

## Business spotlight

### The Print Shoppe

421 Washington Blvd.  
327-9005

**Hours:**

8:30 a.m. to 5 p.m.  
Monday through Friday

**Online:**

[www.theprintshoppe.com](http://www.theprintshoppe.com)

By DAVID THOMPSON  
Sun-Gazette Staff



DAVID THOMPSON/Sun-Gazette

**Michael H. Foster, left, his wife Patty, right, and graphic artist Charlene Plants stand before a sample of printed materials at The Print Shoppe, 421 Washington Blvd.**

Michael H. Foster began The Print Shoppe more than 20 years ago in the basement of his garage. Today, after outlasting most of his competitors, Foster's printing business stands tall.

Not bad for a man who, by his own admission, "didn't know anything about (the business)" when he began.

In 1983 Foster was selling office supplies when he decided to buy a small printing

business and move it to his home in Cogan Station. He and his wife Patty were the company's sole employees during the four years they operated it there.

"I saw what other printers were doing and said 'I can do that and a whole lot better,'" he said.

In 1987, they moved it to a store front at 209 E. Third St. and remained there until 1991 when they moved to their present shop at 421 Washington Blvd.

"This used to be an old home," Foster said during a recent interview. "We bought (See THE PRINT, Page D-2)

# The Print Shoppe still going

(From Page D-1)

it in 1989 then gutted it and added a big piece on the back."

white paper, he said.

"People weren't very discriminating," Foster said. "There was a lot of quality

with the compar

"It's got to be  
"Charlene takes

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...e top-notch," Foster said.  
...it from an idea and makes

When the company first moved downtown it was just another fish in the printing industry's very large pond.

"There was Klines, Big Red Q, Kwick Kopy, Presto Print, Scaif's Valley Press. They're not here anymore," Foster said. "There were too many print shops for the area."

But while those companies have gone out of business, The Print Shoppe remains. Foster said it has survived for two reasons: quality and service.

"We try to do things a little better," he said.

Foster said the quick printing business has undergone a lot of changes since he began his business. In the early days printing was basically done with black print on

issues."

"We just didn't want to put a crooked copy on a sheet of paper," he said. "We wanted something that looked good."

The print shop still does a great deal of quick printing. They are capable of printing 1,000 copies in 15 minutes on two high speed copiers.

They also have seven one-and two-color presses that allow them to produce a wide range of printed items.

"We do business cards, letter heads, envelopes. We do a lot of monthly newsletters for different organizations, Christmas cards and wedding invitations," Foster said.

Graphic artist Charlene Plants has been

it into a card approves it, then whatever we're g

The Print Shoppe Patty Foster is the vice rep, account manager and in charge of the business

"The binding after it's been printed, stapled, collated,

The business has grown four or five years growth to a focus

"There's a reason it isn't because of product," he said

or flyer. The customer  
n it either goes to press or  
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oppe is a family operation.  
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g operation is everything  
nted — folded, cut, scored,  
,” Foster said.  
has doubled in the last  
rs. Foster attributes that  
s on quality.  
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we’re putting out an ugly  
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