

## Bloomington Offset Process, Inc.



Jeff Mercier  
President, BOPI

### WHAT LED BOPI TO ESTABLISH AND CONTINUE EXPANDING ITS OPERATIONS IN ILLINOIS?

BOPI (Bloomington Offset Process, Inc.) was founded in Bloomington in 1947. The print shop was in Bloomington's downtown area until construction of the McLean County Law and Justice Center in the early 1970's forced a move to its current location on Veterans Parkway. Three building expansion projects later, the company now fills 45,000 square feet of production and office space.

### CAN YOU SHARE SOME BACKGROUND ON THE COMPANY'S HISTORY AND GROWTH OVER THE YEARS?

Carroll Cade bought out his founding partner early on, then hired Burt Mercier as sales manager in 1948. Mercier helped establish the company's commitment to customer satisfaction and eventually became an ownership partner. In 1974, Burt's son, Tom, joined the ranks, marking the inception of a multigenerational legacy. Eleven years later, the Mercier family assumed full ownership of BOPI, paving the way for Tom to become President in 1993.

The Mercier family's dedication to BOPI's success was further solidified with the addition of Tom's son, Jeff, in 2002. Having honed his skills across various departments, Jeff was appointed President in 2023, ushering in a new era of leadership as BOPI proudly transitioned into a third-generation, family-owned enterprise.

In pursuit of continued growth and expansion, BOPI broadened its horizons in 2018 with the acquisition of JK Creative Printers in Quincy, Illinois. This strategic move enabled BOPI to extend its reach, offering high-end printing services to communities across western Illinois, eastern Missouri, and southeast Iowa. It was the second such acquisition for BOPI, having acquired another Bloomington firm (Illinois Graphics) in 2010.

Another opportunity in a river town presented itself in November 2025. This time, it was an established firm in Owensboro, KY along the Ohio River, Greenwell Chisholm Printing. Now operating as a division of BOPI, Greenwell Chisholm's influence spreads throughout northern and Western Kentucky, Southern Indiana, and into Ohio. Regional sales and production facilities operate in both Quincy and Owensboro.

BOPI has evolved to meet the dynamic needs of its clientele, expanding its service offerings to include digital and variable data printing, mailing services, die-cutting and gluing, and the integration of an 8-color UV press. In 2024, BOPI elevated its capabilities once more with the introduction of paperboard packaging by significantly increasing its die cutting and folding/gluing throughput, further enhancing its commitment to delivering comprehensive print solutions.

### IS THERE ANYTHING UNIQUE ABOUT THE COMPANY THAT YOU'D LIKE TO HIGHLIGHT?

BOPI has been resilient in the ever-changing world of commercial printing, choosing to grow in its service offerings and expand its market in an industry fighting to remain relevant. While believing print still has power in the marketing media mix, BOPI is seeking to establish a niche in the packaging sector. Recent equipment acquisitions provide

the die cutting and folding/gluing capabilities to produce the point-of-purchase messaging on packages housing products seen on retail shelves everywhere.

