

TOP FORMS DISTRIBUTORS

Rank	Company	Forms Sales \$(000)	Total Sales \$(000)
1	WorkflowOne, Dayton, Ohio	360,000	1,200,000
2	American Solutions for Business, Glenwood, Minn.	45,758	265,728
3	Data Supplies, Duluth, Ga.	26,265	75,042
4	GBS, North Canton, Ohio	15,175	86,223
5	Fiserv Direct Source, New Berlin, Wis.	12,935	49,751
6	Merrill Corporation, Monroe, Wash.	12,070	71,000
7	WebbMason, Hunt Valley, Md.	10,335	79,500
8	Tully-Wihr Company, Colfax, Calif.	8,985	13,213
9	The Shamrock Companies, Westlake, Ohio	8,316	75,600
10	Quality Resource Group, Plymouth, Minn.	7,105	22,343

TOP DIRECT MAIL DISTRIBUTORS

Rank	Company	Direct Mail Sales \$(000)	Total Sales \$(000)
1	WorkflowOne, Dayton, Ohio	96,000	1,200,000
2	American Solutions for Business, Glenwood, Minn.	27,875	265,728
3	Data Supplies, Duluth, Ga.	13,507	75,042
4	Merrill Corporation, Monroe, Wash.	4,970	71,000
5	The Shamrock Companies, Westlake, Ohio	3,780	75,600
6	Consolidated Graphic Communications, Bridgeville, Pa.	3,432	26,400
7	Winbrook, Billerica, Mass.	2,955	19,700
8	GBS, North Canton, Ohio	1,811	86,223
9	MACORP Print Group, North Wales, Pa.	1,750	7,000
10	IBF Group, Boise, Idaho	1,478	7,500

TOP COMMERCIAL PRINT DISTRIBUTORS

Rank	Company	Commercial Print Sales \$(000)	Total Sales \$(000)
1	WorkflowOne, Dayton, Ohio	132,000	1,200,000
2	WebbMason, Hunt Valley, Md.	44,520	79,500
3	American Solutions for Business, Glenwood, Minn.	36,139	265,728
4	The Shamrock Companies, Westlake, Ohio	23,436	75,600
5	Data Supplies, Duluth, Ga.	15,008	75,042
6	Merrill Corporation, Monroe, Wash.	12,780	71,000
7	GBS, North Canton, Ohio	8,536	86,223
8	Northern Printing Network, Wheeling, Ill.	8,283	25,100
9	Metrographics Printing & Computer Services, Fairfield, N.J.	6,565	10,100
10	Consolidated Graphic Communications, Bridgeville, Pa.	5,808	26,400

TOP LABELS & TAGS DISTRIBUTORS

Rank	Company	Label & Tag Sales \$(000)	Total Sales \$(000)
1	WorkflowOne, Dayton, Ohio	96,000	1,200,000
2	American Solutions for Business, Glenwood, Minn.	28,034	265,728
3	GBS, North Canton, Ohio	22,504	86,223
4	The Shamrock Companies, Westlake, Ohio	9,072	75,600
5	WebbMason, Hunt Valley, Md.	8,745	79,500
6	The Venture Corporation, Lewisville, Texas	5,363	8,250
7	Northern Printing Network, Wheeling, Ill.	5,020	25,100
8	Fiserv Direct Source, New Berlin, Wis.	4,975	49,751
9	Premiere Resource, Santa Ana, Calif.	3,900	5,200
10	Merrill Corporation, Monroe, Wash.	3,550	71,000