



2020

The Largest In-plants: Sales per Employee

In-plant Impressions

Largest In-plants Ranked by Sales per Employee

We used the annual sales and employee figures from our December ranking of the largest in-plants to calculate the sales per employee for each.

By Bob Neubauer

Ranking in-plants by the average amount of sales each employee generates is one way to compare the efficiency and productivity of different-sized operations. Calculating the sales per employee often brings smaller in-plants from the bottom to the top of the list. The State of New Mexico, the University of Oregon, and Encompass Health each have 12 or fewer employees, yet rank among the top 15 in-plants by sales per employee. On the other hand, only four in-plants made the top 10 list in both overall sales and sales per employee: Yale University and the states of California, Colorado, and Michigan.

A thriving promotional products business boosted Encompass Health Print Services to the top of the sales-per-employee list, with each of its 12 employees generating \$683,333 — almost \$250,000 more revenue than the

next in-plant on the list. To put that in perspective, the average sales per employee of the 60 in-plants listed below is \$192,881 while the median is \$181,954.

With \$437,302 in sales per employee, Duke is again the top university in-plant on the list, owing to its very successful copier management program. Farmers Insurance is far ahead of the next insurance in-plant on the list, generating \$284,822 in sales per employee. Government in-plants comprise half of the top 10, with the state of Michigan leading that group thanks to the \$381,890 in sales each of its 62 employees generates.

To compare your in-plant with these leaders, subtract postage costs from your annual sales, and divide that figure by the number of full-time equivalent employees in your in-plant, adding half your part-timers to your full-time number.

Name	Sales per Employee (\$)	Name	Sales per Employee (\$)
1 Encompass Health	683,333	31 Oakland Schools	173,368
2 Duke University	437,302	32 Ohio University	168,421
3 State of Michigan	381,890	33 Gwinnett County Public Schools	159,480
4 State of Colorado	287,168	34 State of Kansas	158,529
5 Farmers Insurance	284,822	35 Centene Corp.	157,740
6 University of California-San Francisco	270,382	36 Texas Department of Transportation	152,381
7 State of New Mexico	267,865	37 University of Virginia	147,636
8 Yale University	265,224	38 Omaha Public Schools	139,321
9 State of California	263,566	39 University of Nebraska-Lincoln	132,518
10 City and County of San Francisco	257,447	40 Washington State University	132,143
11 State of Montana	252,449	41 Kyrene Elementary School District #28	131,780
12 University of Oklahoma	250,000	42 Sanford Health	131,275
13 Columbia University	242,454	43 University of Houston	129,537
14 University of Oregon	239,167	44 State of Tennessee	127,691
15 U.S. Government Publishing Office	235,294	45 University of Delaware	127,664
16 Pennsylvania State University	227,611	46 Colorado Springs School District 11	126,541
17 Intermountain Healthcare	227,016	47 University of Missouri	124,324
18 University of California-Davis	210,649	48 University of Minnesota	123,742
19 University of Cincinnati	207,167	49 State of Missouri	120,833
20 University of Texas at Austin	195,652	50 University of Tennessee - Knoxville	119,516
21 DCMO BOCES	188,641	51 Western & Southern Financial Group	117,692
22 State of Wisconsin	187,500	52 Arizona State University	113,836
23 City of Los Angeles	187,044	53 Houston Independent School District	110,163
24 Mercury Marine	186,735	54 University of Washington	100,680
25 Methodist Le Bonheur Healthcare	186,667	55 State of Oklahoma	100,666
25 New York University	186,667	56 Indiana University	100,000
27 State of Oregon	185,781	57 Bucknell University	97,059
28 Deer Valley Unified School District	183,302	58 Brigham Young University	95,395
29 Oregon State University	181,954	59 University of Alabama	91,907
30 Massachusetts Institute of Technology	176,471	60 Robert Half	90,909

WHO WE ARE

In-plant Impressions

In-plant Impressions is the only graphic arts magazine written specifically for the in-plant printing industry. Readers know they can trust *In-plant Impressions* to provide up-to-date, insightful articles designed to help them increase productivity, save money and stay competitive. The magazine is supplemented by our website and e-newsletter. *IPI* also produces videos, webinars and live events and conducts numerous research projects like this one throughout the year to better understand the in-plant market.

NAPCOMEDIA

NAPCO Media LLC, *In-plant Impressions'* parent company, is a leading B-to-B media company specializing in creating community through content via integrated media programs, video services, marketing services, events and event management, custom content, eLearning and market research. NAPCO Media has rapidly expanded its portfolio to include NAPCO Video Services, NAPCO Events, NAPCO Marketing Services and NAPCO Research.

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- Product features and functionality
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- Sales strategy and tactics
- Market conditions
- Benchmarking
- Industry trends
- Brand awareness

Contact research@napco.com to talk with our analysts to find out how we can help you with your research needs.