

TOP DIRECT MAIL MANUFACTURERS

Rank	Company	Direct Mail Sales \$(000)	Total Sales \$(000)
1	Design Distributors, Deer Park, N.Y.	12,000	15,000
2	Champion Industries, Huntington, W. Va.	11,648	145,600
3	B&W Press, Georgetown, Mass.	11,500	11,500
4	PrintXcel, Fairhope, Ala.	8,920	63,717
5	Bradley Graphic Solutions, Bensalem, Pa.	7,709	12,848
6	J&A Printing, Hiawatha, Iowa	5,500	22,000
7	MAR Graphics, Valmeyer, Ill.	5,379	17,350
8	Data Papers, Muncy, Pa.	2,827	17,670
9	Maggio Data Forms, Hauppauge, N.Y.	2,825	28,251
10	Printgraphics, Vandalia, Ohio	2,717	13,586
11	Think Arbor, Royal Oak, Mich.	2,250	7,500
12	Performance Companies, Dallas	2,100	21,000
13	Thorn Hill Printing – THP, Freedom, Pa.	2,000	5,000
14	Wise Business Forms, Alpharetta, Ga.	1,950	65,000
15	Datatel Resources, Monaca, Pa.	1,600	16,000
16	Nieman Printing, Dallas	1,250	25,000
17	Lewis Color, Statesboro, Ga.	1,200	6,000
18	Royal Business Forms & Printing, Brooklyn Park, Minn.	1,196	14,950
19	AmeriPrint Graphics, Neenah, Wis.	1,080	5,400
20	RMF Printing Technologies, Lancaster, N.Y.	900	18,000