

Where Are They Now?

A look back at the top 25 distributors from the first Top 100 Distributors issue, published in *FORM* Magazine, June 1998

Compiled by Jim Anderson and edited by Kristin Quinn

1998 Rank	Company	Headquarters	1997 Sales	2009 Sales (if applicable)	Current Status
1	Precept David Neely, Chairman/CEO	Dallas, TX	\$159,335,000		Precept filed for bankruptcy in 2000 following the defection of MBF (#17) to new company Peregrine. Workflow picked up the largest piece (TX/OK sales offices and warehouses) and Jim Gorin reacquired InfoGraphix (New England).
2	American Business Forms Larry Zavadil, President/CEO	Glenwood, MN	\$136,000,000 (American Solutions for Business)	\$183,192,214	Company has remained under the continuous leadership of Chairman/CEO Larry Zavadil and is now American Solutions for Business.
3	SFI, a div. of Workflow Thomas D'Agostino, Jr., President (Nasdaq: WORK)-Palm Beach, FL	Norfolk, VA Parent Company: Workflow Management (WorkflowOne)	\$127,000,000	\$662,000,000	Workflow was taken private in 2004 by Greg Mosher and the private-equity firm of Perseus, and then acquired Relizon (nee R+R's General BF Division) in 2005. It is now WorkflowOne and based in Dayton, OH. Dave Davis is chairman/CEO.
4	GBS Corp. Larry Merriman, Chairman	North Canton, OH	\$103,500,000		Company continues under the leadership of CEO Eugene Calabria.
5	Proforma Gregory Muzzillo, CEO	Cleveland	\$78,000,000	\$312,000,000	Company has remained under the continuous leadership of founder and Co-CEO Greg Muzzillo.
6	Data Supplies Inc. (DSI) James Combee, President	Duluth, GA	\$65,431,000	\$64,221,000	Company continues under the leadership of Jim Combee's son-in-law, Tom Tabor, as vice president.
7	FGI Print Management David Walters, President/CEO	Hanover Park, IL (WorkflowOne)	\$62,000,000	\$662,000,000	Company was liquidated by its secured creditor (Wells Fargo) to SFI (#3) in 2000.
8	Fiserv Forms & Graphics Bill Colborn, President	Bellevue, WA Parent Company: Fiserv Inc. (Nasdaq: FISV)-Brookfield, WI	\$28,000,000		Company (a Division of FISV) continues under the leadership of Vice President Dave Hiller. FISV's Forms & Graphics is now known as Fiserv DirectSource and is part of FISV's Output Solutions.
9	Bank and Business Forms Jerry Spears, President	Little Rock, AR Parent Company: Global DocuGraphix-Chicago, IL (as of June 1998)	\$27,090,000		Global DocuGraphix filed for bankruptcy in 2006 and President Jerry Spears (original owner of B&B) reacquired the company which has been renamed Bank and Business Solutions.
10	Jerome Group Inc. Andrew Kohn, President	St. Louis, MO	\$26,800,000		Company was acquired by Fiserv (#8) and became part of its Personix division in 2006.
11	Graphics & Technology Group John Miller, President	Berkeley, IL Parent Company: North American Paper Co.-Berkeley, IL	\$25,000,000		Division is now called Nvision, but is still part of North American Corporation. Todd Van Paris runs this unit. NAC has remained under the continuous leadership of President John Miller.
12	Hygrade Business Group Victor Albetta, President/CEO	West Caldwell, NJ	\$25,000,000		Company has remained under the continuous leadership of CEO Vic Albetta.
13	FMC Resource Management Mark Trumper, CEO	Monroe, WA Parent Company: Merrill Corporation-St. Paul, MN	\$23,840,000		FMC was acquired by Merrill Corp in 1996; it now operates as Merrill Corp. NW Division.
14	Consolidated Graphic Communications David Pilcher, President	Bridgeville, PA Parent Company: Champion Industries (Nasdaq: CHMP)-Huntington, WV	\$22,200,000	\$21,000,000	Company (a Division of CHMP) continues under the leadership of President Jim Rhodes.
15	Teuteberg Business Forms & Printing Henry Teuteberg, President	Milwaukee, WI	\$21,500,000		Hank Teuteberg died in September 2009 and the company is now called Teuteberg Inc. Hank's son Matt is president.
16	O'Brien Budd Inc. Michael O'Brien, President	St. Charles, IL	\$21,029,000		Company is now known as PSDA member O'Brien Corporation, and Brian O'Brien is CEO.
17	MBF Corporation J.D. Greco, CEO	Monroe, LA	\$19,900,000		Company, now known as Peregrine, was acquired by #1 Precept and then imploded just prior to Precept's bankruptcy filing.
18	Lulirama International Mark Celeste, President	Dallas, TX	\$19,700,000		No information could be found regarding the current status of Lulirama.
19	Data Associates Lawrence DeAngelis, President	Waltham, MA	\$18,785,000		Company continues under the leadership of Larry DeAngelis' son Mark, who is now president.
20	DataSource Inc. Sherie Bartlett, President/CEO	Kansas City, MO	\$18,121,000	\$46,000,000	Company is majority-owned by High Street Capital and still run by CEO Sherie Bartlett and President Dave Holland.
21	MHC Associates Pete Mattson, President	Burnsville, MN	\$18,000,000	\$25,000,000	Company is now known as Team MHC and has remained under the continuous leadership of CEO Pete Mattson.
22	PSI Group Inc. W. Charles Calman, President	New York	\$17,500,000		PSI Group was among several companies acquired by Dominion Graphic Services, which is now known as Source4.
23	Dominion Graphic Services Roger Jefferson, President	Roanoke, VA Parent Company: FCP Investors-Tampa, FL (as of October 1997)	\$17,290,000		Dominion Graphic Services was acquired by FCP Investors and renamed Source4. Company continues under the leadership of Chairman/CEO Dan Siadak.
24	Shamrock Graphics Inc. Robert Troop, President	Cleveland	\$17,200,000		Company has remained under the continuous leadership of President Bob Troop.
25	Vanguard Direct Robert O'Connell, President	New York	\$17,100,000	\$46,000,000	Company has remained under the continuous leadership of President/CEO Bob O'Connell.