td>409 Davis Street</td>
<td>Virginia Beach, VA 23462</td>
</tr>
<tr>
<td>Am/Pro Photo Corporation</td>
<td>465 Edwin Drive</td>
<td>Virginia Beach, VA 23462</td>
</tr>
<tr>
<td>American Drafting &amp; Laminating Co., Inc.</td>
<td>5043 Cleveland Street</td>
<td>Virginia Beach, VA 23462</td>
</tr>
<tr>
<td>Badgeman</td>
<td>4966 Euclid Road</td>
<td>Virginia Beach, VA 23462</td>
</tr>
<tr>
<td>Cavalier Rubber Stamp Co.</td>
<td>248 Jersey Avenue</td>
<td>Virginia Beach, VA 23462</td>
</tr>
<tr>
<td>Cavalier Sportswear, Inc.</td>
<td>624 10th Street</td>
<td>Virginia Beach, VA 23451</td>
</tr>
<tr>
<td>Commonwealth Communications Group, Inc.</td>
<td>5041 Admiral Wright Road</td>
<td>Virginia Beach, VA 23462</td>
</tr>
<tr>
<td>Concert Special-T Advertising</td>
<td>414 25th Street</td>
<td>Virginia Beach, VA 23451</td>
</tr>
<tr>
<td>East Coast Screen Printing</td>
<td>3513 Virginia Beach Blvd.</td>
<td>Virginia Beach, VA 23452</td>
</tr>
<tr>
<td>Fleet Foto, Inc.</td>
<td>4576-9 Pembroke Mall Patio</td>
<td>Virginia Beach Blvd.</td>
</tr>
<tr>
<td>Gull Line Ltd.</td>
<td>4940 Euclid Road</td>
<td>Virginia Beach, VA 23462</td>
</tr>
<tr>
<td>Hilltop Printing</td>
<td>1625 Donna Blvd.</td>
<td>Virginia Beach, VA 23451</td>
</tr>
<tr>
<td>Independent Printers, Inc.</td>
<td>865 Chimney Hill Shopping Ctr.</td>
<td>Virginia Beach, VA 23452</td>
</tr>
<tr>
<td>Innovative Professional Systems, Inc.</td>
<td>1432 North Great Neck Road</td>
<td>Virginia Beach, VA 23454</td>
</tr>
<tr>
<td>J.D.S. Enterprises, Inc.</td>
<td>1844 Duke of Norfolk Quay</td>
<td>Virginia Beach, VA 23454</td>
</tr>
<tr>
<td>Company</td>
<td>Address</td>
<td>City, State ZIP</td>
</tr>
<tr>
<td>------------------------------</td>
<td>----------------------------------------------</td>
<td>-----------------</td>
</tr>
<tr>
<td>Peter Kwick Printing/Copying</td>
<td>3253 Virginia Beach Blvd. Po Box 2155</td>
<td>Virginia Beach, VA 23450</td>
</tr>
<tr>
<td>Ronn Maratea Photography</td>
<td>4338 Virginia Beach Blvd.</td>
<td>Virginia Beach, VA 23452</td>
</tr>
<tr>
<td>McDearmid Photography</td>
<td>2633 South Kings Road</td>
<td>Virginia Beach, VA 23452</td>
</tr>
<tr>
<td>One Hour Photo</td>
<td>Lynnhaven Mall</td>
<td>Virginia Beach, VA 23452</td>
</tr>
<tr>
<td>T-Body's Inc. T-Shirt Factory</td>
<td>949 Seahawk Circle Po Box 2259</td>
<td>Virginia Beach, VA 23450</td>
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<tr>
<td>Progressive Graphics, Inc.</td>
<td>2605 Virginia Beach Blvd.</td>
<td>Virginia Beach, VA 23452</td>
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<td>Rayco, Inc.</td>
<td>5760 Northampton Blvd. Po Box 5646</td>
<td>Virginia Beach, VA 23455</td>
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<td>Shelbourne Advertising, Inc.</td>
<td>Po Box 2095</td>
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<td>Simmons Photo Service</td>
<td>2510 Atlantic Avenue</td>
<td>Virginia Beach, VA 23451</td>
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<td>Sutton Photographers, Inc.</td>
<td>1039 Providence Square S. C.</td>
<td>Virginia Beach, VA 23464</td>
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<td>Telescopic Printing &amp; Office supply Company</td>
<td>1015 Providence Square S. C.</td>
<td>Virginia Beach, VA 23464</td>
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<tr>
<td>Tidewater Emblems, Inc.</td>
<td>1816 Potters Road Po Box 3234</td>
<td>Virginia Beach, VA 23454</td>
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<tr>
<td>Graffiti, Ltd.</td>
<td>2208 Atlantic Avenue</td>
<td>Virginia Beach, VA 23451</td>
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<tr>
<td>Shirt Shack</td>
<td>1701-A Atlantic Avenue</td>
<td>Virginia Beach, VA 23451</td>
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<tr>
<td>Trend Forms, Inc.</td>
<td>512 Viking Drive</td>
<td>Virginia Beach, VA 23452</td>
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<tr>
<td>Global Publications, Ltd.</td>
<td>Po Box 174</td>
<td>Virginia Beach, VA 23458</td>
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<tr>
<td>Company Name</td>
<td>Address</td>
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<tr>
<td>Surfside East, Inc,</td>
<td>2456 Pleasure House Road Virginia Beach, VA 23455</td>
<td></td>
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<tr>
<td>JCP Corporation of Virginia</td>
<td>3330 Pacific Avenue Virginia Beach, VA 23451</td>
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<tr>
<td>Cavalier Publishing Corp.</td>
<td>2324 Plantation Drive Virginia Beach, VA 23454</td>
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<td>ABC Printing Company</td>
<td>207 Pennsylvania Avenue Virginia Beach, VA 23454</td>
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<td>Bryan Printing Company</td>
<td>5637-A Princess Anne Road Virginia Beach, VA 23452</td>
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<td>Budget Instant Print</td>
<td>550 First Colonial Road Virginia Beach, VA 23451</td>
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<tr>
<td>Coastland Printing Company</td>
<td>2232 North Great Neck Road Virginia Beach, VA 23451</td>
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<td>Sigler's Kwik-Kopy</td>
<td>2712 Virginia Beach Blvd. Virginia Beach, VA 23452</td>
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<td>New Life Graphics</td>
<td>418 Virginia Beach Blvd. Virginia Beach, VA 23451</td>
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<tr>
<td>PIP Printing</td>
<td>340 London Bridge Shopping Ctr. Virginia Beach, VA 23454</td>
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<tr>
<td>Presto Printing Center, Inc.</td>
<td>428 Newtown Road Virginia Beach, VA 23462</td>
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<tr>
<td>Rapid Reprints</td>
<td>332 Constitution Drive Virginia Beach, VA 23462</td>
<td></td>
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<tr>
<td>The Reproduction &amp; Printing Co, inc.</td>
<td>109 North Plaza Trail Virginia Beach, VA 23452</td>
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<tr>
<td>Thrifti Quick Print</td>
<td>4848 Virginia Beach Blvd. Virginia Beach, VA 23462</td>
<td></td>
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<tr>
<td>Virginia Beach Printing &amp; Stationary Company</td>
<td>3000 Baltic Avenue Virginia Beach, VA 23451</td>
<td></td>
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<tr>
<td>Witchduck Printing</td>
<td>101 South Witchduck Road Virginia Beach, VA 23462</td>
<td></td>
</tr>
</tbody>
</table>
Advertising Designers, Inc.
6222 Pardue Court
Virginia Beach, VA 23464

Graphic Cats, Inc.
5291 Greenwich Road
Virginia Beach, VA 23462

Commercial Art Services
198 South Rosemont Road
Virginia Beach, VA 23452

Print & Mail
4356 Holland Plaza Shoppes
Virginia Beach, VA 23452

Dominion Printing
2925 Virginia Beach Blvd.
Virginia Beach, VA 23454

G. W. Printing Company
5291 Greenwich Road
Virginia Beach, VA 23462

Jones Printing Services
1911 Sparrows Road
Virginia Beach, VA 23462

London Bridge Printing
2535 Virginia Beach Blvd.
Virginia Beach, VA 23454

Cap Publishing
508 North Birdneck Road
Virginia Beach, VA 23451

Advance Graphics Sign Company
1069 New Dam Neck Road
Virginia Beach, VA 23454

Rainbow Screen Printing, Inc
4801 Shell Road
Virginia Beach, VA 23455

All Sports Promotions
4060 West Colonial Parkway
Virginia Beach, VA 23452

Bottom Line Typesetting
1570 Hummingbird Lane
Virginia Beach, VA 23462

Lendman Advertising
5507 Greenwich Road
Virginia Beach, VA 23462

PDQ Corporation
Pembroke One
Virginia Beach, VA 23455

Pronto Press
2460 Pleasure House Road
Virginia Beach, VA 23455
Boice Studio  
209 25th Street  
Virginia Beach, VA 23451

Shell Studios  
5625 Virginia Beach Blvd.  
Virginia Beach, VA 23462

Graphics House  
2460 Pleasure House Road  
Virginia Beach, VA 23455

Greater Creators, Inc.  
2200 Commerce Parkway  
Virginia Beach, VA 23454

New Ideas  
5291 Greenwich Road  
Virginia Beach, VA 23462

The Petragram Group  
5271 Challedon Drive  
Virginia Beach, VA 23462

Sign Mart  
122 Pennsylvania Avenue  
Virginia Beach, VA 23462

Econo-Quick Printing  
1679 Laskin Road  
Virginia Beach, VA 23454

Kwick Copy Printing Center  
6507 College Park Square  
Virginia Beach, VA 23462

Ad-Ventures  
700 Baker Road  
Virginia Beach, VA 23462

Professional Micro Systems  
405 Oakmeers Crescent  
Virginia Beach, VA 23462

Youngblood Associates  
414 Oakmeers Crescent  
Virginia Beach, VA 23462

Carran & Company  
258E North Witchduck Road  
Virginia Beach, VA 23462

The Copy Shoppe  
4204 East Indian River Road  
Virginia Beach, VA 23462

Barcita Creative Services  
224 Groveland Road  
Virginia Beach, VA 23452

Dennis F. Auth  
Illustrations  
224 Groveland Road  
Virginia Beach, VA 23452
McIntosh Studio of Photography, Inc.
228 North Lynnhaven Road
Virginia Beach, VA 23452

Rainbow Photo, inc.
3736 Shore Drive
Virginia Beach, VA 23455

Robson Photography
2500 Atlantic Avenue
Virginia Beach, VA 23451

Ron Smelkinson's Productions
95 South Witchduck Road
Virginia Beach, VA 23462

Portraits by Torres
2981 Virginia Beach Blvd.
Virginia Beach, VA 23452

White's Photography Studio
1137 Independence Blvd.
Virginia Beach, VA 23455

Bob's Rapid Reprints
122B Pennsylvania Avenue
Virginia Beach, VA 23462

The Commercial Printing House
3834 Virginia Beach Blvd.
Virginia Beach, VA 23452

Artcraft Press
465 South Lynnhaven Road
Virginia Beach, VA 23452

Best Impressions
704 Wolfsnare Crescent
Virginia Beach, VA 23454

Forrest Studio of Photography
5473 Shore Drive
Virginia Beach, VA 23455

Fotex
5196 Fairfield Shopping Center
Virginia Beach, VA 23462

Gaspar Productions
508 North Birdneck Road
Virginia Beach, VA 23451

Images by Richard
PO Box 4244
Virginia Beach, VA 23454

Images of Virginia Beach
604A Jack Rabbit Road
Virginia Beach, VA 23451

Joel Photography
4992-10 Euclid Road
Virginia Beach, VA 23462
Bayside Printing Center  
1516 Independence Blvd.  
Virginia Beach, VA 23455

Dowdy's Printing  
178 Boggs Avenue  
Virginia Beach, VA 23452

Express Press-Advanced Color  
2925 Virginia Beach Blvd.  
Virginia Beach, VA 23452

Hills Printing  
800 Baker Road  
Virginia Beach, VA 23455

Peak Enterprises  
510 25th Street  
Virginia Beach, VA 23451