

2020 SOURCEBOOK YELLOW PAGES DIRECTORY

ADVERTISING INDEX

Action Mailers	Mailing/Lettershop Divider, 67
Allied Printing Resources	25, 82
AMi, Inc.	29, 68
Ascenta Group	Yellow Pages Section Divider, 32, 55
BIGEYE Direct, Inc.	47, 69
Bulletproof	Creative/Copywriting/Design/ Production Section Divider, 9
Chapman Cubine + Hussey	20, 34
CorePro Data Direct	Data & Analytics Divider, 13
Corporate Mailing Services, Inc. (CMS)	14, 29, 48, 70
CP Direct	83
Cull Martin & Associates, Inc.	35
DaVinci Direct	35
Direct Mail Processors, Inc.	5, 29
Direct Mail Works	48, 49
Faircom New York	36
Hub Labels, Inc.	85
Japs-Olson Company	Back Cover, 49, 85
L & E Meridian	Full-Service Operation Divider, 15, 49, 71
Lautman Maska Neill & Company	38, 39
MailSmart Logistics	Inside Front Cover, 72
Media Cause	41
Media Reactions, Inc.	41, 95
Membership Cards Only	86
Mosaic Strategies	98
NMG Corporation/NMG Mailers	72, 87
Nova Label Co., Inc.	88
One & All	42, 43
OnTime Card Solutions	73
Path2Response	66
Production Solutions	10, 51
Sisk Fulfillment Service	30
Sue Curran Design	11
THD	45
The Calmark Group	53
The Harrington Agency	Full-Service Fundraising & Marketing Agencies Divider, 22, 45
The Production Advantage	54, 89
The Production Management Group	Inside Back Cover, 12, 54
Tri State Envelope	28
US Monitor	75

TABLE OF CONTENTS

Advocacy & Political Consultants	3
Caging / Lockbox Services / Payment Processing	5
Creative / Copywriting / Design / Production	9
Data & Analytics	13
Digital Marketing / Mobile / Social Media / Email	19
Envelope Printers & Manufacturers	25
Fulfillment	29
Full-Service Fundraising & Marketing Agencies	31
Full-Service Operation	47
Fundraising & Marketing Consultants	55
List Broker / Compiler / Manager	61
Mailing / Lettershop (Including International)	67
Premiums / Promotional Products & Contests	77
Printers (Including Specialty)	81
Software	91
Telemarketing / Customer Service	93
Video Production / Duplication	95
Web Design & Services	97
Index by Company	99

LOOKING FOR THE ANSWER TO SMARTER MAILING?



postal logistics =
savings²

MailSmart Logistics

We deliver. Your results.SM

**Use MailSmart Logistics for all your
Postal Logistics needs including:**

- Commingling
- Drop Shipping
- Parcels
- Informed Delivery
- Expedited Delivery
- Maximum Postal Savings

You'll get the best postal rate to save money, and all the tools you need to better manage your direct mail campaigns. Now's the time to join the 500+ organizations that use our services to mail smart!

MailSmart Logistics FREE services include:



- MailTracker™
- Return Mail Tracking
- Job Scheduling
- Full IMb Setup



FREE TUTORING!

Call Debbie Sylvester at
443.539.2645 or visit us online
mailsmartlogistics.com

A Member of The Production Management Group, Ltd. Family
An Employee-Owned Company

Advocating for our clients every day.

MailSmart Logistics

We deliver. Your results.SM



**Get the people, data, and technology your
non-profit needs to acquire more donors.**

Learn more at AscentaGroup.com

Contactus@AscentaGroup.com | 917-744-0622



DMAW Mission – Our mission is to provide education, networking, and professional development programs for our community and members to encourage and support the highest ethical business standards and to promote the field of nonprofit direct response marketing, fundraising, and advocacy to have a lasting impact on nonprofit missions.

DMAW Vision – A vibrant, growing, supportive, and informed direct response fundraising and marketing community.

DMAW Values –

- Ethical business practices
- Helping others make better mission impacts
- Improving the recognition of the profession
- Continual learning

ADVOCACY & POLITICAL CONSULTANTS

CAPTEL

Phil Smith, President & CEO

300 Fifth Street, NE
Washington, DC 20002

202-546-6874

psmith@captel.net

www.captel.net



CAPTEL®

CAPTEL is a national leader in telemarketing and direct mail for associations, nonprofits and political organizations.

The firm specializes in association PAC fundraising and membership development for the many of the Nation's leading professional and industry associations. CAPTEL also provides major donor and broad-based fundraising services for political organizations, public policy institutions and nonprofit organizations.

Integrated Direct Marketing

Michael Rooney, Principal

1250 Connecticut Avenue, NW
Suite 700

Washington, DC 20036

202-261-6587

Fax: 202-261-6589

mrooney@idm-dc.com

www.idm-dc.com

iDM

INTEGRATED DIRECT MARKETING

Integrated Direct Marketing is a full-service fundraising, marketing, and communications agency dedicated to helping nonprofits prosper and grow in today's challenging marketplace.

Let our experienced team help you successfully recruit new supporters while strengthening bonds with existing donors and activists.

Services include cross-channel strategic planning and analysis, message development, audience targeting, modeling, copywriting, graphic design, acquisition list planning, telemarketing management, and production.

The Delta Group USA, Inc.

Steve LeBlanc, President

6715 Little River Turnpike, Suite 207
Annandale, VA 22003

703-914-1266 x108

steve@deltagroup.info

www.deltagroup.info



A full-service direct mail agency located near Washington, DC. We specialize in fundraising and consulting to nonprofits and conservative political campaigns.

We develop cost effective direct mail program strategies for each client. Our team consists of a network of highly skilled direct mail professionals with experience in copy, lists, analytics, print and data.

NOTES

[illegible]

CAGING / LOCKBOX SERVICES / PAYMENT PROCESSING

Deluxe Treasury Management Solutions

Tiffany Fortier

168 Lisbon Street
Lewiston, ME 04240
207-782-6858 x7442
tiffany.fortier@deluxe.com
www.fi.deluxe.com/nonprofit



Deluxe Treasury Management Solutions provide secure caging, lockbox, data entry, and acknowledgment services to nonprofits across the country. We offer an online archive, remote capture, electronic check deposit, flexible reporting options, comprehensive fulfillment services, and excellent customer care.

Using extensive experience, we combine proprietary technology with manual processing methods to accurately capture donation details based on your specific requirements and report them back to you.

Contact us to discover how we simplify and centralize donation processing with flexible, scalable, outsourcing options.

Direct Mail Processors, Inc.

Robb Wanner

1150 Conrad Court
Hagerstown, MD 21740
301-812-0135
Cell: 301-641-7474
rwanner@dmpinc.net
www.dmpinc.net



For 27 years, DMP has been the leading provider of caging/lockbox, data entry, data scanning/imaging, strategic information, high touch donor processing, and acknowledgement services to the Nonprofit and Commercial Community. Our outstanding client services team not only provides great customer service but, they are experts on the industry and are able to provide feedback on best practices, process improvements, and trends within the industry.

Since 1992, we have grown our business by offering unparalleled customer service, our flexibility to accommodate special requirements and by developing the best system practices available today. Also, DMP offers customized response processing, our real time Strategic Information System, analytical reporting and is PCI DSS compliant to handle all credit card transactions.



25 Years of Service

- Response Processing & Fulfillment
- Direct Mail & Online
- Timely Deposits
- Non-Profit
- Commercial
- Government

For 25 years, DMP has been a leading provider of caging / lockbox, data capture, scanning & imaging, inbound telemarketing, fulfillment and acknowledgment services.

www.dmpinc.net | 301.714.4700
sales@dmpinc.net



EngageUSA

Susan Mayonado, Director, Sales & Client Services

880 North East Street, Suite 205
Frederick, MD 21701

301-631-1010 x1032

susanm@engageusa.com
www.engageusa.com



EngageUSA is dedicated to serving the unique needs of nonprofit organizations like yours. Our state-of-the-art lockbox system is unrivaled and provides our clients with the fastest, most accurate and secure caging services available.

At EngageUSA, we understand the challenges of fundraising and we're committed to your success. And that's why we guarantee your clean donation deposits and data will be available the following business day after it arrives at our facility. Becoming an EngageUSA partner is easy and painless. Our relationships with banks and deposit services will allow us to facilitate a quick and seamless transition for your organization.

If you require the best in caging services, please contact us. We're confident that, after exploring the unparalleled service we provide, you'll want to join the many nonprofit organizations who count on us to help them achieve their organizational goals.

Merkle Response Management Group

Steven L. Gregg, VP, Sales & Marketing

100 Jamison Court
Hagerstown, MD 21740

301-790-3100

Cell: 703-909-8666
sgregg@merkleinc.com
www.merkleresponse.com



Merkle Response Management Group (RMG) helps nonprofit organizations elevate the donor experience and improve retention through processing expertise and data-driven insights enabled by advanced technology. Merkle RMG combines a comprehensive set of best-in-class multi-channel direct response processing, donor care and fulfillment solutions with actionable strategies that drive one-to-one relationships and increase lifetime donor value.

Applying best practices learned during 37 years in business, we employ a high-tech/high touch approach that helps minimize costs while ensuring a high level of donor satisfaction through fast, accurate, secure and responsive service that is tailored to each client's requirements and strategic objectives. Services include caging, scanning/imaging, data entry, exceptions handling, image archive and retrieval, inbound call center, e-mail customer service, acknowledgment / premium fulfillment, sustainer management, event processing, merchant services, website development and strategy & analytics. Let Merkle RMG help you cultivate stronger relationships with your donors as a partner in your fundraising success!

Nacha

Peter Hohenstein, Sr. Director, ACH Network Administration

2552 Wasser Terrace, Suite 400
Herndon, VA 20171

703-561-3919

phohenstein@nacha.org
www.electronicpayments.org/donor



Nacha is the steward of the ACH Network that powers direct withdrawal via ACH, commonly known as Electronic Funds Transfer or EFT. For more information on how this donation method can help nonprofits build its sustaining donor program and achieve their fundraising goals, visit ElectronicPayments.org/donor to download a toolkit that offers best practices, practical tips and resources for leveraging direct withdrawal via ACH to retain donors and sustain contributions.

Payment Solutions, Inc.

Geoff Biddle, CEO

9210 Corporate Boulevard, Suite 315
Rockville, MD 20850

301-986-1062

geoff@paymentsolutionsinc.net

www.paysolinc.com



Payment Processing

Payment Solutions provides payment processing in all major donation channels. Our legacy and Salesforce systems process daily/weekly/monthly direct debit EFTs, credit card charges, Amazon Payments and e-check payments for One-time, 1st Sustainer and Recurring donations.

Let us show you how we consolidate payments, reporting and reconciliations across all your website, telemarketing, caging and canvassing activity.

Our staff is "hands on" and proud of our meticulous attention to detail, emphasis on cost containment, accountability and excellent customer service.

Washington Intelligence Bureau

John M. Robinson, President

703-817-1308 x246

johnr@wibmail.com

Marcia Brooks, CFO

571-643-8066

marciab@wibmail.com

4128 Pepsi Place
Chantilly, VA 20151

Fax: 703-817-167

www.wibmail.com



The marketing industry is forever changing and Washington Intelligence Bureau (WIB) is dedicated to keeping up with the times. As the industry is advancing, so is WIB, producing notable ROI for their clients.

Serving Northern Virginia and beyond, WIB is committed to assisting nonprofit and for-profit organizations with Caging/Lockbox and escrow services. With over 50 years of service and hundreds of satisfied clients, WIB believes that partnership is the key to success.

For more information, up-to-date blog posts, and product knowledge, visit their website www.wibmail.com.

FOR NEW, UPCOMING EVENTS

VISIT DMAW.ORG

NOTES

[illegible]

Proofreading **Direct Mail** for 24 Years

- ✓ ***Fast Turnaround***
- ✓ ***Talented Proofreaders***
- ✓ ***Always Available***



The Proofreading Experts

www.bulletproofonline.com

CREATIVE / COPYWRITING / DESIGN / PRODUCTION

Barry Cox, Copywriter

927 South Walter Reed Drive, Suite 26
Arlington, VA 22204
703-892-2577
Fax: 703-892-2481
bcoxwriter@aol.com

Smart, fast, experienced, affordable, versatile and, not least of all, quite good. Everything you've always wanted in a fundraising specialist but couldn't find ... until now.

Bulletproof,
The Proofreading Experts
Send us your copy, and we'll catch your mistakes.

Susan Fleischman, Director, Client Services

1840 41st Avenue, Suite 102-333
Capitola, CA 95010
susan@bulletproofonline.com
www.bulletproofonline.com



The Proofreading Experts
www.bulletproofonline.com

Let Bulletproof help your business put its best foot forward. Don't let a sneaky typo or error ruin your communications. With specific expertise in direct marketing, Bulletproof has seen it all. We understand your messaging, targets and hectic pace. Trust Bulletproof to catch any mistakes so your audience receives your clean message loud and clear, just the way you intended.

C. I. Partners Direct

1601 Eastman Avenue, Suite 202
Ventura, CA 93003
805-585-5278
consultants@wedevelopdonors.com
www.cipdirect.com



WE DEVELOP DONORS®

Let's develop your donors together

C.I. Partners Direct, Inc., is a national fundraising and consulting firm headquartered in Southern California. We specialize in the strategic planning and implementation of multi-channel direct response programs for nonprofit organizations in the healthcare, higher education, academic medicine, social service, and cultural markets.

We partner with our clients to provide customized programs tailored to achieve their fundraising goals.

Direct Creative, Inc.

Scott E. Huch, President
3701 South George Mason Drive
Unit 2114-N
Fall Church, VA 22041
703-933-3845
scott@directcreative.info
www.directcreative.info



You need copy fast. You need to beat a control. You need creative that's on time and on budget. You need results.

You need Direct Creative. For 38 years, I've been writing copy that changes minds, wins voters, raises money, and recruits volunteers.

Direct mail is my specialty – engaging, informative, and persuasive. And I never lose focus on your marketing objective – I'll help you get the results you need.

Call today for a free consultation.

LET'S LUNCH AND LEARN!
CREATIVE AND COPY
THURSDAY, JUNE 11, 2020
SEIU

DR2

Steve Fleshman, Founder & Creative Partner

8205 Chivalry Road
Annandale, VA 22003

703-560-2806

dr2steve@aol.com

www-dr-2.com



"It's not about making it look pretty. Fundraising design is about tapping into an audience's beliefs about how our world should be and using everything in your arsenal to compel them to act."

—Steve Fleshman
Founder/Creative Partner
DR2

So how can I help you tap into your audience?

Hispanic Marketing & Publishing

Daniel A. Gonzalez

939 8th Avenue, Suite 300
New York, NY 10019

212-682-0333

Text: 917-484-1842

dagonzalezny@gmail.com

HISPANIC DIRECT MARKETING
Strategic planning and Spanish copywriting, original design and creative adaptations. Specializing in promotions for health and children's publishers and nonprofit organizations. Formats include traditional direct mail efforts, social media, web pages, search ads; collection letters and fulfillment material. Translated and edited more than 75 books and booklets.

Forty years of direct marketing and publishing experience, including Time Latin America, Time-Life Books, PCH and Prentice Hall. Recent projects included: Editorial and marketing for Bottom Line Inc. for diabetes book; Guideposts, Highlights' High Five Bilingüe magazine, Loyola Press. Editor of The DMA's Directo Hispanic Council's newsletter, Línea Directa, for 11 years.

Impact Communications, Inc.

Kathy Swayze, CFRE, President

735 8th Street, SE, Floor 2
Washington, DC 20003

202-543-7671

kswayze@impactdc.com

www.impactdc.com

impact!
communications

Award-winning fundraising creative strategy and compelling copy for your direct response, mid-level, major gift, and gift planning programs. Impact Communications is here to help you change the world, one story at a time.

Production Solutions

Ben Harris, President

1953 Gallows Road, Suite 500
Vienna, VA 22182

703-734-5700

bharris@psmail.com

www.productionsolutions.com



Serving the nonprofit community for nearly 30 years, Production Solutions is one of the nation's largest and most comprehensive direct response production management firms. As your strategic partner, we provide cost-effective and customized solutions to ensure success with each campaign.

We are grateful to serve many of the nation's top nonprofit organizations while working with industry-leading suppliers, agencies, and consultants to enhance your fundraising program goals.

Contact us today to experience the Production Solutions difference!

Sage Communications

Anne Kottler, Partner

28 John H. Finley III Way, Suite 202
Framingham, MA 01701

508-309-6678 x10

anne@sagecommunications.com

www.sagecommunications.com



Sage

COMMUNICATIONS

Because creative matters.™

Sage Communications specializes in developing break-through direct mail and digital creative for nonprofit organizations, including donor acquisition, appeals, cultivation, monthly donors and retention campaigns. We are project-based and therefore a perfect agency partner for organizations who are not working with a full-service agency and manage their fundraising in house.

Our clients tell us they appreciate our creativity, client service and most importantly -- our winning results. To see examples of our winning campaigns, visit: sagecommunications.com.

Schultz & Williams, Inc.

L. Scott Schultz, President

Sarah P. Hartke, Vice President, Direct Response

Elizabeth Velardi, Assistant Vice President, Direct Response

One Penn Center at Suburban Station
1617 JFK Boulevard, Suite 1700

Philadelphia, PA 19103

215-625-9955

mail@schultzwilliams.com

www.schultzwilliams.com

Schultz & Williams

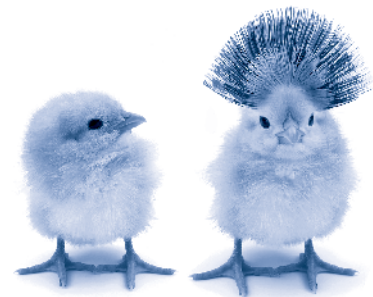
Powering Missions That Matter™

Schultz & Williams partners with outstanding clients nationwide, working for the common good. For more than 33 years, our dedicated, talented team has empowered nonprofits to positively affect millions of lives through our work in healthcare, education, the environment, animal welfare, social justice and arts & culture.

S&W's Direct Response team helps nonprofits reach their goals with high performance customized multi-channel campaigns, building membership programs, moving donors through a continuum of giving opportunities and cultivating support for public-phase capital campaigns.

DARE TO BE DIFFERENT!

When you need to stand out,
SUE CURRAN DESIGN
is your perfect partner.



ART DIRECTION
PRINT MANAGEMENT
703-926-0594
currancreates@gmail.com

Sue Curran Design

Art Direction | Print Management

Sue Curran, Art Director

43050 Elk Place
Chantilly, VA 20152

703-926-0594

currancreates@gmail.com

I've worked with marketers, associations and nonprofits to inform and inspire constituencies for more than 20 years. With a unique combination of eye-catching design and thorough print management skills, I take clients' projects from concept, design, and production through printing and mailing.

Whether you're communicating B2B or B2C, the bottom line is I'll design the creative, high-impact printed piece you need, on time and on budget! So, next time you have an upcoming print project, let's talk!

Please call to view my portfolio!

JOIN US

CREATIVE WORKSHOP!

WEDNESDAY, OCTOBER 7, 2020

SEIU

The Production Management Group, Ltd.

Rick Powell, President

Polly Papsadore, Business Development

7160 Columbia Gateway Drive
Suite 300

Columbia, MD 21046

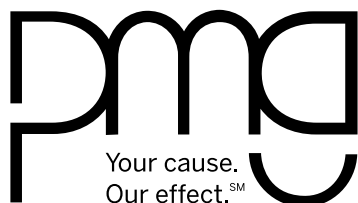
410-290-0667

Fax: 410-290-1578

rick@pmgdirect.net

polly@pmgdirect.net

www.pmgdirect.net



PMG is an independent, employee-owned company providing full-service direct mail production management to nonprofits and the agencies that serve them.

Our team of seasoned production experts handles everything from initial planning, campaign execution, printing, data processing and mailing services to postal logistics and reporting. Our extensive network of carefully selected, high quality suppliers are ready to meet each client's unique needs. Our data hygiene, data processing and analytics services are offered in-house, providing you with an exceptional level of quality control and responsiveness. Our postal optimization services expedite delivery, decrease postal costs and provide free tracking of your outbound and inbound mail.

For over 22 years, PMG has provided superior quality, consistent on-time delivery, competitive pricing and innovative ideas to its client partners. And in today's marketplace, with increasing paper, freight and postage costs, we are constantly focused on finding ways to save our clients money. We advocate for our clients every day and look forward to working with you!

Vallejo, Fred

Direct Marketing Copy, Inc.

Fred Vallejo, Principal

PO Box 4558

Park City, UT 84060

435-901-2015

fred.a.vallejo@gmail.com

Expert fundraising copy - direct mail, email, web - and creative consulting for the likes of Earthjustice, International Rescue Committee, Museum of American Jewish History, St. Anthony Foundation, The Nature Conservancy, The Humane League, and many more.

As one client put it, "You're the copywriter I call when a package has to work."

Whittier & Associates, Inc.

Direct Response/Communications
1990-2020

Cory Scott Whittier

65 South Broadway

Tarrytown, NY 10591

914-674-0230 x105

cory@whittiermail.com

www.whittiermail.com



*creative
direct response
and management*

We're celebrating 30 years of success by offering YOU a FREE audit of your mailing package or program.

Small and medium-sized programs are our sweet spot. We provide both project and full-service management of donor fundraising, acquisition, annual giving and membership programs, including production, creative copy, design, data analysis and planning. Our fees are surprisingly affordable, and our production costs are hard to beat!

*"The most truly
generous persons
are those who
give silently
without hope of
praise or reward."*

Carol Ryrie Brink

At the **core** of true
empowerment is data.

At the **core** of innovative
data processing is
CorePro Data Direct.



Content matters

coreprodata.com

10432 Balls Ford Rd. Suite 300 | Manassas, VA 20109 | 703-542-4171

DATA & ANALYTICS

5W STRATEGISTS, INC.

Jerry Montgomery, Founder & CEO
3445 Seminole Trail, Suite 292
Charlottesville, VA 22911
434-973-6537
info@5WStrategists.com
www.5WStrategists.com



5W's passion is to accelerate its clients' success by helping them optimize Who to engage, with What content, Where, When and Why.

We help you assess your current marketing capabilities and determine the best mix of fractional products and services from you, your existing partners and other third parties, combined with our strategic consulting, artificial intelligence marketing (AIM5®) tools, analytics, modeling, database marketing and creative services will deliver you the most value for the lowest cost and risk.

Acxiom

Kathy McGovern, Business Development Executive
301 East Dave Ward Drive
Conway, AR 72032
888-322-9466
Cell: 845-548-9837
kathleen.mcgovern@acxiom.com
www.acxiom.com



Acxiom provides the data and technology foundation for the world's best marketers. We enable people-based marketing to drive seamless customer experiences and higher ROI.

A leader in ethical data use, Acxiom offers a host of verified, regulatory compliant, marketing data considered political in nature that includes actual geographic, household, or individual data points, particularly important in this election year. Election season is here. Partner with Acxiom to be a success in 2020.

CorePro Data Direct

David Padilla, MCP, MDP, EMCM President
10432 Balls Ford Road, Suite 300
Manassas, VA 20109
703-542-4171
david@coreprodata.com
www.coreprodata.com



CorePro Data Direct is a specialized data services bureau that works exclusively as an extension of your team to (very meticulously) analyze, correct, de-duplicate and enhance your database so you can direct your efforts towards the delivery of your message.

With nearly two decades of experience in intensive complex data scenarios and unorthodox requests, we are the solution to all of your data needs. Switch and get to the core of your data!

FOR MORE MARKETING EXPOSURE,
JOIN OUR NEW

MARKETING OPPORTUNITIES PARTNERS PROGRAM
VISIT DMAW.ORG

Corporate Mailing Services, Inc. (CMS)

Tim Franklin, Director, Client Services

1625 Knecht Avenue
Baltimore, MD 21227

410-501-1128

Cell: 410-259-0990

timf@whycms.com

www.whycms.com



CMS is the single source solution for your marketing communication needs. As a full-service company, we are dedicated to providing state-of-the-art services to efficiently and effectively distribute your marketing communications, while saving you time and money. We partner with our clients to generate the best ROI from their acquisition, retention and member/donor and internal communications.

Services include: Database, List and Data Processing Services - Data Hygiene and Postal Presort- Full Lettershop with Intelligent Inserting and Flats-Variable Data/Imaging - TransPromo - Statements - Document and Facilities Management.

Data Management Inc.

Jim Strasbourger, President

8300 Greensboro Drive

Suite 800

McLean, Virginia 22102

703-893-5627

Fax: 703-356-1698

jstrasbourger@data-management.com

www.data-management.com



Data Management is a full-service data management company. Through innovative software products and analytical services, we help nonprofits store, segment, and use their data to drive fundraising success. DMI has supported Nonprofits for over 55 years by offering the following:

- Robust Donor Management Platform
- Data Warehousing
- Direct Mail Processing
- Data Integrations
- Real-time Campaign Analysis
- Online Batch Entry Tool
- List Fulfillment
- Merge Purge
- Customer Service team

Data Services, Inc.

Keith Messer, SVP

31516 Winterplace Parkway

Salisbury, MD 21804

410- 546-2206

dsisales@dataservicesinc.com

www.dataservicesinc.com



Data Services Inc.

Global | Database | Management

Imagine creating an organizational database framework plugged into all your previously siloed data sources. Now imagine being able to access that centralized database via a robust platform which allows you create, track, and manage campaigns as well as report, analyze and gain insights from response and other cross-channel elements.

No need to imagine... With a unique blend of marketing platform technology combined with database building/maintenance and global contact data quality services, Data Services, Inc. adds value by delivering a true 360° view of your customers and prospects.

DON'T MISS

DATA STRATEGY FORUM!

THURSDAY, MAY 14, 2020

NATIONAL HOUSING CENTER

DatabaseUSA: Fundraising Data & Insights

Monica Messer, VP, Business Development

11211 John Galt Boulevard
Omaha, NE 68137
402-689-4501
monica.messer@databaseusallc.com
www.databaseusallc.com



DatabaseUSA is a leading data compiler in the US -- compiling 14 million businesses and 240 million consumers.

We also provide affordable data hygiene and data appends services.

Specialty Fundraising Databases - selectable by geography, wealth, age, gender...

- 45 Million Known Donors
- 270 Million Consumer Emails
- 100 Million Cell Phone Numbers
- 245 Million Consumers
- 90 Million Political Donors

Ethnic Technologies

Karen Sinisi, Director, Sales

600 Huyler Street
S. Hackensack, NJ 07606
866-333-8324
karen@ethnickethnologies.com
www.ethnickethnologies.com



Ethnic Technologies® is the global leader in multicultural marketing, digital applications, research, data enhancements and analysis. The Ethnicenter is the result of over 40 years of continuous multicultural and language preference research. E-Tech's multicultural and language preference selects repeatedly outperform the competition in accuracy and response rates.

Whether in digital applications, postal, telemarketing or email campaigns, E-Tech® data achieves excellent results. We promote diversity and inclusivity in marketing by providing the highest quality multicultural marketing data.

Frakture

Chris Lundberg, CEO

810 7th Street, NE
Washington, DC 20002
202-930-0268
chris@frakture.com
www.frakture.com



Frakture is the future of nonprofit data management. Frakture automates reporting for agencies by extracting data from their client's platforms. Frakture increases efficiencies at nonprofits by automating data processes, managing strategic segments of people across systems, cleaning data and integrating systems. Using a warehouse for data standardization simplifies attribution and cross channel reporting. Clients access the data warehouse using Frakture's console, with a direct SQL connection or using a data visualization/business intelligence tool.

L & E Meridian

Scott Bobowick, Executive Vice President

8000 Corporate Court
Springfield, VA 22153
703-913-0300
sbobowick@l-e.com
www.l-e.com



Your Goals. Our Expertise. A Perfect Match.

For over 30 years, L&E Meridian has been at the forefront in our industry offering professional services in high-volume data processing, digital printing and mail. We specialize in variable print applications, fulfillment, mailing services and project execution. We consistently strive to meet and exceed expectations and stay ahead of the curve in technology and services.

Services Offered:

- Variable Printing
- Mailing Services
- Real Pen
- Full Production
- Data Services

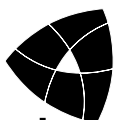
Let's Work Together.

FOR MORE INFORMATION
ON ALL OUR
UPCOMING EVENTS

VISIT DMAW.ORG

MarkeTeam, LLC

Jeff Huberty, Executive Vice President
600 North Town Center, Suite 1600
1200 Abernathy Road, NE
Atlanta, GA 30328
770-274-3700
jhuberty@mkteam.com
www.mkteam.com



MarkeTeam

We're a full-service fundraising agency with more than 30 years' experience producing innovative campaigns for some of the nation's leading nonprofits.

Our integrated teams produce:

- Award-winning Digital & Direct Mail
- Advanced Analytics
- Monthly Giving/Sustainer
- Retention/Loyalty
- Mid-Level Marketing
- Advocacy Programs
- Grateful Patient
- Planned Giving

To find out why MarkeTeam can help you grow your mission by producing great work for great causes, Contact Jeff Huberty (770-274-3200) jhuberty@mkteam.com. Or visit MKTeam.com

Marketing General Incorporated

Tom Beauchamp, Vice President
Arina Polukhina, Data Analytics Manager
625 North Washington Street, Suite 450
Alexandria, VA 22314
703-739-1000
tbeauchamp@marketinggeneral.com
apolukhina@marketinggeneral.com
www.marketinggeneral.com



40 YEARS HELPING MEMBERSHIP ORGANIZATIONS GROW

MGI's Data Analytics team utilizes a number of parametric, non-parametric, machine learning, and database marketing techniques and methodologies to optimize marketing campaign performance, learn new insights & improve targeting, identify data-defined KPIs, and more.

MGI's Data Analytics team can perform demographic, psychographic, and behavioral profiling, RFM, clustering, Lifetime Value, engagement, renewal, event/meeting attendance, transactional analyses, as well as prospect selection modeling and more!

Visit www.marketinggeneral.com or contact Tom Beauchamp at 703-706-0377 or Arina Polukhina at 703-706-0338.

MMI Direct

John Bell, VP, Sales & Marketing
7160 Columbia Gateway Drive
Suite 300
Columbia, MD 21046
310-372-9010
Fax: 310-372-9040
john@mmidirect.com
www.mmidirect.com

mmidirect

Our process. Your great results.SM

Experience and expertise matter. A pioneer in data hygiene/data processing for over 45 years, MMI provides detail-oriented, innovative and customized data solutions to our clients. It's the 5% difference that can make or break a campaign; we focus on that 5%. Our capabilities include data hygiene, merge/purge, merge optimization, ask string optimization, data appends, postal processing, segmentation, analytic services and ad hoc data projects.

Another important service we provide is list fulfillment, which is a vital revenue generator for our clients. We have been the leading list fulfillment company for decades, and understand that speed of file updates, counts, orders and delivery is the key.

We look forward to helping you optimize your data in your direct marketing programs. Contact us today regarding your next campaign. MMI Direct is an independent, employee-owned company and we believe in advocating for our clients every day!

Saturn Corporation

Fielding W. Yost, President

4701 Lydell Road
Cheverly, MD 20781

301-772-4510

fielding@saturncorp.com
www.saturncorp.com



Saturn Corporation is an Enterprise Software Technology Provider of DRM solutions. The company provides complex solutions to clients around the globe. Saturn solicits contracts in the Nonprofit, Foundation, Public Media, Higher Education, and Call Center markets.

The Eprisa DRM technology combines the power of Artificial Intelligence-based algorithms with a robust donor database CRM and Data Warehouse Platform. The Eprisa DRM gives clients the ability to feed data from multi-channel fundraising campaigns directly into the AI/Machine Learning.

Wiland

Dan Wells, Division VP, Nonprofit

7420 East Dry Creek Parkway
Niwot, CO 80503

303-485-8686

Cell: 540-226-1488
dwells@wiland.com
www.wiland.com



Fundraisers and marketers in a wide range of industries rely on Wiland as their trusted partner to help them better understand their donors and fuel their organizations' growth. With the most individual-level U.S. spending data, Wiland is the best at finding people who will donate to your organization now, and give more frequently.

LET'S LUNCH AND LEARN!

BUDGETING FUNNEL

THURSDAY, APRIL 16, 2020
SEIU

INDUSTRY TRENDS

THURSDAY, MAY 14, 2020
NATIONAL HOUSING CENTER

CREATIVE AND COPY

THURSDAY, JUNE 11, 2020
SEIU

CHANNELS YOU'RE NOT USING

THURSDAY, SEPTEMBER 17, 2020
SEIU

DIVERSITY, EQUITY AND INCLUSION (DEI)

THURSDAY, OCTOBER 15, 2020
SEIU

CUSTOMER CENTRIC

THURSDAY, NOVEMBER 19, 2020
SEIU

NOTES

[illegible]

DIGITAL MARKETING / MOBILE / SOCIAL MEDIA / EMAIL

Allegiance Fundraising Group

3064 49th Street, South
Fargo, ND 58104
844-858-7654
sales@allegiancefundraising.com
www.allegiancefundraising.com



Allegiance Fundraising Group offers powerful fundraising solutions for nonprofits of all sizes. Our fundraising software, agency services, digital marketing, web development services, and loyalty programs can stand alone or work seamlessly together, giving you access to a true end-to-end fundraising solution previously unavailable to the vast majority of organizations. No matter what you need us for, you'll be able to better focus on your mission while we handle a lot of the heavy lifting.

Beaconfire RED

A Division of Allegiance Fundraising

Brian Rogel, Director, Business Development

2300 Clarendon Boulevard, Suite 925
Arlington, VA 22201
571-814-3817
contactus@beaconfire-red.com
www.beaconfire-red.com



Beaconfire RED, a Division of Allegiance Fundraising Group, provides smart digital and direct response fundraising, marketing, design and technology and software solutions to help nonprofits grow. We build digital web and mobile experiences from the ground up and tackle complex technical integrations. We create digital and direct mail campaigns to inspire people to join, give and support your brand. And we lead digital transformation by developing holistic, end-to-end audience and user experience strategies.

Care2

Eric Rardin, VP, Global Strategic Partnerships

718 7th Street, NW, 2nd Floor
Washington, DC 20001
703-473-2825
ericr@care2team.com
www.care2team.com



With more than 50 million members, Care2.com is the largest online social network of civically active people supporting human rights, the environment, animal welfare, and other great causes. Care2 helps nonprofit organizations acquire new donor leads, drive web traffic and mobilize activists to win advocacy victories. For more information, please contact Eric Rardin at (703) 473-2825 or ericr@care2team.com.

DON'T MISS
DIGITAL DAY FORUM
WEDNESDAY, JUNE 17, 2020
NATIONAL HOUSING CENTER

Chapman Cubine + Hussey

Kim Cubine, President

2000 15th Street, North, Suite 550
Arlington, VA 22201

703-248-0025

kcubine@ccah.com

www.ccah.com



CHAPMAN CUBINE AND HUSSEY

Chapman Cubine + Hussey provides results-driven direct response services to charities, advocacy groups, associations and other nonprofit organizations.

Our services include award-winning copywriting, graphic design, analysis/reporting, production management, digital marketing and telemarketing supervision. If your organization is looking to discover the full potential of its direct marketing program, contact us. CCAH has offices in Arlington, VA and San Francisco, CA.

DirectMail2.0



Find a DirectMail2.0 Partner:

<http://directmail2.com/partner-locator>

DirectMail2.0 is a fully integrated marketing solution that combines the proven success of direct mail with in-demand features like online advertising and automated campaign tracking. It's comprised of a suite of 7 digital technologies bundled together to deliver maximum results with every direct mail campaign.

With DirectMail2.0 added to your direct mail campaign, you can boost revenue and increase response rates and ROI 23-46%.

Integrated Direct Marketing

Michael Rooney, Principal

1250 Connecticut Avenue, NW
Suite 700

Washington, DC 20036

202-261-6587

Fax: 202-261-6589

mrooney@idm-dc.com

www.idm-dc.com



Integrated Direct Marketing is a full-service fundraising, marketing, and communications agency dedicated to helping nonprofits prosper and grow in today's challenging marketplace.

Let our experienced team help you successfully recruit new supporters while strengthening bonds with existing donors and activists.

Services include cross-channel strategic planning and analysis, message development, audience targeting, modeling, copywriting, graphic design, acquisition list planning, telemarketing management, and production.

Marketing General Incorporated

**Todd Michaels, Online Marketing
Director**

625 North Washington Street, Suite 450
Alexandria, VA 22314

703-706-0398

tmichaels@marketinggeneral.com

www.marketinggeneral.com



**40 YEARS HELPING MEMBERSHIP
ORGANIZATIONS GROW**

MGI's Online Marketing team crafts online media and email strategies to get measurable results for all aspects of the membership lifecycle, including lead generation, prospect direct join, conference promotion, renewal, reinstatement, new member engagement campaigns, and more. Visit www.marketinggeneral.com or contact Todd Michaels at 703-706-0398.

*"The only way to do great work
is to love what you do."*

Steve Jobs

MMI Direct

John Bell, VP, Sales & Marketing
7160 Columbia Gateway Drive
Suite 300
Columbia, MD 21046
310-372-9010
Fax: 310-372-9040
john@mmidirect.com
www.mmidirect.com



Experience and expertise matter. A pioneer in data hygiene/data processing for over 45 years, MMI provides detail-oriented, innovative and customized data solutions to our clients. It's the 5% difference that can make or break a campaign; we focus on that 5%. Our capabilities include data hygiene, merge/purge, merge optimization, ask string optimization, data appends, postal processing, segmentation, analytic services and ad hoc data projects.

Another important service we provide is list fulfillment, which is a vital revenue generator for our clients. We have been the leading list fulfillment company for decades, and understand that speed of file updates, counts, orders and delivery is the key.

We look forward to helping you optimize your data in your direct marketing programs. Contact us today regarding your next campaign. MMI Direct is an independent, employee-owned company and we believe in advocating for our clients every day!

Sage Communications

Anne Kottler, Partner
28 John H. Finley III Way, Suite 202
Framingham, MA 01701
508-309-6678 x10
anne@sagecommunications.com
www.sagecommunications.com



Sage Communications specializes in developing break-through direct mail and digital creative for nonprofit organizations, including donor acquisition, appeals, cultivation, monthly donors and retention campaigns. We are project-based and therefore a perfect agency partner for organizations who are not working with a full-service agency and manage their fundraising in house.

Our clients tell us they appreciate our creativity, client service and most importantly -- our winning results. To see examples of our winning campaigns, visit: sagecommunications.com.

Schultz & Williams, Inc.

L. Scott Schultz, President
Sarah P. Hartke, Vice President, Direct Response
Elizabeth Velardi, Assistant Vice President, Direct Response
One Penn Center at Suburban Station
1617 JFK Boulevard, Suite 1700
Philadelphia, PA 19103
215-625-9955
mail@schultzwilliams.com
www.schultzwilliams.com

Schultz & Williams

Powering Missions That Matter™

Schultz & Williams partners with outstanding clients nationwide, working for the common good. For more than 33 years, our dedicated, talented team has empowered nonprofits to positively affect millions of lives through our work in healthcare, education, the environment, animal welfare, social justice and arts & culture.

S&W's Direct Response team helps nonprofits reach their goals with high performance customized multi-channel campaigns, building membership programs, moving donors through a continuum of giving opportunities and cultivating support for public-phase capital campaigns.

OUR THANKS TO ALL THE **VOLUNTEERS**
OF THE LAST 65 YEARS
- YOU BUILT A GREAT ORGANIZATION!

Site Impact

Brandon Rosen
6119 Lyons Road
Coconut Creek, FL 33073
561-685-8991
info@siteimpact.com
www.siteimpact.com



Site Impact's Private Label Email Marketing & Multi-Channel Digital solutions are for brands, agencies, media companies and more, designed to target your ideal audience and maximize reach to qualified traffic. The custom features & benefits of our unique technology platforms offer the edge to increase and garner new business.

From data to deployment, our technology makes ordering a targeted email list and sending out to your desired audience more efficient than ever before.

The Engage Group

Mathew Harkins, Director, Projects & Strategy
7160 Columbia Gateway Drive
Suite 300
Columbia, MD 21046
443-539-2650
mathew@engageyourcause.com
www.engageyourcause.com

the engage) group

Your cause. Our effect. Online.SM

Nonprofits need lots of support managing their online fundraising strategies. The Engage Group's digital experts are ready to help you with: Platform Review & Migration (we have expertise across multiple platforms), Strategy & Creative, Campaign Reporting & Analysis, Email Programs, Social Media Management, Digital Advertising, Donation Form Redesign & Development, Event Fundraising, E-Append Services & File Management. We're ready to work with you on projects or as an ongoing partner and promise to make your job easier!

The Harrington Agency

Tracy Lea, CFRE, Vice President
410-756-5164
tlea@theharringtonagency.com
www.theharringtonagency.com



**Harrington
Agency**

We don't think like everyone else. We believe our industry has become too risk-averse, too satisfied with the status quo, too siloed, and too unwilling to look for growth in uncomfortable places. The Harrington Agency has invested in resources to look beyond today's trends so that you can stay ahead of your competition and future proof your program. We'd love to show you what we know.

Philanthropy isn't what you do. It defines who you are. Who will you be today?

The Lukens Company

Jennifer Swartz, Marketing Manager
2800 Shirlington Road, 9th Floor
Arlington, VA 22206
703-845-8484
jswartz@thelukenscompany.com
www.thelukenscompany.com



The Lukens Company (TLC) provides expert multi-channel direct response marketing and fundraising services to nonprofits, cultural organizations, advocacy groups, and faith-based missions. Our client partnerships inspire action, drive innovation, and achieve results.

TLC's services include program strategy and management, strategic assessment and planning, survey research, predictive analytics and targeting, donor development, social media strategy, digital marketing and advertising, creative development, and web development. TLC has offices in Arlington, VA, Los Angeles, CA, and Charleston, SC.

"Marketing is about spreading ideas, and spreading ideas is the single most important output of our civilization."

Seth Godin

Workhorse Development

Drew Dorgan

20A East Roseville Road

Lancaster, PA 17601

717-581-1919

Mobile: 717-875-6388

info@workhorse.dev

www.workhorse.dev



WORKHORSE DEVELOPMENT

Digitize your sales kit for on-line and off-line use with a custom-branded app. Save printing costs. Never lose a lead again.

Features include custom home screen and screensaver; ability to store/display/send literature, video and photos; custom giveaway entry; custom sample request; custom qualifying form; note input; lead scanning; web-based admin panel to see lead activity. The app can be installed on unlimited iPads® and is built for iOS or Android devices. Learn more at workhorse.dev/custom-app.

UPCOMING WEBINARS

DIGITAL ADVERTISING, FACEBOOK, TEXTING, GEOFENCING AND MORE!

WEDNESDAY, AUGUST 12, 2020

1:00PM - 2:00PM

SEARCH, SEO, SEM AND VOICE

WEDNESDAY, SEPTEMBER 9, 2020

1:00PM - 2:00PM

BOT GENERATED CONTENT

WEDNESDAY, SEPTEMBER 30, 2020

1:00PM - 2:00PM

NOTES

[illegible]

ENVELOPE PRINTERS & MANUFACTURERS

Advanced Response Systems

Nick Reinking, National Account Executive

13175 George Weber Drive
Rogers, MN 55374

763-201-9105

nick@advanced-response.com

www.advanced-response.com



ARS is a full-service direct marketing company, specializing in print & mailshop production.

Over 35 years in business. Some of our capabilities are, but not limited to:

- Envelope Printing
- Digital Web Inkjet Printing
- Web Printing
- Sheetfed Printing
- Continuous Form & Sheet, Simplex & Duplex Imaging
- DOD Inkjet Imaging
- Card/Stamp/Premium Affixing
- Up to 18 Pocket Inserting
- Read & Write Technology (Camera Match)
- In House Post Office (NDC/SCF, Commingle, Co Pal)
- Located in Midwest for Postal Optimization
- Campaign Fulfillment/Sweepstakes

Allied Printing Resources

Jeff Miller, Vice President, Sales

201-440-2000 x123

jmiller@nowallied.com

Mike Anderson, Director, Business Development

703-399-6104

manderson@nowallied.com

33 Commerce Road
Carlstadt, NJ 07072
www.nowallied.com



Allied is a full-service direct mail print production company located in Carlstadt, NJ. With more than 75 years of experience, Allied stands ready to handle all your direct mail printing needs. Our production capabilities include direct-to-plate prepress, full web and cutsheet printing as well as our envelope division. Our services are comprehensive, our facilities are modern, and our employees are dedicated. Call Allied today or visit our website at www.nowallied.com.

You will be amazed by our services!

Cenveo

Deborah Brewster, Director, Marketing

200 First Stamford Place
Stamford, CT 06905

203-595-3709

deborah.brewster@cenveo.com

www.cenveo.com



Cenveo is universally recognized as the industry's best source for direct mail programs, manufacturing over 30 billion envelopes annually and specializing in innovative product offerings. With a national footprint, we can provide the largest available capacity and ability to better service delivery requirements locally, regionally and nationally. We offer a consultative approach that includes logistics and engineering expertise and creative design service to maximize your return.

Let our eight-time 2019 American Advertising Award (ADDY) winning team help your envelopes win in the mail on your next Direct Mail campaign.

*"Don't find customers for your products,
find products for your customers."*

Seth Godin

Diamond Envelope Corporation

AJ Jania, President

2270 White Oak Circle
Aurora, IL 60502
630-499-2800
aj@diamondenvelope.com
www.diamondenvelope.com

Julie Shauman, Sales

269-381-3888
julies@diamondenvelope.com

Sal Vaca, Sales

630-499-2800
salv@diamondenvelope.com

Joe Woods, Sales Director

630-499-2800
joew@diamondenvelope.com



Diamond Envelope is a full-service envelope manufacturer servicing the direct mail, nonprofit, financial and insurance communities. We offer full-service prepress and 24-hour manufacturing. Diamond specializes in large windows and multiple windows along with enhanced flexo capabilities. Overall flexo coverage and up to 6 spot colors can create a very unique envelope that can be turned quickly. All equipment has security tint capabilities and our customer service team is responsive and accessible. Diamond is located near Chicago and can deliver to many lettershop locations same day or overnight. Allow us the opportunity to provide effective and efficient envelope solutions for your company.

Ennis, Inc.

Chris O'Brien, NE Regional Sales Manager

800-287-4038
chris_obrien@ennis.com
www.ennis.com



Sometimes finding the right source can be tough!

We make it easy. One contact. Extensive product line. Unlimited resources.

Regional Facilities:

National-Imprint Corp. - Claysburg, PA
Specializing in envelopes, custom windows, four-color process and digital printing.

Ennis - Chatham - Chatham, VA
Specializing in high color and integrated products.

General Financial Supply - Bridgewater, VA
Specializing in bank forms, negotiable documents and MICR printing.

PrintXcel - Clarksville, TN
Home of VersaSeal - pressure-seal mailers (snap packs) & direct mail.

Mutual Graphics - Powell, TN
Specializing in snap outs / unit sets, continuous and cut-sheet forms.

Wisco Envelope - Tullahoma, TN
Specializing in envelopes and letterhead, including custom window envelopes.

Printegra - Smyrna, GA
Specializing in short-run digital business printing, including checks and forms.

J.J. Collins Printers

James F. Collins, Jr., President

2300 Warrenville Road, Suite 190
Downers Grove, IL 60515
630-960-2525
jcollins@jjcollins.com
www.jjcollins.com



J.J. Collins

Printers since 1878

Web Offset/Envelopes/Digital

For over 141 years J.J. Collins Printers has evolved and survived in the print manufacturing business with a multitude of very satisfied clients.

Unparalleled expertise in Direct Mail, Commercial Print, Envelopes and Digital offers full-service print solutions to current clients and future prospects. We are passionate about the customer experience through world class customer care, immediate pricing and expedited delivery.

Kenmore Envelope

Scott Evans, President

4641 International Trade Court
Richmond, VA 23231
804-271-2100
sevens@kenmore-envelope.com
www.kenmore-envelope.com



Kenmore Envelope is leading the industry in custom print and convert envelopes. This includes but is not limited to; shape cut and dimensional pieces, embossing, as well as textured varnishes and print. Kenmore takes pride in providing top of the line service, quality products, and innovative designs since 1975. Come check us out in 2020 as we continue to add new equipment and new talent to our team. To learn more about our products visit www.kenmore-envelope.com.

MackayMitchell Envelope Company

Bill LeVoi, VP, Business Development

2100 Elm Street, SE
Minneapolis, MN 55414

612-378-6219

blevoir@mackaymitchell.com

www.mackaymitchell.com



MackayMitchell Envelope Company®

For sixty years, MackayMitchell Envelope Company has provided clients with envelopes with a level of quality and service that has established us as one of the nation's premier envelope manufacturers. Responding to our customers' demands for timely, comprehensive service and consistent product quality, we have acquired state-of-the-art equipment and have employed innovative methods that provide solutions to our customers.

MackayMitchell has manufacturing capabilities in Minneapolis, MN and Mount Pleasant, IA., and we ship envelopes all across the country. We are very proud of our quality products, quick turnaround, prompt deliveries and world-class customer service.

Southwest Publishing & Mailing Corporation

Angie McAtee, Vice President

4000 SE Adams Street
Topeka, KS 66609

877-659-4326

angie@swpks.com

www.swpks.com



Southwest Publishing and Mailing Corporation

Southwest Publishing & Mailing is full-service printing and lettershop. We manufacture envelopes, print envelopes, sheets and continuous forms.

- Flexo, jet, 10 color litho printing.
- Laser, inkjet, and embossing personalization. New Screen Truepress Jet 520ZZ - Full-Color Variable Printing System
- Lettershop and mailing services.
- High speed inserters, master mailers, matched mailings, 24/7 production.
- One Stop Lettershop for the most competitive pricing.

Midwest location for the timely & inexpensive distribution coast to coast. Postal Logistics for maximum postal savings.

- Hand work & fulfillment.

CELEBRATE 65 YEARS WITH US!

MARK YOUR CALENDAR

BEST OF DIRECT

TUESDAY, DECEMBER 1, 2020

NATIONAL PRESS CLUB



DELIVERY

On Time

QUALITY

and

SERVICE

are our

TRADEMARK

David Zukerberg, VP

Office 301-419-3570

Cell 301-704-0100

Tri State Envelope

David Zukerberg, Sales Manager

6900 Faigle Road, PO Box 433

Beltsville, MD 20704

301-419-3570

Cell: 301-704-0100

Fax: 301-419-3536

dzukerberg@tristateenvelope.com

www.tristateenvelope.com



tri-state envelope corporation

Service—Quality—Price

3 plants running 24 hours a day to serve your envelope needs. Plants in Maryland, Pennsylvania and Iowa manufacturing 25 million envelopes a day. Delivering in our own fleet of trucks from Florida to Maine and the entire Mid-west. Flexo, Enhanced flexo, offset and flat sheet litho. 50 million plain envelopes in stock.

United Envelope

Nick Cintron, Account Executive

150 Industrial Park Drive

Mt. Pocono, PA 18344

717-792-1039

Fax: 570-895-2176

nick.cintron@unitedenvelope.com

www.unitedenvelope.com

As a union manufacturer, United Envelope excels in fast delivery and high quality flexo printing on all size jobs. Service is second to none with fair, competitive pricing.

LET'S LUNCH AND LEARN!

BUDGETING FUNNEL

THURSDAY, APRIL 16, 2020

SEIU

CHANNELS YOU'RE NOT USING

THURSDAY, SEPTEMBER 17, 2020

SEIU

INDUSTRY TRENDS

THURSDAY, MAY 14, 2020

NATIONAL HOUSING CENTER

DIVERSITY, EQUITY AND

INCLUSION (DEI)

THURSDAY, OCTOBER 15, 2020

SEIU

CREATIVE AND COPY

THURSDAY, JUNE 11, 2020

SEIU

CUSTOMER CENTRIC

THURSDAY, NOVEMBER 19,

SEIU

FULFILLMENT

AMi, INC.

Milton G. Olekson, President & CEO
4407 Wheeler Avenue
Alexandria, VA 22304
703-370-0382
milt@amidirect.com
www.amidirect.com



AMi offers high quality direct mail, fulfillment, conference support, and logistic services. Count on us for traditional print and mail options and advanced technologies including Print on Demand and Color Variable Digital Printing, which gives you the flexibility of customizing printed communications and managing inventory.

With our knowledge of postal regulations and other delivery options, we can provide money-saving, stress-reducing, response-provoking guidance to assist you in achieving your goals.

People you can Trust...Dedicated to Service

Corporate Mailing Services, Inc. (CMS)

Tim Franklin, Director, Client Services
1625 Knecht Avenue
Baltimore, MD 21227
410-501-1128
Cell: 410-259-0990
timf@whycms.com
www.whycms.com



CMS is the single source solution for your marketing communication needs. As a full-service company, we are dedicated to providing state-of-the-art services to efficiently and effectively distribute your marketing communications, while saving you time and money. We partner with our clients to generate the best ROI from their acquisition, retention and member/donor and internal communications.

Services include: Database, List and Data Processing Services - Data Hygiene and Postal Presort - Full Lettershop with Intelligent Inserting and Flats - Variable Data/Imaging - TransPromo - Statements - Document and Facilities Management.

Direct Mail Processors, Inc.

Robb Wanner
1150 Conrad Court
Hagerstown, MD 21740
301-812-0135
Cell: 301-641-7474
rwanner@dmpinc.net
www.dmpinc.net



For 27 years, DMP has been the leading provider of caging/lockbox, data entry, data scanning/imaging, strategic information, high touch donor processing, and acknowledgement services to the Nonprofit and Commercial Community. Our outstanding client services team not only provides great customer service but, they are experts on the industry and are able to provide feedback on best practices, process improvements, and trends within the industry."

Since 1992, we have grown our business by offering unparalleled customer service, our flexibility to accommodate special requirements and by developing the best system practices available today. Also, DMP offers customized response processing, our real time Strategic Information System, analytical reporting and is PCI DSS compliant to handle all credit card transactions.

Merkle Response Management Group

Steven L. Gregg, VP, Sales & Marketing
100 Jamison Court
Hagerstown, MD 21740
301-790-3100
Cell: 703-909-8666
sgregg@merkleinc.com
www.merkleresponse.com

MERKLE

RESPONSE MANAGEMENT GROUP

Merkle Response Management Group (RMG) helps nonprofit organizations elevate the donor experience and improve retention through processing expertise and data-driven insights enabled by advanced technology. Merkle RMG combines a comprehensive set of best-in-class multi-channel direct response processing, donor care and fulfillment solutions with actionable strategies that drive one-to-one relationships and increase lifetime donor value.

Applying best practices learned during 37 years in business, we employ a high-tech/high touch approach that helps minimize costs while ensuring a high level of donor satisfaction through fast, accurate, secure and responsive service that is tailored to each client's requirements and strategic objectives. Services include caging, scanning/imaging, data entry, exceptions handling, image archive and retrieval, inbound call center, e-mail customer service, acknowledgment/premium fulfillment, sustainer management, event processing, merchant services, website development and strategy & analytics. Let Merkle RMG help you cultivate stronger relationships with your donors as a partner in your fundraising success!

Recruiting New Members & Donors?

At Sisk, we serve both large international and small regional membership organizations and non-profit charities. From premium fulfillment to personalized member packets and acknowledgments, we'll help you achieve your core mission by meeting your new member and donor objectives.

When you need success, you need Sisk.



410-754-8141 • www.siskfulfillment.com

Sisk Fulfillment Service, Inc.

Michael Ann Phillips
John Phillips

1900 Industrial Park Drive, PO Box 463
Feddersburg, MD 21632
410-754-8141
Fax: 410-754-8223
csr@siskfulfillment.com
www.siskfulfillment.com



Providing superior fulfillment solutions to direct marketers for over 35 years. We treat your project or program like it's our ONLY one!

We provide complete order processing, premium fulfillment, product & literature fulfillment, personalized acknowledgments, cut-sheet laser personalization, print on demand, custom kit assembly and warehousing services to clients of all sizes, both for profit and nonprofit. All of our services are comprehensive, our facilities are modern, our employees are dedicated, and our pride is unmatched.

Call Sisk today for your next fulfillment program.



A different
fundraising
experience

Bold. Brave. Better.



Harrington
Agency

Philanthropy isn't what you do. It defines who you are. Who will you be today?

learnmore@theharringtonagency.com

FULL-SERVICE FUNDRAISING & MARKETING AGENCIES

A Direct Solution

Erica Waasdorp, President
PO Box 757
Marston Mills, MA 02648
508-428-4753
erica@adirectsolution.com
www.adirectsolution.com



A DIRECT SOLUTION

A Direct Solution: Helping Nonprofits raise sustainable revenue through Appeals and Monthly Giving.

A Direct Solution: founded by President Erica Waasdorp in 2003, is a direct response firm focused on sustainer acquisition, growth and retention and direct mail and email campaigns for nonprofits.

Erica Waasdorp, author of *Monthly Giving*, *The Sleeping Giant*, the *Monthly Donor Road Map* and numerous e-books, incl.: *Top 7 Questions about Monthly Giving*, Starter and Marketing Kits. She's a sought-after blogger, speaker and webinar presenter and AFP Master Trainer. For more information, contact Erica at erica@adirectsolution.com or check out www.adirectsolution.com.

Acuity Integrated Marketing

Carlos Carbo, Executive Vice President
4600 Summerlin Road, Suite C2-262
Ft. Meyers, FL 33919
443-964-5360
carlos.carbo@acuityim.com
www.acuityim.com



Acuity Integrated Marketing provides effective, quality fundraising campaign packages with Vision for the nonprofit segments.

We employ industry-best practices to help our clients to reach strategic goals. AIM's Team combines our outstanding production capabilities, Data Analysis and award-winning Design to any part of your campaign to help each your goals.

Please give us a call to see how we can partner with you.

Allegiance Fundraising Group

3064 49th Street, South
Fargo, ND 58104
844-858-7654
sales@allegiancefundraising.com
www.allegiancefundraising.com



ALLEGIANCE FUNDRAISING

Allegiance Fundraising Group offers powerful fundraising solutions for nonprofits of all sizes. Our fundraising software, agency services, digital marketing, web development services, and loyalty programs can stand alone or work seamlessly together, giving you access to a true end-to-end fundraising solution previously unavailable to the vast majority of organizations. No matter what you need us for, you'll be able to better focus on your mission while we handle a lot of the heavy lifting.

AND THE WINNER IS...
JOIN US TO FIND OUT!

MAXI AWARDS CEREMONY

WEDNESDAY, JULY 15, 2020

GAYLORD NATIONAL HARBOR HOTEL
NATIONAL HARBOR, MD
(ADJACENT TO WASHINGTON, DC)

Amergent

Jack Doyle, President & CEO

9 Centennial Drive

Peabody, MA 01970

978-531-1800

jdoyle@amergent.com

www.amergent.com



**Amergent: The fundraising counsel
with trusted advisors on Donor
Advised Funds**

Keeping our clients happy for nearly
40 years:

- Creative: Maximizing Donor Satisfaction
- Analytics: Revealing the Most Important Donor Patterns & Opportunities
- Strategy: Providing Practical & Actionable Recommendations
- Vital Signs Analysis™: Industry-Acclaimed Analytics Tool
- Long-Term Donor Value Tools: Helping You Invest More Cost-Effectively
- Implementation: Making You Look Good
- Portfolio™ Comprehensive Data Management Solutions for Nonprofits
- Integrated Fundraising: Mail - Web - Email - Mobile - Social Media - Multi Channel

American Target Advertising, Inc. (ATA)

Kevin Allen, Vice President

9625 Surveyor Court, Suite 400

Manassas, VA 20110

703-392-7676

Fax: 703-392-7654

kallen@americantarget.com

www.americantarget.com



In 1965 Richard Viguerie, with 12,500 Goldwater for President \$50+ donors, founded the world's first, ideological/political, direct marketing advertising agency and list company.

Today, the 12,500 conservative donors have grown to over 10,000,000. Our 75+ employees will mail 100,000,000+ postal letters in 2020.

For over 55 years, Richard Viguerie and the world-class American Target Advertising marketers have raised 7.3 billion dollars and mailed 4.3 billion letters for traditional Judeo/Christian charities, colleges, right-of-center causes and candidates using our 10,000,000+ donor names.

Ascenta Group

Sarah Flis, COO

315 West 36th Street, Level 2

New York, NY 10018

917-744-0622

sarah@ascentagroup.com

www.ascentagroup.com



Nonprofit leaders rely on Ascenta to develop customized strategies that extend their reach in the communities and markets that matter most for their causes. Through face-to-face fundraising, we engage community members, spread awareness and enroll new donors to make ongoing monthly contributions.

Ascenta understands the complexities of the donor lifecycle. We're committed to providing you with the people, data and technology required to lay a clear path to exceptional ROI and growth.

Avalon Consulting Group

Allison Porter, President

805 15th Street, NW, Suite 700

Washington, DC 20005

202-429-6080 x102

allisonp@avalonconsulting.net

www.avalonconsulting.net



Avalon is a full-service fundraising consulting agency helping nonprofits and progressive political campaigns realize the full potential of their direct marketing programs through multi-channel strategies that lay the foundation for long-term, sustainable growth.

Avalon's services include: fundraising program strategy and planning, creative/messaging development, analytical/reporting services, campaign management (direct mail, digital, online, telemarketing, on-site), and member/donor engagement.

Sign up here: : <https://www.avalonconsulting.net/avalons-fyi-newsletter/> to start receiving Avalon FYI - our monthly email digest featuring fundraising best practices and case studies!

Barton Cotton

Kathy Calta, *President*
3030 Waterview Avenue
Baltimore, MD 21230
410-565-5040
kathy.calta@bartoncotton.com
www.bartoncotton.com



**Fundraising experts. Inspiring creative.
Integrated for results.**

We deliver a powerful integration of fundraising strategy, analytics, creative, and execution across all channels, always mindful of the higher purpose we serve. Our mission is to help you inspire, engage and grow donor support to maximize long-term donor value.

Beaconfire RED

A Division of Allegiance Fundraising

Brian Rogel
2300 Clarendon Boulevard, Suite 925
Arlington, VA 22201
571-814-3817
contactus@beaconfire-red.com
www.beaconfire-red.com



Beaconfire RED, a Division of Allegiance Fundraising Group, provides smart digital and direct response fundraising, marketing, design and technology and software solutions to help nonprofits grow. We build digital web and mobile experiences from the ground up and tackle complex technical integrations. We create digital and direct mail campaigns to inspire people to join, give and support your brand. And we lead digital transformation by developing holistic, end-to-end audience and user experience strategies.

Blakely

Amy Pawluk, *EVP, New Business Development*
240 Industrial Parkway South, Unit 2
Aurora, ON L4G 3V6
800-215-9444
amy@blakelyjourney.com
www.blakelyjourney.com



Blakely is not your usual agency. We don't advertise cars or soap, banking products or credit card services. We market what matters.

We are fundraisers - we have been in your position and we know how challenging your roles can be. We are helping our clients to change the world by being an extension of their teams for acquisition, retention and stewardship for annual, monthly and mid-level donors, as well as planned-giving and tribute programs.

We deliver best in class integrated campaigns for direct mail, digital, video and social marketing, through our in-house analytics and creative teams. If you are looking to partner with an agency that walks the talk and keeps it real, let's talk!

COME CELEBRATE 65 YEARS WITH US!

BEST OF DIRECT

TUESDAY, DECEMBER 1, 2020
NATIONAL PRESS CLUB

C. I. Partners Direct

1601 Eastman Avenue, Suite 202
Ventura, CA 93003
805-585-5278
consultants@wedependdonors.com
www.cipdirect.com



WE DEVELOP DONORS®

Let's develop your donors together

C.I. Partners Direct, Inc., is a national fundraising and consulting firm headquartered in Southern California. We specialize in the strategic planning and implementation of multi-channel direct response programs for nonprofit organizations in the healthcare, higher education, academic medicine, social service, and cultural markets. We partner with our clients to provide customized programs tailored to achieve their fundraising goals.

CAPTEL

Phil Smith, President & CEO
300 Fifth Street, NE
Washington, DC 20002
202-546-6874
psmith@captel.net
www.captel.net



CAPTEL®

CAPTEL is a national leader in telemarketing and direct mail for associations, nonprofits and political organizations.

The firm specializes in association PAC fundraising and membership development for the many of the Nation's leading professional and industry associations. CAPTEL also provides major donor and broad-based fundraising services for political organizations, public policy institutions and nonprofit organizations.

CDR Fundraising Group

Steve Harrison, President
16900 Science Drive, Suite 210
Bowie, MD 20715
301-858-1500
Mobile: 310-867-5473
sharrison@cdrfg.com
www.cdrfg.com

CDR Fundraising Group™
Leading. Creating. Delivering.

An award-winning direct response agency, CDR Fundraising Group has proudly served the nonprofit community for nearly 40 years. We thrive on *making your mission our purpose and transforming lives together.*

Our suite of offerings includes multi-channel direct marketing, data-driven audience targeting and media planning, creative strategy and execution, brand strategy, research and analytics, and specialization in mid-level, sustainer and catalog programs. Contact us today to learn more!

What's next?

Chapman Cubine and Hussey has been seeking an answer to this question for 30 years.

We're driven to discover **what's next** in multi-channel marketing and how we can help our clients break through the clutter.

If you've found yourself wondering **what's next** for your organization, the answer lies in CCAH. We'll never stop asking the question ...

What's next?



CHAPMAN CUBINE
AND HUSSEY

2000 15th Street North | Suite 550
Arlington, VA 22201
703.248.0025 | ccacah.com

Chapman Cubine + Hussey

Kim Cubine, President
2000 15th Street, North, Suite 550
Arlington, VA 22201
703-248-0025
kcubine@ccacah.com
www.ccacah.com



CHAPMAN CUBINE AND HUSSEY

Chapman Cubine + Hussey provides results-driven direct response services to charities, advocacy groups, associations and other nonprofit organizations.

Our services include award-winning copywriting, graphic design, analysis/reporting, production management, digital marketing and telemarketing supervision. If your organization is looking to discover the full potential of its direct marketing program, contact us. CCAH has offices in Arlington, VA and San Francisco, CA.

**FOR NEW,
UPCOMING EVENTS**

**VISIT
DMAW.ORG**

Concord Direct

Tom Cook

92 Old Turnpike Road
Concord, NH 03301

603-225-3328

tcook@concorddirect.com

www.concorddirect.com



Concord Direct is a direct response fundraising group that provides its clients with an exceptional level of expertise and personal service. Our depth of experience in direct response marketing allows us to offer a variety of services including strategic development, response analysis, creative design, digital solutions, production management, print and lettershop.

Concord Direct goes above & beyond being a service provider. We make the commitment to work as a partner for our client's long-term success and profitability.

Blending Art & Science To Build Omnichannel Fundraising Programs



Contact Steve Maggio | steve@davinci-direct.com
508.746.2555, ext 511 | www.davinci-direct.com



cull martin & associates

communication
marketing
advancement

Working with not-for-
profits like yours to
increase donor loyalty
and funding

*to make a better
tomorrow today!*

contact:
Imoore@cullmartin.com
607.722.3884 x234

cullmartin.com

Cull Martin & Associates, Inc.

Louise Moore, President

320 North Jensen Road, Suite 6
Vestal, NY 13850

607-722-9884

Imoore@cullmartin.com

www.cullmartin.com



cull martin & associates

320 N. Jensen Road • Vestal, NY 13850
(607)722-3884 • cullmartin.com

Cull Martin & Associates, Inc. (CMA) is a full-service company that works with nonprofit organizations to create and implement effective fundraising campaigns. For over 30 years, we have achieved results that are consistently better than the industry standard. From the planning stage to every aspect of execution and assessment, we work alongside our clients to move their missions steadily forward by the most ethical, efficient, and effective means. cullmartin.com

DaVinci Direct

Steven J. Maggio

36 Cordage Park Circle, Suite 339
Plymouth, MA 02360

508-746-2555 x511

Fax: 815-346-2456

steve@davinci-direct.com

www.davinci-direct.com



DaVinci Direct is an omnichannel fundraising agency with a national reputation for increasing response and revenue for nonprofit organizations like yours. Innovative strategy, award-winning creative and advanced analytics for direct mail, email, web, social media and integrated programs.

Let DaVinci develop customized, data-driven solutions to solve your fundraising challenges.

Diamond Communication Solutions, an OSG Company

Cyndi W. Greenglass, Sr. VP, Strategic Solutions

900 Kimberly Drive
Carol Stream, IL 60188
630-597-9100

cgreenglass@dmsolutions.com
www.dmsolutions.com



Diamond Communication Solutions is a data driven direct response communications company with deep roots in nonprofit fundraising.

We provide direct marketing solutions including strategy, data analysis, list acquisition, creative development, copywriting, and complete multi-channel execution including direct mail and digital deployment.

Located in the Midwest, we have access to the largest print capacity, a seasoned marketplace for talent, and central location for transportation and direct mail delivery nationwide.

For more information, visit www.info@dmsolutions.com or call 630-597-9100.



WE'RE PASSIONATE ABOUT YOUR CAUSE



Faircom New York is your one stop shop marketing and fundraising agency.

We partner with nonprofits in the U.S. and around the world to raise funds at all levels and across all channels.

- » **STRATEGY**
- » **DIRECT MAIL**
- » **DIGITAL MARKETING**
- » **DATA ANALYSIS**

We craft **INTEGRATED CAMPAIGNS** that connect your donors in innovative ways across every fundraising medium.

Call Sally Frank at 212-727-3876 or email sally@faircomny.com to discuss or to request a proposal.

faircomny.com   

Eidolon Communications

John Graves, Principal

15 Maiden Lane, Suite 1401
New York, NY 10038
212-587-3980 x203
jag@eidolonnyc.com
www.eidolonnyc.com



Eidolon Communications is a full-service direct marketing agency providing award-winning creative and high-performing direct marketing campaigns rendered with message precision and cutting-edge strategies. With 30 years of experience, Eidolon designs and executes goal-oriented, cost effective campaigns that expand organizational connections with donors and strengthen their commitment to your mission.

Our services include strategy and planning, budgeting and analysis, top-notch in-house copy and design, production management, and a dedication to partnership and collegial client relationships.

Faircom New York

Sally Frank, Sr. Vice President, Strategy

12 West 27th Street, 13th Floor
New York, NY 10001
212-727-3876
sally@faircomny.com
www.faircomny.com

Faircom New York is your one-stop shop marketing and fundraising agency. We partner with nonprofits in the U.S. and around the world to raise funds at all levels across all channels. We can assist no matter your needs – from strategy, to direct mail, to digital marketing, to data analysis.

We craft integrated campaigns to connect to your donors. To discuss a project or proposal please reach out to Sally Frank at 212-727-3876 or email sally@faircomny.com.

Gabriel Group

Alicia M. Lifrak, CFRE, Executive Vice President

3190 Rider Trail, South
Earth City, MO 63045

314-373-6118

alicia.lifrak@gabrielgroup.com

www.gabrielgroup.com



For more than 25 years, Gabriel Group's team of Certified Fundraising Executives (CFREs) has collaborated with nonprofits across the country to develop customized, comprehensive fundraising campaigns and membership solutions. We provide membership audits, on-site sales opportunities, direct mail acquisition, renewal programs and more to help our partners exceed their goals.

From copy to design, data processing to reporting, and strategy to production, we develop and execute campaigns that support your organization's mission and drive results.

Greater Giving

Kimberley Bauman, Area Marketing Manager

1920 NE Stucki Avenue, Suite 140
Hillsboro, OR 97006

800-276-5992

Direct: 503-597-0343

kbauman@greatergiving.com

www.greatergiving.com

greatergiving

A Global Payments Company

Seamless Fundraising, In-Room and Online. Connect your fundraising efforts with donors – no matter where they are! From planning stages, through your event night, to reconciliation, we offer a complete, reliable secure solution – resulting in increased revenue for your organization.

With Greater Giving solutions, all your fundraising needs are met with innovative technology, return on investment, and people passionate about your cause – creating seamless engagement for everyone involved in your fundraising efforts.

Huntsinger & Jeffer, Inc.

Cheryl Martin, CEO

cheryl@huntsingerjeffer.com

Kelly Woodward, President

kelly@huntsingerjeffer.com

809 Brook Hill Circle

Richmond, VA 23227

804-266-2499

info@huntsingerjeffer.com

www.huntsinger-jeffer.com



Since 1964, Huntsinger & Jeffer has been a pioneer in multi-channel communications. We are innovators who understand that technology changes, but human nature does not. That means you get the highest level of:

- Marketing Expertise
- Strategic Planning
- Innovative List Services
- Compelling Creative
- Cost Efficient Production
- Results-Driven Analysis

Cutting edge, multi-channel technologies, plus tested and proven knowledge about what motivates donors and prospects. That's the H&J Direct Marketing Difference. Contact H&J today!

JOIN YOUR PEERS FOR HAPPY HOUR

SPRING

WEDNESDAY, APRIL 1, 2020

FALL

THURSDAY, OCTOBER 22, 2020

VISIT DMAW.ORG FOR DETAILS!

Integrated Direct Marketing

Michael Rooney, Principal
 1250 Connecticut Avenue, NW
 Suite 700
 Washington, DC 20036
202-261-6587
 Fax: 202-261-6589
 mrooney@idm-dc.com
 www.idm-dc.com



Integrated Direct Marketing is a full-service fundraising, marketing, and communications agency dedicated to helping nonprofits prosper and grow in today's challenging marketplace.

Let our experienced team help you successfully recruit new supporters while strengthening bonds with existing donors and activists.

Services include cross-channel strategic planning and analysis, message development, audience targeting, modeling, copywriting, graphic design, acquisition list planning, telemarketing management, and production.

K2D Strategies

Karin Kirchoff, Founder & President
 4075 Wilson Boulevard, 8th Floor
 Arlington, VA 22203
703-650-7491
 Cell: 202-255-4971
 kkirchoff@k2dstrategies.com
 www.k2dstrategies.com



Data. Digital. Direct.

A full-service, multi-channel direct response fundraising agency, K2D Strategies was founded with a single goal in mind: deliver impactful member and donor development strategies along with extraordinary client services exclusively to nonprofit organizations making a difference.

With a primary focus on direct response fundraising, our team brings years of experience in strategic planning, growing programs, and rebuilding infrastructure for nonprofits via direct mail, digital channels and telemarketing to advance their mission work.

Lautman Maska Neill & Company

creating integrated fundraising solutions for nonprofits

1730 Rhode Island Avenue, NW
 Suite 301
 Washington, DC 20036
202-296-9660
 info@lautmandc.com
 www.lautmandc.com

CONNECT WITH US
facebook.com/lautmandc
twitter.com/lautmandc
linkedin.com/lautman



uncommon minds for uncommon missions®

Lautman Maska Neill & Company is an award-winning consulting firm providing integrated fundraising solutions for nonprofits. Harnessing the power of mail, online, and other direct response channels, we combine proven fundraising strategies with customized solutions to take your campaigns from conception to execution to analysis – applying scrupulous testing and results measurement to develop donor connections that result in lifelong relationships.

LET'S GET EDUCATED!

ACQUISITION STRATEGY FORUM

WEDNESDAY, APRIL 1, 2020
 SEIU

DIGITAL DAY FORUM

WEDNESDAY, JUNE 17, 2020
 NATIONAL HOUSING CENTER

DATA STRATEGY FORUM

THURSDAY, MAY 14, 2020
 NATIONAL HOUSING CENTER



**LAUTMAN
MASKA
NEILL
& COMPANY**

creating integrated fundraising
solutions for non-profits



**You're on a mission.
We'll help you get there.**

At Lautman Maska Neill & Company, we create fully-integrated, customized solutions to help you find, cultivate, and keep committed donors.

Ours is a unique way of partnering with extraordinary nonprofits to help them fulfill their missions.

**Contact us to learn how we can help
your fundraising program soar.**

202.296.9660

www.lautmandc.com

**Lawrence Direct Marketing,
Inc.**

**James Lawrence, Executive Vice
President**

22 John Marshall Street, Suite B
Warrenton, VA 20186

540-349-9278

james@lawrencedirect.com

www.lawrencedirect.com



LDMI: Decades of experience in acquisition, cultivation and renewal of donors, members and customers. Dedicated direct marketing pros, database veterans, and email/web lead-generation & fundraising pioneers.

Search Engine Marketing, Email Marketing & Landing Page Optimization.

Contact us if you need a strategically sharp full-service agency to take personal responsibility for strategy, creative, production, lists and response analysis.

Mal Warwick Donordigital

Mwosi Swenson, President & CEO

2550 9th Street, Suite 103

Berkeley, CA 94710

510-843-8888

mswenson@mwdagency.com

Dave Dogan, Senior Vice President

1625 K Street NW, Suite 300

Washington, DC 20006

202-332-3124

ddogan@mwdagency.com

www.mwdagency.com



MAL WARWICK • DONORDIGITAL

Mal Warwick Donordigital is an integrated fundraising, advocacy, and advertising agency that has worked with exceptional nonprofit organizations and progressive political candidates and causes since 1979. Our senior level professionals provide strategic insight, in-depth analysis, award-winning creative, and comprehensive management services.

Our focus is integrating direct mail, online, telephone, mobile/SMS, and social marketing. We bring passion and innovation to the exceptional causes our clients serve. That passion enables us to help our clients build outstanding fundraising programs and enduring long-term relationships with their donors.

FULL-SERVICE FUNDRAISING & AGENCIES

LET'S GET EDUCATED!

PRODUCTION STRATEGIES

FRIDAY, AUGUST 7, 2020

CREATIVE

WEDNESDAY, OCTOBER 7, 2020

SEIU

SUSTAINER DAY

THURSDAY, SEPTEMBER 24, 2020

SEIU

MarkeTeam, LLC

Jeff Huberty, Executive Vice President
600 North Town Center, Suite 1600
1200 Abernathy Road, NE
Atlanta, GA 30328
770-274-3700
jhuberty@mkteam.com
www.mkteam.com



We're a full-service fundraising agency with more than 30 years' experience producing innovative campaigns for some of the nation's leading nonprofits.

Our integrated teams produce:

- Award-winning Digital & Direct Mail
- Advanced Analytics
- Monthly Giving/Sustainer
- Retention/Loyalty
- Mid-Level Marketing
- Advocacy Programs
- Grateful Patient
- Planned Giving

To find out why MarkeTeam can help you grow your mission by producing great work for great causes, Contact Jeff Huberty (770-274-3200) jhuberty@mkteam.com. Or visit MKTeam.com

Marketing General Incorporated

Rick Whelan, CDM, President
625 North Washington Street, Suite 450
Alexandria, VA 22314
703-739-1000
Direct: 703-706-0350
info@marketinggeneral.com
rick@marketinggeneral.com
www.marketinggeneral.com



40 YEARS HELPING MEMBERSHIP ORGANIZATIONS GROW

Marketing General Incorporated is North America's largest and most experienced association marketing agency. MGI is a full-service strategic partner that designs and implements proven programs that grow membership, dues, and non-dues revenue. Publisher of the annual Membership Marketing Benchmarking Report, we are the only firm whose account teams and senior staff include Certified Direct Marketers. MGI is Many Great Individuals who enable membership organizations to achieve their full potential. Visit www.MarketingGeneral.com or contact Rick Whelan at 703-706-0350.

Masterworks

Rory Starks, EVP, Strategic Engagement
19462 Powder Hill Place, NE
Poulsbo, WA 98370
360-393-4300
mwengagement@masterworks.com
www.masterworks.com



MASTERWORKS

Masterworks is a full-service agency that moves hearts and minds to act for faith-based organizations and their causes. With Masterworks, you get both Mission & Mastery. A partner who deeply cares about the work our clients have been called to, and a partner who brings unmatched experience and expertise with Christian nonprofits. Masterworks offers expertise in the following areas:

- Direct Response Fundraising
- Digital Marketing
- Brand Strategy and Implementation
- Strategic Innovation
- Advanced Technology and Analytics

UPCOMING WEBINARS

DIGITAL ADVERTISING, FACEBOOK, TEXTING, GEOFENCING AND MORE!

WEDNESDAY, AUGUST 12, 2020 • 1:00PM - 2:00PM

SEARCH, SEO, SEM AND VOICE

WEDNESDAY, SEPTEMBER 9, 2020 • 1:00PM - 2:00PM

BOT GENERATED CONTENT

WEDNESDAY, SEPTEMBER 30, 2020 • 1:00PM - 2:00PM



**media
cause**

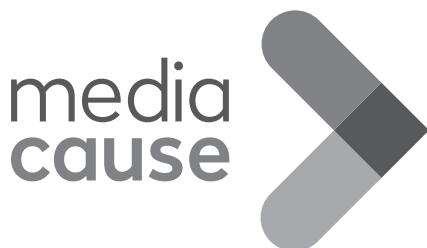
**We move
your mission
forward.**

Through our five forces of **fundraising, advocacy, branding, marketing and technology**, we inspire powerful connections that drive meaningful action towards growth and impact.

mediacause.org

Media Cause

Cody Damon, Co-Founder
1436 U Street, NW
Washington, DC 20009
617-209-9913
cody@mediacause.org
www.mediacause.org



We accelerate the growth and impact of people and organizations doing good in the world by leveraging five forces of change - branding, marketing, advocacy, fundraising, and technology - to inspire powerful connections that drive meaningful actions.

Media Reactions, Inc.

Ron Guberman, President
11709 Bowman Green Drive
Reston, VA 20190
703-471-4900
Fax: 703-437-8631
ron@mediareactions.com
www.mediareactions.com



Use Direct Response TV to boost the response of all your other media! Media Reactions can show you how you can measure your broadcast response just like you do your mail and Internet.

Our unique Direct Response Tracking System lets us analyze individual broadcast placements on cost per response or conversion basis instead of relying on often irrelevant ratings. Track new members or donations to the exact spot, network, date, time and copy that generated them. From spot production and placement to response center coordination ... we can help you do it all. Call us.

NEWPORT ONE

Craig DePole, President
524 Seaward Drive
Severna Park, MD 21146
410-793-5418
cdepole@newportone.com
www.newportone.com



ONE CAN MAKE A DIFFERENCE

One person can make a difference in the world. One organization. One donor. And NEWPORT ONE can help. NEWPORT ONE is your award-winning, integrated and multi-channel fundraising expert.

Experienced, creative, and committed, NEWPORT ONE can make a difference in your direct marketing and fundraising success.

Boston | DC

"Fundraising is the gentle art of teaching the joy of giving."

Hank Rosso

Nexus Direct

Suzanne Cole Nowers, CEO
101 West Main Street, Suite 400
Norfolk, VA 23510
757-636-3400
800-965-0577
scole@nexusdirect.com
www.nexusdirect.com

Becca Melesky, Director, Client Services
757-403-7731
800-965-0577
bmelesky@nexusdirect.com

Kristi Rinck, VP, Agency Operations, Partner
757-754-1121
800-965-0577
krinck@nexusdirect.com

nexus direct®
where innovation meets results

Nexus Direct is a, full-service direct marketing agency serving nonprofit, associations, foundations, and political organizations. By working at the nexus of data-driven strategy and breakthrough messaging and creative, we are known for producing consistent and sustainable growth for our clients.

At Nexus Direct, we seek to partner with organizations that are strongly mission driven and are committed to a culture of innovation. To explore how we can take your program to the next level, call us at 800-965-0577, email hello@nexusdirect.com, or visit www.nexusdirect.com

O'Brien | Garrett

Teresa Weaver, VP, Client Strategy
1133 19th Street, NW, Suite 300
Washington, DC 20036
202-467-0048 x126
tweaver@obriengarrett.com
www.obriengarrett.com



O'Brien | Garrett's vision is to change the way organizations engage their supporters to drive real world outcomes.

Combining our unique, research-based approach with some of the most innovative minds, we help our clients thrive in a rapidly changing fundraising landscape.

Contact us today and find out how we can design creative and strategic programs tailored to the unique qualities of your organization.

One & All

Ashley Delamar, VP, Partnership & Growth
2 North Lake Avenue, Suite 600
Pasadena, CA 91101
404-935-7411
ashley.delamar@oneandall.com
www.oneandall.com

one&All

Our agency believes the most impactful way to change the world is to get the world to think and act together. Not just as one, but as we. Nonprofits and for-profits. Volunteers and donors. You and me. Or, as we like to call it: One & All. As a full-service advertising and marketing partner for global impact organizations, we have the talent and experience you need.

Discover what the Power of We can do for you.

FOR MORE MARKETING EXPOSURE,
JOIN OUR NEW

MARKETING OPPORTUNITIES PARTNERS PROGRAM
VISIT DMAW.ORG

You + Us = The Power of We

We are One & All. An agency dedicated to changing how the world sees, supports, and shares in the mission of social impact brands everywhere.

From strategy to creative to media, we have the talent and experience you need.

oneandall.com | ashley.delamar@oneandall.com

one&All

RKD Group

Tim Kersten, Chief Executive Officer

3400 Waterview Parkway, Suite 250
Richardson, TX 75080

800-222-6070

Fax: 508-229-0212

tim@rkdgroup.com

www.rkdgroup.com



RKD Group is a leading fundraising and marketing services provider to hundreds of nonprofit organizations, including hospitals, social service, health, disease research, animal welfare, and faith-based charities.

RKD Group's multi-channel approach leverages technology, advanced data science, and award-winning strategic and creative leadership to accelerate net revenue growth, build long-term donor relationships, and drive online and offline engagements and donations.

With a growing team of professionals, RKD Group creates **breakthroughs never thought possible.**

Sanky Communications, Inc.

Paul Habig, President

599 11th Avenue, 6th Floor
New York, NY 10036

212-868-4300

info@sankyinc.com

www.sankyinc.com



What happens when you combine more than 35 years of direct mail and online fundraising expertise, enthusiasm and dedication? Fully integrated, multi-channel messaging from your nonprofit to your donors. Our team of strategists, developers, designers and writers creates innovative campaigns that effectively further our clients' missions.

From medical research, to civil rights, to wildlife conservation, our teams have the know-how to help any program thrive. Visit our website to learn more: sankyinc.com.

Schultz & Williams, Inc.

L. Scott Schultz, President
Sarah P. Hartke, Vice President, Direct Response
Elizabeth Velardi, Assistant Vice President, Direct Response
 One Penn Center at Suburban Station
 1617 JFK Boulevard, Suite 1700
 Philadelphia, PA 19103
215-625-9955
 mail@schultzwilliams.com
 www.schultzwilliams.com

Schultz & Williams

Powering Missions That Matter™

Schultz & Williams partners with outstanding clients nationwide, working for the common good. For more than 33 years, our dedicated, talented team has empowered nonprofits to positively affect millions of lives through our work in healthcare, education, the environment, animal welfare, social justice and arts & culture.

S&W's Direct Response team helps nonprofits reach their goals with high performance customized multi-channel campaigns, building membership programs, moving donors through a continuum of giving opportunities and cultivating support for public-phase capital campaigns.

Silver Marketing

Patricia Silver, President
Katherine Carr, Executive Vice President
 7910 Woodmont Avenue, Suite 914
 Bethesda, MD 20814
301-951-3505
 Fax: 301-652-3691
 psilver@silvermarketing.com
 kcarr@silvermarketing.com
 www.silvermarketing.com



A full-service marketing agency offering insightful strategic and integrated marketing, award-winning creative and creative optimization, implementation of marketing programs and campaigns (including digital and print).

Specializing in: Associations and membership, publishing, insurance, fundraising, healthcare, and travel. We EXCEED expectations.

Stephen Winchell & Associates

A division of Odell Simms, Inc.

George Waldmann, President
 1593 Spring Hill Drive
 Tysons Corner, VA 22182
703-770-8090
 Fax: 703-893-6314
 gwaldmann@swadirect.com
 www.swadirect.com



Stephen Winchell & Associates

Stephen Winchell & Associates is one of America's most successful full-service agencies specializing in direct mail and digital fundraising for charitable, nonprofit and political organizations.

Since 1976, we've raised well over \$1 billion for clients including Statue of Liberty-Ellis Island, National WWII Memorial, The Heritage Foundation, Smithsonian Institution. Award-winning creativity, experienced production management, outstanding client service.

2020 DMAW MARKETING ADVENTS PUBLICATION SCHEDULE

	<i>Theme</i>	<i>Insertion Due</i>	<i>Materials Due</i>	<i>Publication Date</i>
January	What's Hot in 2020!	November 17	December 4	January 1
February	Keeping Up with USPS-Data Privacy-Taxes	December 31	January 16	February 1
March	Direct Response Integrates with Mid-Level, Major & Planned Giving	December 31	January 16	March 1
April	Classic Direct Marketing	January 28	February 15	April 1
May	The Digital & Marketing Technology Issue	February 28	March 20	May 1
June	Creative - Telling Stories-Copy & Graphics	April 2	April 22	June 1
July	Year-End	April 29	May 17	July 1
September	Sustainers Issue	June 26	July 22	September 1
October	Data Analytics	July 26	August 19	October 1
Nov/Dec	The Best of Bridge	August 29	September 19	December 1

doing good

We share your passion for doing good.

Like you, we've built our business around doing good. For over 30 years, THD has helped nonprofits like yours bring their missions to life through integrated fundraising marketing. And we're ready to help you meet your fundraising goals through multi-channel donor experiences that engage, acknowledge, motivate and maximize revenue.

Ready to take good to better?

Connect with us.

781.859.1400

doinggood@thdinc.com

t|h|d

THD

Jeff Ostiguy, VP, Marketing

55 Old Bedford Road, Suite 201
Lincoln, MA 01773

781-859-1400

jostiguy@thdinc.com

www.thdinc.com

t|h|d

THD has a passion for Doing Good. We are 80 multi-disciplinary direct marketers: strategy, analytics, creative, account, production, and donor advancement, all under one roof. We are committed to helping nonprofits make the world a better place. We do that by creating high-impact digital and direct mail fundraising campaigns. Through a unique, data-driven approach, we build multi-channel donor experiences that engage, acknowledge, motivate, and maximize fundraising revenue.

The Donnée Group

Pam Schlagter, VP Client Services

250 Augusta Avenue, Suite 203
Toronto, Ontario M5T 2L7

416-532-1213 x104

pam@thedonneegroup.com

www.thedonneegroup.com

THE
Donnée GROUP
OUR ACCENT IS ON THE DATA

The Donnée Group is a full-service data-driven marketing agency founded in 2001. We are a leading provider of direct marketing and fundraising consulting services to the Canadian nonprofit sector. Working with a diverse client base we are adept at developing appeals for specific markets and audiences. Our accent is on the data. This means we are interested in using data-driven marketing techniques to help you be more cost-effective in your contact strategies. Give us a call!

The Harrington Agency

Tracy Lea, CFRE Vice President

410-756-5164

tlea@theharringtonagency.com

www.theharringtonagency.com

H.

Harrington
Agency

We don't think like everyone else. We believe our industry has become too risk-averse, too satisfied with the status quo, too siloed, and too unwilling to look for growth in uncomfortable places. The Harrington Agency has invested in resources to look beyond today's trends so that you can stay ahead of your competition and future proof your program. We'd love to show you what we know. Philanthropy isn't what you do. It defines who you are. Who will you be today?

The Lukens Company

Jennifer Swartz, Marketing Manager

2800 Shirlington Road, 9th Floor
Arlington, VA 22206

703-845-8484

jswartz@thelukenscompany.com
www.thelukenscompany.com



The Lukens Company (TLC) provides expert multi-channel direct response marketing and fundraising services to nonprofits, cultural organizations, advocacy groups, and faith-based missions. Our client partnerships inspire action, drive innovation, and achieve results.

TLC's services include program strategy and management, strategic assessment and planning, survey research, predictive analytics and targeting, donor development, social media strategy, digital marketing and advertising, creative development, and web development. TLC has offices in Arlington, VA, Los Angeles, CA, and Charleston, SC.

Whittier & Associates, Inc.

**Direct Response/Communications
1990-2020**

Cory Scott Whittier

65 South Broadway
Tarrytown, NY 10591
914-674-0230 x105
cory@whittiermail.com
www.whittiermail.com



*creative
direct response
and management*

We're celebrating 30 years of success by offering YOU a FREE audit of your mailing package or program.

Small and medium-sized programs are our sweet spot. We provide both project and full-service management of donor fundraising, acquisition, annual giving and membership programs, including production, creative copy, design, data analysis and planning. Our fees are surprisingly affordable, and our production costs are hard to beat!

"What counts in life is not the mere fact that we have lived. It is what difference we have made to the lives of others that will determine the significance of the life we lead."

Nelson Mandela



Your Goals. Our Expertise. A Perfect Match.

Full Production

Data Services

Digital Printing

Real Pen

Mailing Services

8000 Corporate Court | Springfield, VA 22153 | 703.913.0300 | L-E.com



FULL-SERVICE OPERATION

Advanced Response Systems

Nick Reinking, National Account Executive

13175 George Weber Drive
Rogers, MN 55374

763-201-9105

nick@advanced-response.com

www.advanced-response.com



ARS is a full-service direct marketing company, specializing in print & mailshop production.

Over 35 years in business. Some of our capabilities are, but not limited to:

- Envelope Printing
- Digital Web Inkjet Printing
- Web Printing
- Sheetfed Printing
- Continuous Form & Sheet, Simplex & Duplex Imaging
- DOD Inkjet Imaging
- Card/Stamp/Premium Affixing
- Up to 18 Pocket Inserting
- Read & Write Technology (Camera Match)
- In House Post Office (NDC/SCF, Commingle, Co Pal)
- Located in Midwest for Postal Optimization
- Campaign Fulfillment/Sweepstakes

ASAP FAST Color Graphics

Dan McNamara, VP, Sales & Marketing

44180 Mercure Circle
Dulles, VA 20166

443-306-0006

dan@asapfast.com

www.asapfast.com



ASAP FAST Color Graphics is a true Full-Service Printing & Mailing operation ALL UNDER ONE ROOF and serving many nonprofit organizations throughout the greater DC market-place.

ASAP FAST provides end-to-end services from Data Processing, Graphics support, Large Printing operation, Digital Printing and Variable Digital Printing operation and hands-down the most advanced mailing operation in the area.

ASAP FAST's specialty is managing our customers projects - hand-holding our customers and guiding them along the way is what ASAP FAST does best!

BIGEYE Direct, Inc.

Damon Smith, President

13860 Redskin Drive
Herndon, VA 20171

703-955-3020

Cell: 703-966-7848

damon@bigeyedirect.com

www.bigeyedirect.com



BIGEYE Direct is a team of 100 passionate and dedicated mailing professionals utilizing the latest technology, custom programs, and proprietary systems to efficiently produce high volumes of direct mail.

Services include:

- SAS70 certified data center and physical plant security
- Full-Service IMB coding with online mail tracking
- Cut sheet & continuous form laser personalization
- Digital color laser printing
- Inkjet personalization
- Complete bindery, tabbing, and machine inserting
- On site post office, BMC/SCF drop shipping, & co-mingling service

Discover BIGEYE and expect to See Better Results!

*"Don't be afraid. Be focused.
Be determined. Be hopeful.
Be empowered."*

Michelle Obama

Communications Corporation of America

David Patrick, Sales Representative

13129 Airpark Drive
Elkwood, VA 22178

540-786-2926

david.patrick@cca.net

www.cca.net



Founded in 1971, CCA is a full-service direct mail production facility specializing in continuous form printing, data processing, personalization, embossing, finishing, and mail processing.

In 1973, CCA emphasized technology to improve each direct mail process, and was instrumental in bringing state-of-the-art personalization techniques to its clients. This innovative mindset has continued each day over 47 years, allowing us to maintain a freshness and quality of business unrivaled by other production facilities.

- Full Color Variable Inkjet Printing System
- Laser, Inkjet and embossing personalization
- High speed inserters, matched mailings
- Card Affixing
- Full lettershop and mailing services
- Drop Ship and Commingle

Corporate Mailing Services, Inc. (CMS)

Tim Franklin, Director, Client Services

1625 Knecht Avenue
Baltimore, MD 21227

410-501-1128

Cell: 410-259-0990

timf@whycms.com

www.whycms.com



CMS is the single source solution for your marketing communication needs. As a full-service company, we are dedicated to providing state-of-the-art services to efficiently and effectively distribute your marketing communications, while saving you time and money. We partner with our clients to generate the best ROI from their acquisition, retention and member/donor and internal communications.

Services include: Database, List and Data Processing Services - Data Hygiene and Postal Presort - Full Lettershop with Intelligent Inserting and Flats- Variable Data/Imaging - TransPromo - Statements - Document and Facilities Management.

Direct Mail Works

Monica Lipford, President

4331 Carolina Avenue
Richmond, VA 23222

804-303-1442

monica@directmailworks.net

www.directmailworks.net



We're your full-service direct mail solution provider dedicated to the absolute best in customer service and timely mailings. We provide solutions to connect you with your customer base. With a staff that is dedicated to professionalism as well as the best equipment in the industry, we're the company that can easily handle that mailing for you.

- Services Offered:
- Printing
- Data Management
- Inserting
- Fulfillment
- Pick and Pack
- Mailing

EdgeMark Partners

John Weeks, Business Development Director

4510 Cox Road, Suite 305
Glen Allen, VA 23060

804-967-2000 x106

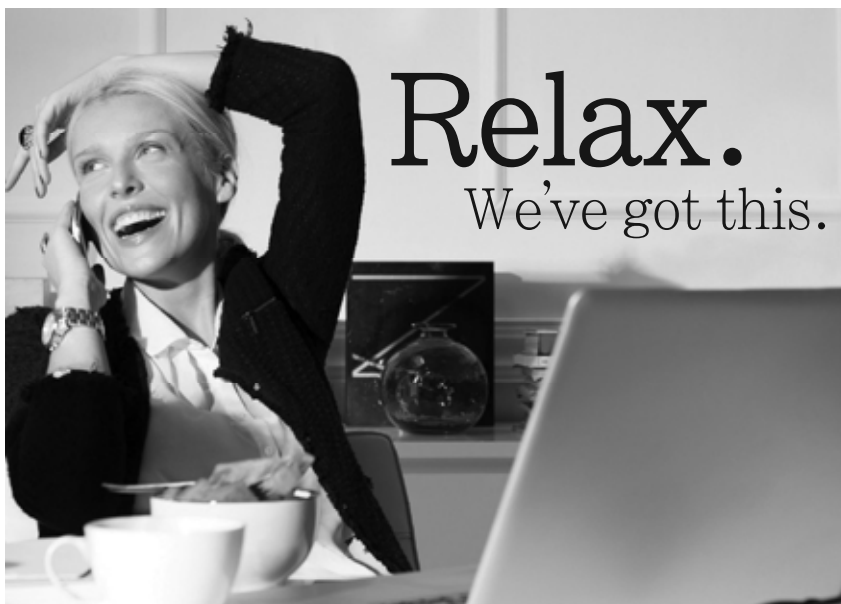
jweeks@edgemarkpartners.com

www.edgemarkpartners.com



EdgeMark Partners is a marketing company in Richmond, Virginia with 28 years of expertise in production solutions. We offer traditional and digital marketing, as well as data management, complete package development, and postal logistics. We do it all for our clients, happy to jump into your project at the exact moment you need us. We make your job easier by handling the countless details while getting the results you need.

**OUR THANKS TO ALL THE
VOLUNTEERS
OF THE LAST 65 YEARS -
YOU BUILT A GREAT ORGANIZATION!**



Relax.
We've got this.

If it's your job to get the message into the mailbox, you know that a **fast**, reliable mail provider can be the ace up your sleeve. Introducing **Direct Mail Works**: a full-service mail provider with the technology and experience to deliver your winning hand at a **great price** that won't send you back to the CFO.

Direct
Mail Works
804 • 303 • 1442 DirectMailWorks.net

CELEBRATE 65 YEARS WITH US!

BEST OF DIRECT

TUESDAY, DECEMBER 1, 2020

NATIONAL PRESS CLUB

Japs-Olson Company

Debbie Roth, Vice President

7500 Excelsior Boulevard

St. Louis Park, MN 55426

952-912-1440

Fax: 952-912-1900

droth@japsolson.com

www.japsolson.com



JAPS-OLSON COMPANY

Commercial Printing & Direct Mailing

www.japsolson.com

Japs-Olson Company is helping customers get their direct mail campaigns produced with better targeting, faster in-home delivery and more formats to create a better ROI. This has been our focus for over 110 years. Our reputation has been built with unparalleled expertise, technology and innovation. Call Patrick Beddor at 952-912-1466 for more information.

L & E Meridian

Scott Bobowick, Executive Vice President

8000 Corporate Court

Springfield, VA 22153

703-913-0300

sbobowick@l-e.com

www.l-e.com

L&E | Meridian

Your Goals. Our Expertise. A Perfect Match.

For over 30 years, L&E Meridian has been at the forefront in our industry offering professional services in high-volume data processing, digital printing and mail. We specialize in variable print applications, fulfillment, mailing services and project execution. We consistently strive to meet and exceed expectations and stay ahead of the curve in technology and services.

Services Offered:

- Variable Printing
- Mailing Services
- Real Pen
- Full Production
- Data Services

Let's Work Together.

Marketing General Incorporated

Rick Whelan, CDM, President

625 North Washington Street, Suite 450
Alexandria, VA 22314

703-739-1000

Direct: 703-706-0350

info@marketinggeneral.com

rick@marketinggeneral.com

www.marketinggeneral.com



40 YEARS HELPING MEMBERSHIP ORGANIZATIONS GROW

Marketing General Incorporated is North America's largest and most experienced association marketing agency. MGI is a full-service strategic partner that designs and implements proven programs that grow membership, dues, and non-dues revenue. Publisher of the annual Membership Marketing Benchmarking Report, we are the only firm whose account teams and senior staff include Certified Direct Marketers. MGI is Many Great Individuals who enable membership organizations to achieve their full potential. Visit www.MarketingGeneral.com or contact Rick Whelan at 703-706-0350.

McClung Companies

Chip Bell, VP, Sales

550 North Commerce Avenue
Waynesboro, VA 22980

540-941-7705

cbell@mcclungco.com

www.mcclungco.com



Established in 1946, McClung Companies is a full-service direct mail production company. We offer everything you need to market to your clients via mail, using state-of-the-art offset and digital options for personalizing envelopes, forms, letters, and labels with a guarantee of sending on time and in budget, every time.

Our company even provides fulfillment and warehousing services, can provide an outstanding web presence online, and can supplement your direct mail with digital marketing, landing pages, purl, etc., to help you grow your brand.

MWI Direct

Mike Huddleston, National Sales Representative

4900 Superior Street
Lincoln, NE 68504

402-464-7711

Cell: 402-610-0835

mike.huddleston@mwidirect.com

www.mwidirect.com



For 30 years, MWI Direct has been a trusted and valued partner providing clients with direct mail execution. Our range of equipment, from cut sheet to web and conventional to digital, enables us to handle all your direct mail programs. Centrally located in the Midwest for economical mail distribution.

Commitment and partnership with our customers are the hallmarks of our business. We look forward to partnering with you.

Navistar Direct Marketing

Art Simpson, President

4612 Navistar Drive
Frederick, MD 21703

410-291-2100

asimpson@navistardirect.com

www.navistardirect.com



START-TO-FINISH SOLUTIONS FOR
DIRECT MARKETING PRODUCTION

We'll help you grow your business... one campaign at a time. Navistar Direct Marketing is the largest and most efficient direct marketing production company in the Washington Metropolitan area. Enjoy peace of mind by having Navistar Direct Marketing produce your entire direct marketing campaign.

*"Go out into the world
and do good until there
is too much good in the world."*

Larry H. Miller



TRANSFORM YOUR DIRECT MAIL PROGRAM

PRODUCTIONSOLUTIONS.COM | 703.734.5700

Production Solutions

Ben Harris, President
 1953 Gallows Road, Suite 500
 Vienna, VA 22182
703-734-5700
 bharris@psmail.com
 www.productionsolutions.com



Serving the nonprofit community for nearly 30 years, Production Solutions is one of the nation's largest and most comprehensive direct response production management firms. As your strategic partner, we provide cost-effective and customized solutions to ensure success with each campaign.

We are grateful to serve many of the nation's top nonprofit organizations while working with industry-leading suppliers, agencies, and consultants to enhance your fundraising program goals.

Contact us today to experience the Production Solutions difference!

*"The only way to
 do great work is
 to love what you do."*

Steve Jobs

Redfield Direct LLC

Thomas Beachler
11422 Miracle Hills Drive, Suite 450
Omaha, NE 68154
402-681-9680
tbeachler@redfielddirect.com
www.redfielddirect.com

REDFIELD DIRECT LLC

Redfield Direct LLC, established in 1883, provides innovative materials and solutions for world class direct mail marketers.

Our expertise includes strategy, creative development, web and digital print, labels, premium pad products, and direct mail turnkey solutions.

ResourceOne

Bill Moore, Vice President, Sales
2900 East Apache Street
Tulsa, OK 74110
800-566-0062
bmoore@resource-one.us
www.resource-one.us

ResourceOne

ResourceOne specializes in Direct Marketing and Nonprofit fundraising.

We offer web and sheet-fed printing, laser and inkjet personalization, hand assembly, mail shop and creative service.

INNOVATIVE FORMATS - PROVEN RESULTS

RHA Marketing

1124 Rutlandview Drive, Suite 200
Davidsonville, MD 21035
410-798-5500
rhamarketing.com

Bob Rudderow, Partner
bobrudderow@rhamarketing.com
443-433-6979

Dan O'Brien, Partner
danobrien@rhamarketing.com
443-875-7828



RHA MARKETING

RHA is your full-service, one-stop format idea shop. Using our 100+ years of Direct Mail production experience, we provide creative solutions. Our solutions come from the best technologies the entire industry has to offer.... in-line formats, hybrid formats, conventional mail formats, digital solutions to the latest in 4 color ink jet formats. Our platform does away with the limitations that any one organization may have.

We are an Authorized Provider of ReadSmart text formatting.

RRD Marketing Solutions

Dave Ciocchi, VP Sales, Eastern Region
261 Madison Avenue
New York, NY 10016
800-742-4455
dave.j.ciocchi@rrd.com
www.ms.rrd.com

rrd

MARKETING
SOLUTIONS

Optimize Engagement

RRD Marketing Solutions helps brands optimize engagement with their customers across all touchpoints. Our direct mail services offer an unparalleled depth of resources for nonprofits, and our performance-based testing strategies have produced winning donor campaigns for decades.

Let us help you grow your business through innovative, highly personalized campaigns that help acquire, retain and grow your customer base.

RWT Production

Pete Taylor, President
8932 Orange Hunt Lane
Annandale, VA 22003
571-243-1237
ptaylor@rwtproduction.com
www.rwtproduction.com

RWT PRODUCTION LLC

RWT Production is a leading direct mail production management company providing the best product at the best price. We are a group of highly dedicated and extremely talented production managers with extensive experience in direct mail production. Each member of the RWT team has been on both sides of the production equation, which means we have a keen understanding of your needs. And we pride ourselves on not only meeting expectations, but exceeding them.

FOR NEW, UPCOMING EVENTS

VISIT DMAW.ORG

Southwest Publishing & Mailing Corporation

Angie McAtee, Vice President

4000 SE Adams Street

Topeka, KS 66609

877-659-4326

angie@swpks.com

www.swpks.com



**Southwest Publishing
and Mailing Corporation**

Southwest Publishing & Mailing is full-service printing and lettershop. We manufacture envelopes, print envelopes, sheets and continuous forms.

- Flexo, jet, 10 color litho printing.
- Laser, inkjet, and embossing personalization. New Screen Truepress Jet 520ZZ - Full-Color Variable Printing System
- Lettershop and mailing services.
- High speed inserters, master mailers, matched mailings, 24/7 production.
- One Stop Lettershop for the most competitive pricing.

Midwest location for the timely & inexpensive distribution coast to coast. Postal Logistics for maximum postal savings.

- Hand work & fulfillment.

Call on our expertise...

- Program evaluation
- Campaign strategies
- Award-winning creative services
- Cultivation & retention programs
- Custom high donor programs
- Integrated marketing
- Premium design & procurement

Products include...

- Calendars
- Premiums Made in the USA
- Religious Gifts
- Membership Cards
- Notepads
- Greeting Cards
- Card Packages

THE CalmarkGROUP
where ideas originate
calmarkgroup.com • 402.450.5080

The Calmark Group

James Drake, Executive Vice President, Sales

6755 South Sayre Avenue

Bedford Park, IL 60638

402-450-5080

jdrake@calmarkgroup.com

www.calmarkgroup.com

Nonprofit organizations rely on The Calmark Group for services that include campaign strategies, data-driven predictive modeling, award winning creative services, premium design and procurement, and customized programs for cultivation, retention, lapsed recapture and high donors.

The Calmark Group is one of the largest, full-service, single-site direct marketing facilities in the U.S. The company provides mailing services from its 400,000 sq. ft. facility in Chicago and agency services from its offices in Pennsylvania and Delaware.

The Calmark Group offers MailSmart postal initiatives and 24/7 personal service for "worry-free" direct marketing. An expanded team of fundraisers, new services, exclusive products made in the USA, extraordinary mailing capacity and optimum postal discounts offer nonprofits every advantage for smart, effective and efficient direct response fundraising.

LET'S GET EDUCATED!

ACQUISITION STRATEGY FORUM

WEDNESDAY, APRIL 1, 2020

SEIU

DATA STRATEGY FORUM

THURSDAY, MAY 14, 2020

NATIONAL HOUSING CENTER

DIGITAL DAY FORUM

WEDNESDAY, JUNE 17, 2020

NATIONAL HOUSING CENTER

PRODUCTION STRATEGIES

FRIDAY, AUGUST 7, 2020

SUSTAINER DAY

THURSDAY, SEPTEMBER 24, 2020

SEIU

CREATIVE

WEDNESDAY, OCTOBER 7, 2020

SEIU

advantage

[əd'vantij]

NOUN

noun: **advantage** · plural noun: **advantages**
a condition or circumstance that puts one in a
favorable or superior position:

**“working with The Production Advantage will give
you an advantage in the marketplace”**

synonyms: upper hand · edge · lead · trump card ·
superiority · dominance · ascendancy · supremacy · power ·
mastery · inside track · catbird seat

More

the opportunity to gain something; benefit or profit:
“you could achieve something to your advantage”

synonyms: benefit · profit · gain · good · mileage



703.818.1633
productionadvantage.com

The Production Management Group, Ltd.

Rick Powell, President
**Polly Papsadore, Business
Development**

7160 Columbia Gateway Drive
Suite 300

Columbia, MD 21046

410-290-0667

Fax: 410-290-1578

rick@pmgdirect.net

polly@pmgdirect.net

www.pmgdirect.net



PMG is an independent, employee-
owned company providing full-
service direct mail production manage-
ment to nonprofits and the agencies
that serve them.

Our team of seasoned production
experts handles everything from
initial planning, campaign execution,
printing, data processing and mailing
services to postal logistics and
reporting. Our extensive network
of carefully selected, high quality
suppliers are ready to meet each
client's unique needs. Our data
hygiene, data processing and analytics
services are offered in-house, providing
you with an exceptional level of quality
control and responsiveness. Our postal
optimization services expedite delivery,
decrease postal costs and provide free
tracking of your outbound and
inbound mail.

For over 22 years, PMG has provided
superior quality, consistent on-time
delivery, competitive pricing and
innovative ideas to its client
partners. And in today's marketplace,
with increasing paper, freight and
postage costs, we are constantly
focused on finding ways to save our
clients money. We advocate for our
clients every day and look forward to
working with you!

The Production Advantage

Bob Davis, Owner

13873 Park Center Road, Suite 15
Herndon, VA 20171

703-818-1633

Cell: 703-946-6249

bob@productionadvantage.com

www.productionadvantage.com



In 1989, The Production Advantage
was founded upon a single guiding
principle: To provide the highest level
of direct mail production management
in the industry. We are veteran,
top-flight direct marketing experts.
It's no accident that our clients are
some of the top direct marketers
and fundraisers in the country.
Come see why.

Quality direct mail production that
saves you time and money. That
means peace of mind for you. Start by
comparing our prices. Our incompa-
rable service speaks for itself.

FUNDRAISING & MARKETING CONSULTANTS

American Marketing & Communications Corp.

Lisa C. Boyle, President & CEO

5303 Spectrum Drive, Suite F
Frederick, MD 21703

240-625-9225

lboyle@americanmarketingcc.com
www.americanmarketingcc.com



American Marketing is a full-service fundraising and direct marketing consulting agency that focuses our client's long-term growth and customer base that is loyal and generous year after year.

Through personalized service, including Strategic Planning, List Services, Creative, Production and Analysis, we bring inspiration and innovation to achieve outstanding results to our clients. We work with you as true partners in marketing to unleash your potential and build a strong sustainable future for your organization.

Ascenta Group

Sarah Flis, COO

315 West 36th Street, Level 2
New York, NY 10018

917-744-0622

sarah@ascentagroup.com
www.ascentagroup.com



Nonprofit leaders rely on Ascenta to develop customized strategies that extend their reach in the communities and markets that matter most for their causes. Through face-to-face fundraising, we engage community members, spread awareness and enroll new donors to make ongoing monthly contributions.

Ascenta understands the complexities of the donor lifecycle. We're committed to providing you with the people, data and technology required to lay a clear path to exceptional ROI and growth.

Barton Cotton

Kathy Calta, President

3030 Waterview Avenue
Baltimore, MD 21230

410-565-5040

kathy.calta@bartoncotton.com
www.bartoncotton.com



Fundraising experts. Inspiring creative. Integrated for results.

We deliver a powerful integration of fundraising strategy, analytics, creative, and execution across all channels, always mindful of the higher purpose we serve. Our mission is to help you inspire, engage and grow donor support to maximize long-term donor value.

COME CELEBRATE 65 YEARS WITH US!

BEST OF DIRECT

TUESDAY, DECEMBER 1, 2020
NATIONAL PRESS CLUB

C. I. Partners Direct

1601 Eastman Avenue, Suite 202
Ventura, CA 93003
805-585-5278
consultants@wedevopdonors.com
www.cipdirect.com



WE DEVELOP DONORS®

Let's develop your donors together

C.I. Partners Direct, Inc., is a national fundraising and consulting firm headquartered in Southern California. We specialize in the strategic planning and implementation of multi-channel direct response programs for nonprofit organizations in the healthcare, higher education, academic medicine, social service, and cultural markets. We partner with our clients to provide customized programs tailored to achieve their fundraising goals.

CAPTEL

Phil Smith, President & CEO

300 Fifth Street, NE
Washington, DC 20002
202-546-6874
psmith@captel.net
www.captel.net



CAPTEL®

CAPTEL is a national leader in telemarketing and direct mail for associations, nonprofits and political organizations.

The firm specializes in association PAC fundraising and membership development for the many of the Nation's leading professional and industry associations. CAPTEL also provides major donor and broad-based fundraising services for political organizations, public policy institutions and nonprofit organizations.

CDR Fundraising Group

Steve Harrison, President

16900 Science Drive, Suite 210
Bowie, MD 20715
301-858-1500
Mobile: 310-867-5473
sharrison@cdrfg.com
www.cdrfg.com

CDR Fundraising Group™

Leading. Creating. Delivering.

An award-winning direct response agency, CDR Fundraising Group has proudly served the nonprofit community for nearly 40 years. We thrive on making your mission our purpose and transforming lives together.

Our suite of offerings includes multi-channel direct marketing, data-driven audience targeting and media planning, creative strategy and execution, brand strategy, research and analytics, and specialization in mid-level, sustainer and catalog programs. Contact us today to learn more!

Hispanic Marketing & Publishing

Daniel A. Gonzalez

939 8th Avenue, Suite 300
New York, NY 10019
212-682-0333
Text: 917-484-1842
dagonzalezny@gmail.com

HISPANIC DIRECT MARKETING
Strategic planning and Spanish copywriting, original design and creative adaptations. Specializing in promotions for health and children's publishers and nonprofit organizations. Formats include traditional direct mail efforts, social media, web pages, search ads; collection letters and fulfillment material. Translated and edited more than 75 books and booklets.

Forty years of direct marketing and publishing experience, including Time Latin America, Time-Life Books, PCH and Prentice Hall. Recent projects included: Editorial and marketing for Bottom Line Inc. for diabetes book; Guideposts, Highlights' High Five Bilingüe magazine, Loyola Press. Editor of The DMA's Directo Hispanic Council's newsletter, Línea Directa, for 11 years.

AND THE WINNER IS...

JOIN US TO FIND OUT!

MAXI AWARDS CEREMONY

WEDNESDAY, JULY 15, 2020

GAYLORD NATIONAL HARBOR HOTEL

NATIONAL HARBOR, MD

(ADJACENT TO WASHINGTON, DC)

Huntsinger & Jeffer, Inc.

Cheryl Martin, CEO
cheryl@huntsingerjeffer.com

Kelly Woodward, President
kelly@huntsingerjeffer.com

809 Brook Hill Circle
Richmond, VA 23227
804-266-2499
info@huntsingerjeffer.com
www.huntsinger-jeffer.com



Since 1964, Huntsinger & Jeffer has been a pioneer in multi-channel communications. We are innovators who understand that technology changes, but human nature does not. That means you get the highest level of:

- Marketing Expertise
- Strategic Planning
- Innovative List Services
- Compelling Creative
- Cost Efficient Production
- Results-Driven Analysis

Cutting edge, multi-channel technologies, plus tested and proven knowledge about what motivates donors and prospects. That's the H&J Direct Marketing Difference. Contact H&J today!

Impact Communications, Inc.

Kathy Swayze, CFRE, President
735 8th Street, SE, Floor 2
Washington, DC 20003
202-543-7671
kswayze@impactdc.com
www.impactdc.com



Award-winning fundraising creative strategy and compelling copy for your direct response, mid-level, major gift, and gift planning programs. Impact Communications is here to help you change the world, one story at a time.

Integrated Direct Marketing

Michael Rooney, Principal
1250 Connecticut Avenue, NW
Suite 700
Washington, DC 20036
202-261-6587
Fax: 202-261-6589
mrooney@idm-dc.com
www.idm-dc.com



Integrated Direct Marketing is a full-service fundraising, marketing, and communications agency dedicated to helping nonprofits prosper and grow in today's challenging marketplace.

Let our experienced team help you successfully recruit new supporters while strengthening bonds with existing donors and activists.

Services include cross-channel strategic planning and analysis, message development, audience targeting, modeling, copywriting, graphic design, acquisition list planning, telemarketing management, and production.

MarkeTeam, LLC

Jeff Huberty, Executive Vice President
600 North Town Center, Suite 1600
1200 Abernathy Road, NE
Atlanta, GA 30328
770-274-3700
jhuberty@mkteam.com
www.mkteam.com



We're a full-service fundraising agency with more than 30 years' experience producing innovative campaigns for some of the nation's leading nonprofits.

Our integrated teams produce:

- Award-winning Digital & Direct Mail
- Advanced Analytics
- Monthly Giving/Sustainer
- Retention/Loyalty
- Mid-Level Marketing
- Advocacy Programs
- Grateful Patient
- Planned Giving

To find out why MarkeTeam can help you grow your mission by producing great work for great causes, Contact Jeff Huberty (770-274-3200) jhuberty@mkteam.com. Or visit MKTeam.com

JOIN YOUR PEERS FOR HAPPY HOUR

SPRING

WEDNESDAY, APRIL 1, 2020

FALL

THURSDAY, OCTOBER 22, 2020

**VISIT WWW.DMAW.ORG
FOR DETAILS!**

New River Communications

Sean O'Neil, VP, Business Development

2977 West Broward Boulevard
Ft. Lauderdale, FL 33312

954-587-8820

info@newrivercommunications.com
www.newrivercommunications.com



new river
COMMUNICATIONS
Working hard at work worth doing

Since 2000, New River Communications (NRC) has raised millions of dollars for critically important causes. We're a Florida-based, award-winning, full-service direct response agency combining the best practices of direct mail and digital fundraising. We bring your cause alive and move your prospects and donors to action through storytelling. Because we don't have the overhead of a large agency, we can provide our clients exceptional creative and strategic solutions at a great value.

NEWPORT ONE

Craig DePole, President

524 Seaward Drive
Severna Park, MD 21146

410-793-5418

cdepole@newportone.com
www.newportone.com

NEWPORTONE

ONE CAN MAKE A DIFFERENCE

One person can make a difference in the world. One organization. One donor. And NEWPORT ONE can help. NEWPORT ONE is your award-winning, integrated and multi-channel fundraising expert.

Experienced, creative, and committed, NEWPORT ONE can make a difference in your direct marketing and fundraising success.

Boston | DC

Nexus Direct

Suzanne Cole Nowers, CEO

101 West Main Street, Suite 400
Norfolk, VA 23510

757-636-3400

800-965-0577

scole@nexusdirect.com
www.nexusdirect.com

Becca Melesky, Director, Client Services

757-403-7731

800-965-0577

bmelesky@nexusdirect.com

Kristi Rinck, VP, Agency Operations, Partner

757-754-1121

800-965-0577

krinck@nexusdirect.com

nexus direct®
where innovation meets results

Nexus Direct is a, full-service direct marketing agency serving nonprofit, associations, foundations, and political organizations. By working at the nexus of data-driven strategy and breakthrough messaging and creative, we are known for producing consistent and sustainable growth for our clients.

At Nexus Direct, we seek to partner with organizations that are strongly mission driven and are committed to a culture of innovation. To explore how we can take your program to the next level, call us at 800-965-0577, email hello@nexusdirect.com, or visit www.nexusdirect.com

ONE HUNDRED

Jed Dorney, Partner

1285 Avenue of the Americas
Fifth Floor

New York, NY 10019

646-264-2706

jed.dorney@onehundredagency.com
www.onehundredagency.com



ONE HUNDRED

ONE HUNDRED empowers organizations to embrace a greater purpose – turning passion into impact, and impact into global change. We bring together the world's most renowned teams of talent in fundraising, communications and branding from Omnicom Group – the leading global marketing and communications network.

We provide integrated teams who think, create and execute together, providing solutions that are seamless, more efficient and more engaging. Together with our clients, we raise more than \$2 billion per year.

"No one has ever become poor from giving."

Anne Frank

Schultz & Williams, Inc.

L. Scott Schultz, President
Sarah P. Hartke, Vice President, Direct Response

Elizabeth Velardi, Assistant Vice President, Direct Response

One Penn Center at Suburban Station
1617 JFK Boulevard, Suite 1700
Philadelphia, PA 19103

215-625-9955

mail@schultzwilliams.com

www.schultzwilliams.com

Schultz & Williams

Powering Missions That Matter™

Schultz & Williams partners with outstanding clients nationwide, working for the common good. For more than 33 years, our dedicated, talented team has empowered nonprofits to positively affect millions of lives through our work in healthcare, education, the environment, animal welfare, social justice and arts & culture.

S&W's Direct Response team helps nonprofits reach their goals with high performance customized multi-channel campaigns, building membership programs, moving donors through a continuum of giving opportunities and cultivating support for public-phase capital campaigns.

The Delta Group USA, Inc.

Steve LeBlanc, President

6715 Little River Turnpike, Suite 207
Annandale, VA 22003

703-914-1266 x108

steve@deltagroup.info

www.deltagroup.info



A full-service direct mail agency located near Washington, DC. We specialize in fundraising and consulting to nonprofits and conservative political campaigns.

We develop cost effective direct mail program strategies for each client. Our team consists of a network of highly skilled direct mail professionals with experience in copy, lists, analytics, print and data.

LET'S LUNCH AND LEARN!

BUDGETING FUNNEL

THURSDAY, APRIL 16, 2020

SEIU

CHANNELS YOU'RE NOT USING

THURSDAY, SEPTEMBER 17, 2020

SEIU

INDUSTRY TRENDS

THURSDAY, MAY 14, 2020

NATIONAL HOUSING CENTER

DIVERSITY, EQUITY AND INCLUSION

THURSDAY, OCTOBER 15, 2020

SEIU

CREATIVE AND COPY

THURSDAY, JUNE 11, 2020

SEIU

CUSTOMER CENTRIC

THURSDAY, NOVEMBER 19, 2020

SEIU

NOTES

[illegible]

LIST BROKER / COMPILER / MANAGER

American Mailing Lists Corporation (AMLC)

Dorothy Miller, President
9625 Surveyor Court, Suite 400
Manassas, VA 20110
571-292-5806
Fax: 571-292-5807
dorothy@amlc.info
www.amlcpolitical.com



In 1965 Richard Viguerie, with 12,500 Goldwater for President \$50+ donors, founded the world's first, ideological/political, direct marketing advertising agency and list company.

Today, the 12,500 conservative donors have grown to over 10,000,000. Our 75+ employees will mail 100,000,000+ postal letters in 2020.

For over 55 years, Richard Viguerie and the world-class American Target Advertising marketers have raised 7.3 billion dollars and mailed 4.3 billion letters for traditional Judeo/Christian charities, colleges, right-of-center causes and candidates using our 10,000,000+ donor names.

Belardi Wong

Jeanette Cassano, Senior Vice President
580 2nd Street, Suite 290
Oakland, CA 94607
510-621-1421
jeanettec@belardiwong.com
www.belardiwong.com

Belardi Wong has the expertise you seek in the fundraising marketplace. We are one of the direct marketing industry's leading providers of brokerage, management, acquisition planning, campaign management, online marketing services, list compilation, digital services, shared mailings, and insert media.

We represent clients across all spectrums of the nonprofit market: cultural arts, social welfare, animal rights, environmental/wildlife/conservation, progressive advocacy causes, and political candidates & committees.

Carol Enters List Company, (CELCO)

Barbara Sims—President
Dottie Simmons Parham—Vice President
Emily Farrell—List Broker
Kelly Leech—List Broker
Shannon Weingarten—AE Manager/Model Specialist
Misty Chambers—Senior/Managing List Manager
9663-C Main Street
Fairfax, VA 22032
703-426-4419
Fax: 703-425-0056
www.carolenterslists.com



Carol Enters List Company (CELCO) has built a strong client base while establishing a solid reputation for superior service, harnessing new technology and sound, knowledgeable fundraising expertise.

Our knowledge exceeds the basics of lists and encompasses issues that affect all mailers, including; marketing and industry trends, analysis, fundraising development, merge purge, direct mail production, privacy issues.

*"Marketing is no longer about the stuff that
you make but about the stories you tell."*

Seth Godin

Complete Mailing Lists, LLC

Eric Woolf, Managing Partner
190 East Post Road, 2nd Floor
White Plains, NY 10601
914-771-6640
info@completemailinglists.com
www.completemailinglists.com



COMPLETE MAILING LISTS

CML has a comprehensive background in compiled lists, offering a unique database of licensed professionals enhanced with more than 400 demographics and lifestyles.

Our product line includes hundreds of specialty lists, offering the most COMPLETE one-stop source for all your mailing, telemarketing and email marketing needs.

DonorBase, Inc.

Sherene Kelly, EVP, Sales & Marketing
1 Byram Brook Place
Armonk, NY 10504
914-925-2410
Cell: 510-332-2477
sherene.kelly@donorbase.com
www.donorbase.com



DonorBase® leads the industry with customized solutions developed from their cooperative prospecting database devoted exclusively to nonprofits and fundraisers.

We identify responsive direct mail donor prospects for acquisition campaigns, re-activate lapsed donors, and offer advanced data services to our members with over 64 million unique donors representing over 706 million gift transactions and \$50.3 billion in charitable giving.

DonorBase members can improve campaign efficiencies through merge optimization and identify the most productive ask string amounts for acquisition or renewal campaigns with the knowledge of the DonorBase audience. We provide valuable audiences to both direct marketing and digital campaigns.

Dunhill International List Co., Inc.

Cindy Dunhill, Vice President
6400 Congress Avenue, Suite 1750
Boca Raton, FL 33487
800-DUNHILL (386-4455)
cindy@dunhillintl.com
www.dunhills.com



America's oldest and most experienced mailing list company. Over 30,000 constantly updated mailing, email and phone lists. Local/national/international coverage. 210 million U.S. households by age, income, gender, type of dwelling, home value, presence/age of children, ethnicity, marital status, cell phones and hundreds of demographics/lifestyles.

The business database contains 16 million businesses. Select employee size, SIC, sales volume, headquarters vs. branch, plus 22 million execs by job function with emails. Telephones. All lists guaranteed accurate.

Ask about our services for advertising on social media, digital display ads, print & mail fulfillment and email appending.

LET'S GET EDUCATED!

ACQUISITION STRATEGY FORUM

WEDNESDAY, APRIL 1, 2020
SEIU

DIGITAL DAY FORUM

WEDNESDAY, JUNE 17, 2020
NATIONAL HOUSING CENTER

DATA STRATEGY FORUM

THURSDAY, MAY 14, 2020
NATIONAL HOUSING CENTER

EPACO Direct, Inc.

Emily L. Davis, *Senior List Manager*
100 M Street, SE, Suite 600
Washington, DC 20003
855-935-3500
emily@epacodirect.com
www.epacodirect.com



EPACO Direct delivers High-Dollar fundraising solutions!

Our friendly, dedicated staff can assist with list selections, recommendations, accelerated turnaround times.

Your proven source for Republican, Charitable and Military donors since 1978.

- Over 100,000,000 donor names rented.
- Over 8,000 orders fulfilled.
- More than 300 political mailers.
- Hundreds and hundreds of charitable mailers.

***** Special: \$10.00 Off Base and 25% Broker Commission on all orders. A Veteran owned company.

Huntsinger & Jeffer List Services

Shannon Holleman, *Manager, List Services*
809 Brook Hill Circle
Richmond, VA 23227
804- 266-2499
needlists@huntsingerjeffer.com
www.huntsinger-jeffer.com



Finding the right prospects is critical to any acquisition effort. As an agency-based brokerage, HJLS delivers highly targeted lists ... and more. We can also provide detailed recommendations based on both your own previous results, and the experience of similar H&J clients. In most cases, our experienced brokers can also work with creative and strategic planning staff to ensure packages are properly tailored to your targeted lists.

For efficiency and effectiveness, contact HJLS!

Infogroup Media Solutions

Stephanie Ceruolo, *SVP & GM, Nonprofit Solutions*
650 Massachusetts Avenue, NW
Suite 505
Washington, DC 20001
402-836-5856
stephanie.ceruolo@infogroup.com
www.infogroupmediasolutions.com



Infogroup Media Solutions empowers business, consumer, and nonprofit marketing professionals through our innovative data sets, data management, analytics, brokerage services and marketing solutions. We offer best in class data-driven solutions:

- Customer / Donor / Member Acquisition
- Digital & Multi-channel Marketing
- Revenue Generation
- Strategic Insights
- Database and Merge/Purge Services
- Print & Insert Media

Please visit
www.infogroupmediasolutions.com,
call 402-836-5100, or contact us
via email at
infogroupmediasolutions@infogroup.com.

LET'S GET EDUCATED!

PRODUCTION STRATEGIES

FRIDAY, AUGUST 7, 2020

CREATIVE

WEDNESDAY, OCTOBER 7, 2020

SEIU

SUSTAINER DAY

THURSDAY, SEPTEMBER 24, 2020

SEIU

KAP

Jennifer Girard, Principal
 199 East Montgomery Avenue
 Suite 100
 Rockville, MD 20850
239-263-4350
jgirard@keyacquisition.com
www.nonprofit-lists.com



KAP provides list brokerage and list management, and new donor analytics to nonprofits spanning environmental, health, international relief, veterans and more.

We excel at finding new donor universes, providing deep analytical insight, meeting budgets, and delivering market-beating results. Our staff has senior level experience within nonprofits and agency-side.

Our commitment to our clients is Service, Solutions, SuccessTM.

Lake Group Media, Inc.

Karen Lake, COO
 1 Byram Brook Place
 Armonk, NY 10504
914-925-2400
karen.lake@lakegroupmedia.com
www.lakegroupmedia.com



Lake Group Media, Inc. is a leading media buying and media sales agency specializing in the direct mail, email & online channels. Our clients represent industry leaders across all markets including nonprofit and fundraising.

From the experience and knowledge it takes to plan, build and analyze a profitable media acquisition program to the innovation and determination it takes to generate the revenue that funds one, Lake Group Media is your complete direct marketing solution.

MEGA (Mary Elizabeth Granger & Associates, Inc.)

Kris Matthews, President
 110 West Road, Suite 235
 Baltimore, MD 21204
410-842-1170
 Fax: 410-842-1185
kris@maryegranger.com
www.maryegranger.com



For over 35 years, MEGA has been providing list brokerage, list management and consultation services to the nonprofit community. From international relief, mission-oriented, faith-based and health-related charities, to financial services, consumer and catalog offers, mailers have come to rely on and partner with MEGA for the expertise major direct mail campaigns require.

Our services include:

- Donor/Member/Buyer/Subscriber Acquisition
- Comprehensive Mail Plans & Digital Marketing
- Strategic List Management
- List Rental Fulfillment
- Merge Purge Processing
- Cooperative Database Modeling
 - Acquisition/Lapsed/Merge Optimization

CELEBRATE 65 YEARS WITH US!

MARK YOUR CALENDAR
BEST OF DIRECT
 TUESDAY, DECEMBER 1, 2020
 NATIONAL PRESS CLUB

MGI List Division of Marketing General Incorporated

Tom Beauchamp, Vice President
Candy Brecht, Senior List Operations Manager

625 North Washington Street, Suite 450
Alexandria, VA 22314

703-706-0383

cbrecht@marketinggeneral.com
www.mgilists.com



40 YEARS HELPING MEMBERSHIP ORGANIZATIONS GROW

MGI's List Division provides list management and brokerage services for associations, publishers, mailers, and anyone seeking strong direct-response lists & data.

Managed lists represent a broad spectrum of interests including Education, Medical, Healthcare, Psychology and Counseling, Business/Financial and Science/Engineering, and more.

MGI Lists specializes in managing lists for associations to help 501 (c) 3 and 501 (c) 6 organizations enjoy tax-friendly royalty payments without worrying about data hygiene, DPV, or CASS-certification.

Names in the News

Suzanne McGuire, President
180 Grand Avenue, Suite 1365
Oakland, CA 94612
510-302-4600

suziemcguire@nincal.com
www.namesinthenews.com



For over 50 years Names in the News has the privilege of working with a wide gamut of clients - representing organizations from progressive political, public interest, environmental, animal rights, civil rights, cultural arts, public broadcasting, international relief, disease/charitable and publication markets.

Your Names in the News team will provide a collaborative partnership, sophisticated strategy development, and solutions targeted to your organizational goals. Contact Suzie McGuire, President for more information @ suziemcguire@nincal.com.

National Fundraising Lists

Diane Hardy, Vice President of List Services
Samantha Muljadi, Associate Director of Marketing & Strategy

16900 Science Drive, Suite 210
Bowie, MD 20715

410-721-5700

dhardy@nflists.com
smuljadi@nflists.com
www.nflists.com



For over 30 years, National Fundraising Lists has led the industry in providing successful data solutions to nonprofits across multiple verticals, including veteran/military, humanitarian relief, cultural/museum, health, and faith-based. From donor acquisition to database modeling, NFL drives measurable results to acquire donors who will support your efforts for years to come.

With our broad industry knowledge and forward-thinking, data-driven strategies, we can help your campaign reach its full potential. Let's partner for your next campaign!

NEXT List Company

Glenn B. Hiner, Managing Director
11350 Random Hills Road, Suite 800
Fairfax, VA 22030
877-550-NEXT (6398)

ghiner@nextlistcompany.com
www.nextlistcompany.com



NEXT List manages over 1.5 million political, charitable and environmental donor names. The core of our business is the fifty plus years of proven list rental and management experience.

Featuring: **Democratic Discerning Donors (\$100+, L12 mo.)** Universe 500,000+; Base \$95/m. Recency: L24, L12, L6 and L3 months; Average age: 71; Gender 52% Female; Avg. R/r 74%; **Avg. Donation \$69.25.** NEXTPlus Optimization +\$15/m. Visit our website to view our impressive current and past users.

"The only way you are going to have success is to have lots of failures first."

Sergey Brin, co-founder, Google



Donor Data + Intent Data =
High Performing Donors

Path2Response delivers breakthrough
results for donor acquisition.

Bruce Hammer
VP, Nonprofit, Client Development
bhammer@path2response.com
914-806-2092

Path2Response

Bruce Hammer, VP Nonprofit, Client Development

1805 Highway 42, 2nd Floor
Louisville, CO 80027

914-806-2092

bhammer@path2response.com
www.path2response.com



At Path2Response, our mission is to help our partner organizations and agencies generate new high performing donors. We work with organizations to understand their donor acquisition objectives. Then we apply advanced analytic modeling and unique data sets to generate audiences aligned with the organization's goals. To learn how Path2Response can help you achieve your donor acquisition goals, contact Bruce Hammer: 914-806-2092.

Political & Fundraising Lists

Eric Woolf, Managing Partner

190 East Post Road, 2nd Floor
White Plains, NY 10601

914-771-5096

info@politicalfundraisinglists.net
www.politicalfundraisinglists.net



POLITICAL & FUNDRAISING LISTS

PFL offers the most comprehensive new to market sources for both charitable and political marketers, including regional and national coverage.

We provide a unique opportunity for mailers to reach contributors by the causes they so passionately support, via mailing, telemarketing and e-mail.

RMI Direct Marketing

Len Zargo, Direct, Business & Media Sales Development

44 Old Ridgebury Road
Danbury, CT 06810

203-825-4636

lzargo@rmidirect.com
www.rmidirect.com



RMI DIRECT MARKETING INC.

A privately-owned business since 1985, RMI Direct Marketing, Inc. is a full-service direct marketing firm offering List Brokerage, List Management, Alt Media, Digital and Creative services. Our clientele includes prestigious nonprofit organizations and commercial businesses. At RMI, we believe that success is built on honesty, integrity, innovation and creativity. Every one of our clients enjoys personalized and professional service. We work hard to make heroes out of clients that choose to work with us.

Robertson Mailing List Company, (RMLC)

Vickie Norman, Vice President & CEO

113 East Market Street, Suite 300
Leesburg, VA 20176

703-509-8441

vnorman@rmlc.net
www.rmlc.net



RMLC is a leading company for list management and brokerage for political, charitable and conservative mailers. RMLC's goal is to provide superlative service and personalized attention to our list owners and mailers.

Action

"the process or state of acting or of being active"

At Action we're known for our ability to handle tough jobs fast. But as our company has grown over the years, our capabilities have expanded to offer our customers so much more. From the most efficient, contemporary lettershop techniques to in-depth data processing capabilities, we can handle complex print and mailing jobs of all sizes. When you need smart solutions, you can count on Action to come through—even on a tight deadline.

Personalization/Digital Inkjet Printing

- Four Ricoh InkJet presses that include two GP5000, one MP5000 and the VC60000
- Simplex & Duplex personalization
- Inkjet personalization in multiple areas in any color

Lettershop

- Insertions of up to 12 inserts w/stream feeder capabilities
- Over 40 Inserters
- High 9 x 12 volume capacity
- High speed folding w/ spot glue attachments
- Coin, dollar, & booklet affixing
- Card, label & post it affixing

Services

- Direct mail packages
- Digital Printing
- Self Mailers
- Unique-size Forms
- Brochures
- Liftnotes

Data Processing

- NCOA
- CASS
- De-Dupe
- IMB Tracking
- Postage Analysis
- On-site USPS
- NDC/SCF/Dropship/Commingling

Action gets things *done.*



MAILING / LETTERSHOP (INCLUDING INTERNATIONAL)

Action Mailers, Inc.

Larry Mills, Sales
John Gallagher, Sales
Jimmy McDermott, Sales
Erin Sullivan, Sales
90 Commerce Drive
Aston, PA 19341
610-859-0500
Fax: 610-859-0505
www.actionmailer.com



Serving the Direct Mail Industry for over 40 Years.

Action is a full-service mailshop.

Services include: complete data processing, high speed lasers for simplex and duplex imaging, inkjet personalization, form printing and personalization in one operation, complete letter shop with over 40 standard & jumbo inserters. Match mailing specialist, card, label & coin affixing, BMC/SCF drop shipments/Commingling services and an on-site USPS facility.

Advanced Response Systems

Nick Reinking, *National Account Executive*

13175 George Weber Drive
Rogers, MN 55374
763-201-9105
nick@advanced-response.com
www.advanced-response.com



ARS is a full-service direct marketing company, specializing in print & mailshop production.

Over 35 years in business. Some of our capabilities are, but not limited to:

- Envelope Printing
- Digital Web Inkjet Printing
- Web Printing
- Sheetfed Printing
- Continuous Form & Sheet, Simplex & Duplex Imaging
- DOD Inkjet Imaging
- Card/Stamp/Premium Affixing
- Up to 18 Pocket Inserting
- Read & Write Technology (Camera Match)
- In House Post Office (NDC/SCF, Commingle, Co Pal)
- Located in Midwest for Postal Optimization
- Campaign Fulfillment/Sweepstakes

"Either you're going to tell stories that spread, or you will become irrelevant."

Seth Godin

PEOPLE YOU CAN TRUST...DEDICATED TO SERVICE

LET US PARTNER IN YOUR SUCCESS
TOGETHER WE CAN MAKE IT HAPPEN

An industry veteran
serving a diverse
group of clients
for more than
38 years.

www.amidirect.com

ALWAYS READY TO SERVE!

AMi

Contact us:
703-370-4606

- Color Digital Printing
- Data Presorts & List Hygiene
- Inkjet and Laser Personalization
- Direct Mail Services
- Conference Package Assembly & Support
- Premium, Product and Literature Fulfillment
- Logistics
- Custom Projects

AMi, INC.

Milton G. Olekson, President & CEO

4407 Wheeler Avenue
Alexandria, VA 22304

703-370-0382

milt@amidirect.com

www.amidirect.com

AMi

AMi offers high quality direct mail, fulfillment, conference support, and logistic services. Count on us for traditional print and mail options and advanced technologies including Print on Demand and Color Variable Digital Printing, which gives you the flexibility of customizing printed communications and managing inventory.

With our knowledge of postal regulations and other delivery options, we can provide money-saving, stress-reducing, response-provoking guidance to assist you in achieving your goals.

People you can Trust...Dedicated to Service

DON'T MISS THESE UPCOMING WEBINARS

**DIGITAL ADVERTISING,
FACEBOOK, TEXTING,
GEOFENCING AND
MORE!**

WEDNESDAY,
AUGUST 12, 2020
1:00PM - 2:00PM

SEARCH, SEO, SEM AND VOICE

WEDNESDAY,
SEPTEMBER 9, 2020
1:00PM - 2:00PM

BOT GENERATED CONTENT

WEDNESDAY,
SEPTEMBER 30, 2020
1:00PM - 2:00PM



Bigeye Direct is a team of 100 passionate and dedicated mailing professionals utilizing the latest technology, custom programs, and proprietary systems to efficiently produce high volumes of direct mail.

Services include:

- SSAE 16 certified data center and physical plant security
- Full Service IMB coding with online mail tracking
- Cut sheet & continuous form laser personalization
- Digital color laser printing
- Inkjet personalization
- Complete bindery, tabbing, and machine inserting
- On site post office, BMC/SCF drop shipping, & co-mingling service

***Discover Bigeye
and expect to See Better Results!***

Damon Smith, President

13860 Redskin Drive • Herndon, VA 20171
703-955-3020 (office) • 703-966-7848 (mobile)
damon@bigeyedirect.com

www.bigeyedirect.com

BIGEYE Direct, Inc.

Damon Smith, President

13860 Redskin Drive
Herndon, VA 20171
703-955-3020
Cell: 703-966-7848
damon@bigeyedirect.com
www.bigeyedirect.com



BIGEYE Direct is a team of 100 passionate and dedicated mailing professionals utilizing the latest technology, custom programs, and proprietary systems to efficiently produce high volumes of direct mail.

Services include:

- SAS70 certified data center & and physical plant security
- Full-Service IMB coding with online mail tracking
- Cut sheet & continuous form laser personalization
- Digital color laser printing
- Inkjet personalization
- Complete bindery, tabbing, and machine inserting
- On site post office, BMC/SCF drop shipping, & co-mingling service

Discover BIGEYE and expect to See Better Results!

**Communications Corporation
of America**

David Patrick, Sales Representative

13129 Airpark Drive
Elkwood, VA 22178
540-786-2926
david.patrick@cca.net
www.cca.net



Founded in 1971, CCA is a full-service direct mail production facility specializing in continuous form printing, data processing, personalization, embossing, finishing, and mail processing.

In 1973, CCA emphasized technology to improve each direct mail process, and was instrumental in bringing state-of-the-art personalization techniques to its clients. This innovative mindset has continued each day over 47 years, allowing us to maintain a freshness and quality of business unrivaled by other production facilities.

- Full Color Variable Inkjet Printing System
- Laser, Inkjet and embossing personalization
- High speed inserters, matched mailings
- Card Affixing
- Full lettershop and mailing services
- Drop Ship and Commingle

FOR MORE MARKETING EXPOSURE,
JOIN OUR NEW

MARKETING OPPORTUNITIES PARTNERS PROGRAM

VISIT DMAW.ORG



Complex Direct Mail Production is Our Specialty

Donor/Member Renewals and Acknowledgements

From acquisition, to renewal, to timely thank you letters, our production and scheduling capabilities make your job easy.

Customized Personalization and Insertion

Get personal with your donors/members by using what you know about them (giving history, graduation year, etc.) in your letter.

We'll personalize and insert your communication pieces so you can more effectively build and nurture relationships.

Secure Data Processing

Our data processing protocols ensure proper file conversion, set-ups and postal savings which mean your mailings will be done right.

Corporate Mailing Services, Inc.
1625 Knecht Ave
Baltimore, MD 21227
whyCMS.com | (410) 242-7356



Corporate Mailing Services, Inc. (CMS)

Tim Franklin, Director, Client Services
1625 Knecht Avenue
Baltimore, MD 21227
410-501-1128
Cell: 410-259-0990.
timf@whycms.com
www.whycms.com



CMS is the single source solution for your marketing communication needs. As a full-service company, we are dedicated to providing state-of-the-art services to efficiently and effectively distribute your marketing communications, while saving you time and money. We partner with our clients to generate the best ROI from their acquisition, retention and member/donor and internal communications.

Services include: Database, List and Data Processing Services - Data Hygiene and Postal Presort - Full Lettershop with Intelligent Inserting and Flats - Variable Data/Imaging - TransPromo - Statements -Document and Facilities Management.

Cultivated Clients

Mary Ann Ault, Founder
115 Maria's Way
South Park, PA 15129
412-780-3017
maryann@cultivatedclients.com
www.cultivatedclients.com



Cultivated Clients provides authentic handwritten services (no technology - actual people, sitting at a table with a pen). All our mail is sent in a hand addressed envelope with a first-class postage stamp of your choice. Since all our services are completed by hand, we can easily handle unique fulfillment projects that need matched, assembled, inserted, and/or sealed by hand.

We are here to make good things happen for other people.

Design Distributors, Inc.

Bob Becker, Account Executive
300 Marcus Boulevard
Deer Park, NY 11729
703-626-7615
rbecker@designdistributors.com
www.designdistributors.com



Design Distributors has parleyed 50 years of success, massive digital and technological expansion, combined with our industry expertise and innovative thinking to help our clients meet their goals. We have added the HP T-240 Digital Inkjet Web, two Ricoh digital color sheet-fed presses, and a high-speed finishing line. All designed to help get your message to your clients, faster and more cost effectively.

Call or check out our website to find out more.

Fulfillment House Inc.

John Lawlor, CEO
22880 Glenn Drive, Suite 120
Sterling, VA 20164
703-707-8844
jlawlor@fhinc.net
www.fhinc.net



Serving the Direct Mail Industry for over fifteen years, Fulfillment House, Inc. has the experience to manage all of your direct mail or postcard campaigns. FHT provides high-quality on-site data processing, printing, laser and inkjet personalization, labels, bindery, machine and hand inserting, including master mailers.

Conveniently located next to Dulles BMEU, we can mail domestic as well as international. We also offer NDC, SCF drop shipping and quick turnarounds. Contact us today to let our experienced staff show you the quality you deserve and expect, on time, every time.

Image Direct Group, LLC

Dilip Parthasarathy, Owner & President
200 Monroe Avenue, Suite 4
Frederick, MD 21701
301-620-9900
dilip@imagedirectllc.com
www.imagedirectllc.com



Image Direct Group, LLC is a Direct mail and Printing Industry that has been in business for over 20 years in Frederick, Maryland. We have long term clients along with employees. We offer web and sheet fed presses, data processing, laser, ink jet, letter shop and great customer service.

We do it right, on time, every time!

INTEGRAM- Expedited Communications

Tracy Fabian, Chief Executive Officer
22695 Commerce Center Court
Dulles, VA 20166
703-849-1700
tfabian@integram.com
www.integram.com



INTEGRAM is a full-service direct mail company specializing in fast-turn-around production including data processing, laser printing and mailing services. Mail in 24 hours or less using our widely recognized AIR-GRAM® format. Custom formats also available with accelerated schedules.

Whether it's an emergency fundraising letter or a last-minute sales promotion, meeting your deadline is our highest priority. For over 25 years, we have known that your success is our success and that is what puts us ahead of our competition and will keep you ahead of yours.

L & E Meridian

Scott Bobowick, Executive Vice President
8000 Corporate Court
Springfield, VA 22153
703-913-0300
sbobowick@l-e.com
www.l-e.com

L&E | Meridian

Your Goals. Our Expertise. A Perfect Match.

For over 30 years, L&E Meridian has been at the forefront in our industry offering professional services in high-volume data processing, digital printing and mail. We specialize in variable print applications, fulfillment, mailing services and project execution. We consistently strive to meet and exceed expectations and stay ahead of the curve in technology and services.

Services Offered:

- Variable Printing
- Mailing Services
- Real Pen
- Full Production
- Data Services

Let's Work Together.

JOIN YOUR PEERS FOR HAPPY HOUR

SPRING

WEDNESDAY, APRIL 1, 2020

FALL

THURSDAY, OCTOBER 22, 2020

**VISIT WWW.DMAW.ORG
FOR DETAILS!**

MailSmart Logistics

Debbie Sylvester, Vice President, Sales
7160 Columbia Gateway Drive
Suite 300
Columbia, MD 21046
302-545-1629
Fax: 443-539-2741
debbie@mailsmartlogistics.com
www.mailsmartlogistics.com

MailSmart Logistics

We deliver. Your results.SM

MailSmart Logistics gets your mail delivered through the postal system faster and at a significantly lower cost – and it's easy for you. We pick up your mail at the lettershop and deliver it deep into the mail stream, eliminating several steps. Our postal optimization analysis determines the best rate and delivery method for each mailing to maximize your savings.

Services include commingling, drop shipping, co-palletization and hybrid solutions. Our MailTracker tool offers free mail tracking for your outbound and inbound mail.

As an independent, employee-owned company, we advocate for our clients every day. We manage the mail for over 500 organizations and look forward to working with you!

Start taking control of your postal budget and mail delivery now. Contact us today.

MAR

Tim Nenninger, Sales Representative
523 South Meyer Avenue
Valmeyer, IL 62295
800-851-4460
Fax: 618-935-2989
timn@margraphics.com
www.margraphics.com



We help customers attract, serve and retain clients via the print and mail mediums.

Capture and retain more clients with your next direct mail or print marketing project. Drive prospects and clients to your website, store, event or both by incorporating an interactive element.

You can incorporate a coupon, sticker, card, decal, or other item in your printed material. Garner higher response rates, and ultimately a higher ROI, by increasing the interaction between the recipient and the printed piece.

MWI Direct

Mike Huddleston, National Sales Representative
4900 Superior Street
Lincoln, NE 68504
402-464-7711
Cell: 402-610-0835
mike.huddleston@mwidirect.com
www.mwidirect.com



For 30 years, MWI Direct has been a trusted and valued partner providing clients with direct mail execution. Our range of equipment, from cut sheet to web and conventional to digital, enables us to handle all your direct mail programs. Centrally located in the Midwest for economical mail distribution.

Commitment and partnership with our customers are the hallmarks of our business. We look forward to partnering with you.

NMG Mailers/NMG Corporation

Tom Gibson, VP, Sales & Marketing
300 Old Mill Lane
Exton, PA 19341
800-484-4624
tgibson@nmgcorp.com
www.nmgcorp.com



In October of 2018 NMG, which has been serving its current clients as a web printer for more than 30 years, opened NMG Mailers, a full-service mail shop. This now allows NMG to offer its customers "one stop shopping" for its direct mail project. NMG can now offer to print and mail, making it easier for our customers to meet their clients ever changing needs.

OUR THANKS TO ALL THE
VOLUNTEERS
OF THE LAST 65 YEARS -
YOU BUILT A GREAT ORGANIZATION!

PLASTIC MEMBERSHIP CARDS



Direct Mail for Membership Card Programs

OnTime Companies is now **OnTime Card Solutions**

New Name – Same Service



- Loyalty & Membership Cards
- Card Personalization
- Laser Clean Release Cards
- Camera Match Affixing
- Healthcare ID Cards
- Embossing, Thermal, Encoding
- Hi-Speed Laser Imaging
- Mail Fulfillment

*Managing loyalty and membership card programs
of every size, on time – every time!*

617-884-8488 ♦ www.ontimecard.com

FULL SERVICE DIRECT MAIL

OnTime Card Solutions

Richard Connolly
176 Williams Street
Chelsea, MA 02150
617-884-8488 x202
rconnolly@ontimecard.com
www.ontimecard.com



A trusted supplier of plastic card services and direct mail fulfillment for over 20 years.

Our plastic card services include:

- Clean release to 30 mil credit card style plastic
- Embossing, Thermal imaging, Encoding, Inkjet services
- Hi-speed cut-sheet laser imaging

Our direct mail services include camera match card affixing, inserting and more. OnTime Card Solutions offers clients the convenience of one stop shopping - all services managed UNDER ONE ROOF and ON TIME!

Pitney Bowes Presort Services

Chad West, General Manager
Keith Gallant, Major Account Executive
J.R. Caine, Executive Sales Manager
42 Runway Road
Levittown, PA 19057
215-946-2863
chad.west@pb.com
keith.gallant@pb.com
james.caine@pb.com
www.pb.com/us/presortservices



Pitney Bowes processes over 17 Billion pieces of mail annually across our national footprint of 35+ operating centers; including five dedicated to Marketing Mail® commingling. We partner with our clients to capture significant postage discounts and improve delivery on their outbound customer communications while managing complex USPS® regulations.

We provide:

- Guaranteed per piece pricing
- **Three day per week drop schedule**
- Solutions for address precision
- IntelliVIEW™ for mail tracking and compliance reporting

Planet Direct

Ryan Gutman, President

7251 Coppermine Drive
Manassas, VA 20109

703-368-8474

ryan@planetdirectmail.com
www.planetdirectmail.com



Planet Direct is the area's premier one-stop shop for direct mail marketing and more.

We Do It All

- Data Hygiene
- Merge/Purge
- Integrated Marketing
- Prepress Services
- Offset Printing
- Envelope Printing
- Inkjet Personalization
- Laser Personalization
- Bindery Services
- Domestic & International Mail Preparation
- Lettershop Services
- Hand Fulfillment
- In-plant Postal Processing
- Drop Ship & Commingle

Let us put our expertise to work for you!

Print Mail Communications, Inc.

Dave Pullen, Vice President

4333 Davenport Road
Fredericksburg, VA 22408

703-541-5500

contact@pmcdm.com
www.pmcdm.com



Trust PMC to execute your direct mail campaign quickly and accurately. We work hard to ensure high quality production and fantastic service in our extensive facility. PMC works well with agencies and production brokers. By combining extensive experience with innovative, cost-effective direct mail fulfillment solutions, we get your jobs done on time and on budget. Ask me about hand-work solutions, too. Send bid requests and capability questions to contact@pmcdm.com.

ProList

Jeff Thomas, VP, Sales & Business Development

4510 Buckeystown Pike, Suite M
Frederick, MD 21074

301-924-4545 x1022

jthomas@prolist.com
www.prolist.com



When you're looking for an experienced, cost effective direct marketing services provider, look no further than ProList!

Our specialties are the production of highly personalized direct mail packages and daily, weekly and fulfillment mail programs. We also offer integrated timed email campaigns and personalized web landing pages. Other services include custom data programming, list maintenance, NCOA, cut-sheet and continuous form personalization, digital color printing, inserting and hand assembly. For more information contact Jeff Thomas 301-924-4545 x1022 jthomas@prolist.com.

SMS Direct

Ben Kuniholm, Account Executive

8461 Virginia Meadows Drive
Manassas, VA 20109

703-392-0123 x220

ben@smsdirect.com
www.smsdirect.com



We love what we do at SMS Direct. Our passion, experience, and meticulous quality control process have created a thriving business existing for over 35 years. SMS is a full-service mail shop offering print, data, personalization, and lettershop services.

We would love to work with you!

Southwest Publishing & Mailing Corporation

Angie McAtee, Vice President

4000 SE Adams Street
Topeka, KS 66609

877-659-4326

angie@swpks.com
www.swpks.com



Southwest Publishing & Mailing is full-service printing and lettershop. We manufacture envelopes, print envelopes, sheets and continuous forms.

- Flexo, jet, 10 color litho printing.
- Laser, inkjet, and embossing personalization. New Screen Truepress Jet 520ZZ - Full-Color Variable Printing System
- Lettershop and mailing services.
- High speed inserters, master mailers, matched mailings, 24/7 production.
- One Stop Lettershop for the most competitive pricing.

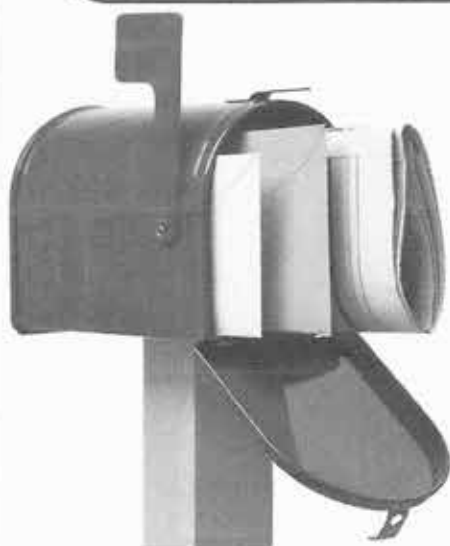
Midwest location for the timely & inexpensive distribution coast to coast. Postal Logistics for maximum postal savings.

- Hand work & fulfillment.

FOR NEW,
UPCOMING EVENTS
VISIT
DMAW.ORG

Reliable mail delivery is your most valuable marketing asset.

Are all your direct mail pieces being delivered and on time?



Are you wasting money on mailings that may not be delivered on time, in good condition—or delivered at all? Let us help you find out!

- *Now more real-time, custom reports*
- In-home delivery date & mail condition
- List tracking
- Email monitoring

Celebrating 45 YEARS of Reliable Mail Tracking and Reporting



US MONITOR

Call Today (845) 875-6300 USmonitor.com

Information that Makes a Difference.

US Monitor

Anita Sass, President

86 Maple Avenue
New City, NY 10956

845-634-1331

info@usmonitor.com

www.usmonitor.com



US MONITOR

Information that Makes a Difference.

Established in 1973, US Monitor is the **first, largest** and **most reliable** world-wide mail monitor service. We process millions of pieces of direct mail each year and protect mailing lists from unauthorized use for some of the nation's largest direct mail users. We track your mailings and list usage with our sophisticated system of seeds and professional monitors. Representatives are assigned to your account, providing the most thorough, accurate, dependable and timely information.

"Yesterday is gone.

Tomorrow has not yet come.

We have only today.

Let us begin."

Mother Theresa

NOTES

[illegible]

PREMIUMS / PROMOTIONAL PRODUCTS & CONTESTS

Capital Design - Freemiums®

Judy Mann

245 Waterman Street, Suite 505
Providence, RI 02906
401-270-6777
judy@freemiums.com
www.freemiums.com

Capital Design is an industry leader in supplying custom designed and manufactured Freemiums® and Back-End Premiums to the direct marketing industry for nonprofit fundraising.

For more than 30 years, Capital Design's Freemiums® and Back-End Premiums have increased donor acquisition, retention and loyalty. Over the years, we have built a portfolio of reliable overseas vendors creating top quality products to fit our client's branding and budgetary needs. All items are produced and delivered to fulfillment centers, packaged accordingly.

At Capital Design we use a personal approach, working alongside our clients while developing and creating premiums, such as, tote bags, water bottles, and jewelry items. Our goal is to help build effective campaigns to fit all transit and postal regulations. Our team is in constant contact with all stakeholders to ensure production is streamlined and all projects are delivered on time.

Contact Capital Design for innovative and creative top-notch service for your next campaign.

Chao

3D Pop-Up Cards

Dat T. Dang

524 Mid Florida Drive, Suite 202
Orlando, FL 32824
407-704-8886 / 8887
Fax: 407-933-8679
sales@chaocards.com
www.chaocards.com



Chao cards creates and offers a wide variety of inspirational, hand-crafted 3D pop up greeting cards for any occasion. Chao is a subsidiary of D&D Unlimited Inc., an international marketing and sourcing company.

We specialize in creative package designs and custom manufacturing of a wide range of products. Our clients include nonprofit organizations, government agencies, direct mail fundraising agencies, and various sized corporations. We have a proven track record in lowering client acquisition costs, improving results in the marketplace, and delivering exceptional service to our clients.

Grantmail

Direct Marketing, Ltd.

Grant Zhu, President & CEO
China: +86/186-0574-5666
grant@grantmaildirect.com

John Stancik, Director, Int'l Business Development

USA: 301-536-2392
john@grantmaildirect.com

15F A01-02, World Trade Center
Ningbo, China 315000
www.grantmaildirect.com



Grantmail Direct Marketing Ltd.
We Turn PREMIUMS into GIFTS!

Grantmail Direct Marketing offers premium products, and hand or automation assembly of full-service, direct mail packages, and fulfillment.

We specialize in delivering consistent, top quality premiums and packages - on time, and at direct-to-market prices. Located in Ningbo, China, we exceed the highest standards in all regards.

Compliance certifications available. 20 years experience. "We Turn Premiums Into GIFTS!"

Magnets 4 Media

7 Chamber Drive
Washington, MO 63090
800-642-6384
contactus@themagnetgroup.com
www.themagnetgroup.com



MagnetsMagnets 4 Media is the largest advertising magnet manufacturer in the country.

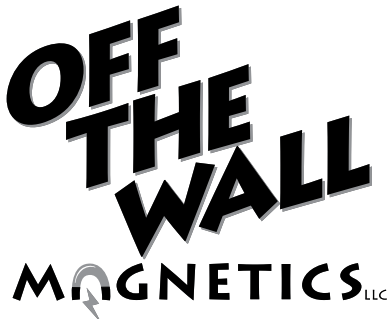
With over thirty years of experience, we deliver top quality magnetic and other promotional products that give your advertisers the opportunity to increase the life of their message in the home.

By consistently implementing technological advances, our turn times and price points are the best in the country.

Our service, competitive prices and amazing quality make us the market leader.

Off The Wall Magnetics

Page Mesher, *President & CEO*
60 SE Main Street
Portland, OR 97214
800-337-2637
page@4thefridge.com
www.4thefridge.com



Magnets Work! Since 1993, Off The Wall Magnetics has been a leading industry supplier - with factories in both Southern California and Midwest USA - for Direct Mail Magnets; Magnet Postcards; Inserts; Tip-Ons, Die cut shape promotional magnets, and car/truck/vehicle magnets. We are known for doing the 'little things' that make jobs go easier, faster, and without hiccups - from 1000 units to millions at a time. Call or stop by our booth for a sample kit!

Osborne Coinage

Randy L. Pavlack, *National Sales Representative*
2851 Massachusetts Avenue
Cincinnati, OH 45225
513-354-3405
Cell: 513-371-9969
randyp@osbornecoin.com
www.osbornecoin.com



OSBORNE COINAGE®

Custom metal coins from Osborne Coinage increase response rates up to 30%. We offer fast turnaround, low cost action devices made in the USA. An in-house graphic department quickly provides layouts. Back-end premiums and gifts are also available for high dollar donors. Metal choices include bright gold brass plate, aluminum and sterling silver.

The Magnet Guys

Clark Rowlette & Scott Perry,
Co-Founders
4811 King Hill Avenue
Saint Joseph, MO 64504
855-MAG-GUYS or 855-624-4897
quotes@themagnetguys.com
themagnetguys.com



Count on The Magnet Guys for eye-catching, message-delivering magnets. With more than 40 years of collective experience in the printing and promotions industry,

The Magnet Guys always come through with extraordinary customer service and prompt delivery of economical, high-quality magnetic products. Every magnet we produce is manufactured in our own centrally located production facility.

Others simply broker magnet products, we are a true direct from manufacturer supplier. Buy direct and SAVE!

Ventura Associates International LLC

Marla Altberg

494 Eighth Avenue, Suite 1700
New York, NY 10001

212-302-8277

Fax: 212-302-2587

maltberg@sweepspromos.com

www.sweepspromos.com

VENTURA ASSOCIATES INTL LLC MARKETING & PROMOTION

Ventura is an award-winning direct marketing and sales promotion agency specializing in the design and execution of highly responsive consumer engagement and activation strategies and tactics, including results-generating online and offline games, contests and sweepstakes.

Our customers include Fortune 500 marketers -- as well as their advertising, promotion and consulting agencies -- in the packaged goods, publishing, direct mail, nonprofit, entertainment, retail and financial services arenas. Call or email for information on Ventura's custom and cooperative turnkey solutions; and let us put over 40 years of experience to work for you.

**SUBMIT ARTICLES
TO EDITOR**
NHE TE
NHETE@NAPCO.COM

JOB EXCHANGE
ANN WALSH
ANN@DMAW.ORG

ADVERTISING
TERRI JONES
TJONES@DMAW.ORG

2020 DMAW MARKETING ADVENTS PUBLICATION SCHEDULE

	<i>Theme</i>	<i>Insertion Due</i>	<i>Materials Due</i>	<i>Publication Date</i>
January	What's Hot in 2020!	November 17	December 4	January 1
February	Keeping Up with USPS-Data Privacy-Taxes	December 31	January 16	February 1
March	Direct Response Integrates with Mid-Level, Major & Planned Giving	December 31	January 16	March 1
April	Classic Direct Marketing	January 28	February 15	April 1
May	The Digital & Marketing Technology Issue	February 28	March 20	May 1
June	Creative - Telling Stories-Copy & Graphics	April 2	April 22	June 1
July	Year-End	April 29	May 17	July 1
September	Sustainers Issue	June 26	July 22	September 1
October	Data Analytics	July 26	August 19	October 1
Nov/Dec	The Best of Bridge	August 29	September 19	December 1

NOTES

[illegible]

PRINTERS (INCLUDING SPECIALTY)

Advanced Response Systems

Nick Reinking, National Account Executive

13175 George Weber Drive
Rogers, MN 55374

763-201-9105

nick@advanced-response.com

www.advanced-response.com



ARS is a full-service direct marketing company, specializing in print & mailshop production.

Over 35 years in business. Some of our capabilities are, but not limited to:

- Envelope Printing
- Digital Web Inkjet Printing
- Web Printing
- Sheetfed Printing
- Continuous Form & Sheet, Simplex & Duplex Imaging
- DOD Inkjet Imaging
- Card/Stamp/Premium Affixing
- Up to 18 Pocket Inserting
- Read & Write Technology (Camera Match)
- In House Post Office (NDC/SCF, Commingle, Co Pal)
- Located in Midwest for Postal Optimization
- Campaign Fulfillment/Sweepstakes

Alliance Business Systems, Inc.

Kevin P. Mullarkey, President

3605 Edgmont Avenue
Brookhaven, PA 19015

610-544-8188

kevin@allianceinc.com

www.allianceinc.com



Get A Free Quote Today!

Phone: 610-544-8188

Email: quote@allianceinc.com

Alliance, your nationwide one stop Print and Mailing partner!

Since 1996 we have been taking care of customers, large and small, working in Marketing Departments, Ad Agencies, Mailing houses, and Nonprofit Organizations. We strive to earn your business each and every day either as a new customer or existing customer. Your quality and service are guaranteed!

Our highly skilled Print Production managers have over 25 years of experience in the print and mailing industry to ensure your job is done cost effectively, on time and on budget.

*The word “**philanthropy**”
derives from the Ancient Greek
phrase **philanthropia**, meaning
“to love people”*

allied

YOUR EXPECTATIONS FULFILLED HERE

Allied Printing Resources

Carlstadt, NJ

nowallied.com

800.842.5951
201.440.2000

Full Service Direct Mail Print Providers

ENVELOPES | LETTERS | INSERTS | CONTINUOUS FORMS

Allied Printing Resources

Jeff Miller, *Vice President, Sales*

201-440-2000 x123

jmiller@nowallied.com

Mike Anderson, *Director, Business Development*

703-399-6104

manderson@nowallied.com

33 Commerce Road
Carlstadt, NJ 07072
www.nowallied.com

allied

Allied is a full-service direct mail print production company located in Carlstadt, NJ. With more than 75 years of experience, Allied stands ready to handle all your direct mail printing needs. Our production capabilities include direct-to-plate prepress, full web and cutsheet printing as well as our envelope division. Our services are comprehensive, our facilities are modern, and our employees are dedicated. Call Allied today or visit our website at www.nowallied.com.

You will be amazed by our services!

Communications Corporation of America

David Patrick, *Sales Representative*

13129 Airpark Drive

Elkwood, VA 22178

540-786-2926

david.patrick@cca.net

www.cca.net



Founded in 1971, CCA is a full-service direct mail production facility specializing in continuous form printing, data processing, personalization, embossing, finishing, and mail processing.

In 1973, CCA emphasized technology to improve each direct mail process, and was instrumental in bringing state-of-the-art personalization techniques to its clients. This innovative mindset has continued each day over 47 years, allowing us to maintain a freshness and quality of business unrivaled by other production facilities.

- Full Color Variable Inkjet Printing System
- Laser, Inkjet and embossing personalization
- High speed inserters, matched mailings
- Card Affixing
- Full lettershop and mailing services
- Drop Ship and Commingle

LET'S GET EDUCATED!

ACQUISITION STRATEGY FORUM

WEDNESDAY, APRIL 1, 2020
SEIU

DATA STRATEGY FORUM

THURSDAY, MAY 14, 2020
NATIONAL HOUSING CENTER

DIGITAL DAY FORUM

WEDNESDAY, JUNE 17, 2020
NATIONAL HOUSING CENTER

PRODUCTION STRATEGIES

FRIDAY, AUGUST 7, 2020

SUSTAINER DAY

THURSDAY, SEPTEMBER 24, 2020
SEIU

CREATIVE

WEDNESDAY, OCTOBER 7, 2020
SEIU



Discover for yourself why CP Direct has a reputation for delivering a superior customer experience while offering high quality printing services. Our equipment is specifically built for the direct mail industry and we provide end to end solutions for:

- Full service production of direct mail projects including printing and mailing
- Roll to Roll and Fan Folded Continuous Forms, up to 10 Colors
- Letters, Replies, Inserts, Brochures, Newsletters, Cards and Envelopes
- Jobs requiring extremely fast turn times



CP Direct – 4600A Boston Way – Lanham, MD 20706 – 301.577.3003 – www.cpdirectinc.com

CP DIRECT

Matt Trotta, President
Al Stahl, VP, Business Development
 4600A Boston Way
 Lanham, MD 20706
301-577-3003
 Fax: 301-918-4084
mtrotta@cpdirectinc.com
astahl@cpdirectinc.com
www.cpdirectinc.com



CP Direct, Inc. is a privately-owned company that supplies superior direct mail printing services to a wide variety of national direct mailers. Our products include continuous forms up to 10 colors (rolls, fan fold and cut sheet) as well as letters, replies, inserts, brochures, newsletters and cards. Our plant operates both web and sheet fed presses, and offers full-service pre-press and bindery capabilities in our 24-hour facility, located in Lanham, MD.

EAGLE Graphics Inc.

Edward D. Jocham, President
 150 North Moyer Street
 Annville, PA 17003
800-441-8198
eagle@eaglegraphic.com
www.eaglegraphic.com



EAGLE Graphics, Inc.
"Soaring to your highest expectations"

EAGLE Graphics Inc. is an independent, family-owned printing company that has been providing print distributors with quality business printing, direct mail and general commercial type printing service since 1976. In addition to providing these quality products, it also provides an unsurpassed level of quality service. The next time you are looking for a dependable source, give EAGLE Graphics a try. You'll be glad you did.

Ennis, Inc.

Chris O'Brien, NE Regional Sales Manager
800-287-4038
chris_obrien@ennis.com
www.ennis.com



Sometimes finding the right source can be tough!

We make it easy. One contact. Extensive product line. Unlimited resources.

Regional Facilities:

National-Imprint Corp. – Claysburg, PA
 Specializing in envelopes, custom windows, four-color process and digital printing.

Ennis – Chatham - Chatham, VA
 Specializing in high color and integrated products.

General Financial Supply – Bridgewater, VA
 Specializing in bank forms, negotiable documents and MICR printing.

PrintXcel – Clarksville, TN
 Home of VersaSeal – pressure-seal mailers (snap packs) & direct mail.

Mutual Graphics – Powell, TN
 Specializing in snap outs / unit sets, continuous and cut-sheet forms.

Wisco Envelope – Tullahoma, TN
 Specializing in envelopes and letterhead, including custom window envelopes.

Printegra – Smyrna, GA
 Specializing in short-run digital business printing, including checks and forms.

Four Star Printing

Bruce Ehlert, President

43671 Trade Center Place, Suite 154
Dulles, VA 20166

703-661-0210

info@fourstarprinting.com

www.fourstarprinting.com



Four Star Printing is a full-service commercial printer that specializes in quick turnaround for small to medium run lengths. For over 35 years we have served direct mail, production and mailing companies with our "can do" attitude. Our experienced production team works diligently to produce quality work that is delivered on time.

Our services include: 2-4 color sheetfed offset presses, 4 color digital printing, 4 color digital variable printing, large format printing that include posters and banners, Halm Super Jet envelope and Didde web presses along with complete bindery services. Our dedicated customer service team is ready to help you with your next project!

Good Printers, Inc.

Nick Fornadel, Account Executive

213 Dry River Road
Bridgewater, VA 22812

800-296-3731

Cell: 540-435-4911

nickfornadel@goodprinters.com

www.goodprinters.com



Over the past century, Good Printers Inc. has established itself as a reputable commercial print and most recently also direct mail facility servicing both for profit/nonprofit entities in the greater Washington D.C. metro area.

Our focus remains in providing a variety of full color publications, and marketing collateral at the highest level of service, quality, and attention to our customers' needs.

Heeter

Thomas J. Boyle, VP, Sales & Marketing

441 Technology Drive
Canonsburg, PA 15126

724-746-5000

tboyle@heeter.com

www.heeter.com



Print • Direct Mail • Fulfillment • Digital

Heeter is your comprehensive, secure printing and mailing partner.

Whether it's lead generation, brand awareness, or customer engagement and retention, our suite of services delivers your marketing communications solutions - reliably and securely.

We are data and variable print experts, and we serve industries such as gaming, insurance, nonprofit and retail that require high levels of security. We address your privacy and environmental concerns, too. That's why Heeter is certified and compliant across major standards, including the Health Insurance Portability and Accountability Act (HIPAA), SOC II Type 2 and Forest Stewardship Council (FSC). We're G7 Master Color Qualified, too.

Our boundless creativity, advanced technology and cost-effective results make your communications extraordinary and successful.

DON'T MISS THESE UPCOMING WEBINARS

DIGITAL ADVERTISING, FACEBOOK, TEXTING, GEOFENCING AND MORE!

WEDNESDAY, AUGUST 12, 2020 • 1:00PM - 2:00PM

SEARCH, SEO, SEM AND VOICE

WEDNESDAY, SEPTEMBER 9, 2020 • 1:00PM - 2:00PM

BOT GENERATED CONTENT

WEDNESDAY, SEPTEMBER 30, 2020 • 1:00PM - 2:00PM

Hub Labels, Inc.

Don Andersen, Sales Manager

18223 Shawley Drive
Hagerstown, MD 21740

301-790-1660 x288

dandersen@hublabels.com

www.hublabels.com



OUR VISION STATEMENT

Hub Labels is passionate about providing the ultimate customer and employee experience while positively impacting the community, environment and industry.

With over 35 years of printing, manufacturing and converting label material expertise, Hub Labels has been recognized as the premier partner to the Direct Mail Industry. We help organizations improve response rates, drive calls to action and add members/donations.

Our 110,000 square foot facility in Hagerstown, Maryland, is strategically located at the transportation hub of Interstates 70 & 81.

Proudly made in MARYLAND!

Making Campaigns POP!



Better Results With:

- Direct Mail Forms
- Piggyback Labels
- Bumper Stickers
- Sticker Sheets
- Return Address Labels
- Post-It Notes
- Coupon Labels



301.790.1660 | www.HubLabels.com
Contact: Don Andersen 240.527.1611
dandersen@hublabels.com

J.J. Collins Printers

James F. Collins, Jr., President

2300 Warrentown Road, Suite 190
Downers Grove, IL 60515

630-960-2525

jcollins@jjcollins.com

www.jjcollins.com



J.J. Collins

Printers since 1878

Web Offset/Envelopes/Digital

For over 141 years J.J. Collins Printers has evolved and survived in the print manufacturing business with a multitude of very satisfied clients.

Unparalleled expertise in Direct Mail, Commercial Print, Envelopes and Digital offers full-service print solutions to current clients and future prospects. We are passionate about the customer experience through world class customer care, immediate pricing and expedited delivery.

Japs-Olson Company

Debbie Roth, Vice President

7500 Excelsior Boulevard
St. Louis Park, MN 55426

952-912-1440

Fax: 952-912-1900

droth@japsolson.com

www.japsolson.com



JAPS-OLSON COMPANY

Commercial Printing & Direct Mailing

www.japsolson.com

Japs-Olson Company is helping customers get their direct mail campaigns produced with better targeting, faster in-home delivery and more formats to create a better ROI. This has been our focus for over 110 years. Our reputation has been built with unparalleled expertise, technology and innovation. Call Patrick Beddor at 952-912-1466 for more information.

McCourt Label Company

Joe Tigani, Sales Representative

20 Egbert Lane

Lewis Run, PA 16738

800-458-2390

jtigani@mccourtlabel.com

www.mccourtlabel.com

*Solutions
That Stick!*



Serving you with these direct mail label products:

- Return address labels (large rolls, fanfolded, or sheeted up to 18" wide)
- Bumper stickers and decals
- Clean-release membership cards
- Cut, single membership cards
- Repositionable sticky notes
- Piggyback labels
- New "scratch-off" dots
- 16 colors up to 13.5" wide (including foil)
- Union bug
- New Digitally Printed Labels

Our experience and attention to detail; coupled with our flexible production schedule has earned us long-term customer relationships. Call Today!

Here's What's New and Cool in the Card World

SELF MAILER FORMATS – for both Hard Cards as well as thinner Laser Cards!

If you do not have additional inserts, these formats are very efficient and great looking!

No envelopes, no inserting, **GUARANTEED MATCHES!**

MEMBERSHIP CARD/CERTIFICATE COMBO FORMATS – these can be combined onto one sheet for cost savings on production and guaranteed matches on mailings. Great for **MEDICAL** and **ENGINEERING** organizations, or anyone that certifies their members.

LASER VALUE and VALUE X Cards/Forms – MCO produces this style of both **INTEGRATED** as well as **AFFIXED** Laser Cards that are designed to provide **SOLUTIONS** for **HIGH COLOR** but **LOW QUANTITY** dilemmas.



New LAY FLAT CARD OPTIONS – these can be provided **BLANK** or **PRINTED**. Many options for Paper and Plastic, Integrated and Affixed, Simplex and Duplex Imaging. Any Letter Shop can purchase "Base Stock" at lower costs and create finished pieces on demand!

Digital "ALL IN ONE" RAC Pieces – If you want Luggage Tags, Bookmarks, Membership Cards, Key Fobs (ANY SHAPE).....you can combine any or all

of them onto these Value Added pieces! Full color, and you can merge

Graphics with Variable information. Laminates are added after print

for complete protection of Data and Graphics.



**MEMBERSHIP
CARDS ONLY, LLC**

(800) 77 CARDS which is (800) 772-2737

www.membershipcards.com • jmeg@membershipcards.com

Membership Cards Only

John Meginley, President

8000 Towers Crescent Drive

Suite 1350

Vienna, VA 22182

800-77-CARDS

703-760-7840

Fax: 703-573-0703

jmeg@membershipcards.com

www.membershipcards.com



Complete printing, personalization and mailshop services specializing in membership card applications.

Products/Services Include:

- NEW Self Mailer Formats
- Cards for Digital Presses
- Low Cost Laser-Valu Cards
- Card Imaging and Match Affixing
- Many LAY FLAT Formats for Simplex and Duplex Laser Imaging
- New "ALL IN ONE RAC" Digicard Formats to include Luggage Tags, Key Fobs (any shape), Bookmarks, and of course, Membership Cards.
- Card/Certificate Layouts
- Many Card/Label Layouts
- Blank Digital and Lay Flat options – Lettershops can purchase "Base Stock" at low prices and create Finished Pieces On Demand
- UNION Options



300 Old Mill Lane
Exton, PA 19341



901 Tryens Road, Unit 2
Aston, PA 19041

Tom Gibson
Vice President
Sales & Marketing

Cell #: 610-496-3776

tgibson@nmgcorp.com

NMG Corporation/NMG Mailers

Tom Gibson, VP, Sales & Marketing
300 Old Mill Lane
Exton, PA 19341

610-496-3776

tgibson@nmgcorp.com

www.nmgcorp.com



MVP Press

Bruce Ehlert, Partner

43720 Trade Center Place, Suite 135
Dulles, VA 20166

703-661-6877

bruce@mvppress.net

www.mvppress.net



MVP Press specializes in quick turn direct mail printing and production management. Our goal is to print and mail your project on time, every time. With over 30 years of production experience, knowledgeable customer service and a dedicated team, you can count on us. We want to be your most valuable direct mail partner.

Our services include:

- Artwork
- Envelope printing
- Full color digital personalization
- Offset print
- 4cp printing
- Perfect binding
- Data processing
- Lettershop and mailing services

National Graphics, Inc.

Tom Etzel, Vice President, Sales

248 Route 139
North Branford, CT 06471

203-481-2351

tetzel@natgraphics.com

www.natgraphics.com



Since 1980, NATIONAL GRAPHICS has been a recognized leader among direct response printers, producing letters, brochures, forms, liftnotes/buckslips, cards/inserts, newsletters and booklets from one to eight colors. Our NATIONAL DIRECT division handles full packages from printing through mailing. We are a financially stable, debt-free company. We run 24 hours a day, 7 days a week and ship anywhere in the United States. We continue to add equipment including a new 10-color forms press, ready for 2020.

Call NATIONAL GRAPHICS today; or visit our website at www.natgraphics.com

We look forward to serving you!

In October of 2018 NMG, which has been serving its current clients as a web printer for more than 30 years, opened NMG Mailers, a full-service mail shop. This now allows NMG to offer its customers "one stop shopping" for its direct mail project. NMG can now offer to print and mail, making it easier for our customers to meet their clients ever changing needs.

Nova

Label Co., Inc.
custom printed labels

Since 1982, **Nova** Label has provided quality printed pressure sensitive labels used in a wide range of applications and industries. Contact us to discuss your next label project.



Locally Manufactured Custom Printed Pressure Sensitive Labels



4819 Lydell Rd., Cheverly, MD 20781
phone: 301.386.4433 fax: 301.386.4606
alan@novalabel.com

RRD Marketing Solutions

Dave Ciochi, VP Sales, Eastern Region
261 Madison Avenue
New York, NY 10016
800-742-4455
dave.j.ciochi@rrd.com
www.ms.rrd.com



Optimize Engagement

RRD Marketing Solutions helps brands optimize engagement with their customers across all touchpoints. Our direct mail services offer an unparalleled depth of resources for nonprofits, and our performance-based testing strategies have produced winning donor campaigns for decades.

Let us help you grow your business through innovative, highly personalized campaigns that help acquire, retain and grow your customer base.

Nova Label Co., Inc.

Alan Rich, President
4819 Lydell Road
Cheverly, MD 20781
301-386-4433
Cell: 301-351-0124
alan@novalabel.com
www.novalabel.com

Nova

Label Co., Inc.
custom printed labels

Nova Label Co., Inc. is your local manufacturer for quality printed pressure sensitive labels...offering:

- Continuous form (up to 20" wide)
- Rolls
- Sticker Sheets, Laser Sheets
- Decals and window stickers
- Specialty materials and constructions
- Labels for automatic affixing
- Up to 10 ink colors
- FAST RELIABLE SERVICE

We won't pressure you to buy, and are sensitive to all your label needs.

"How dare you settle for less when the world has made it so easy for you to be remarkable?"

Seth Godin

Southwest Publishing & Mailing Corporation

Angie McAtee, Vice President

4000 SE Adams Street
Topeka, KS 66609

877-659-4326

angie@swpks.com

www.swpks.com



**Southwest Publishing
and Mailing Corporation**

Southwest Publishing & Mailing is full-service printing and lettershop. We manufacture envelopes, print envelopes, sheets and continuous forms.

- Flexo, jet, 10 color litho printing.
- Laser, inkjet, and embossing personalization. New Screen Truepress Jet 520ZZ - Full-Color Variable Printing System
- Lettershop and mailing services.
- High speed inserters, master mailers, matched mailings, 24/7 production.
- One Stop Lettershop for the most competitive pricing.

Midwest location for the timely & inexpensive distribution coast to coast. Postal Logistics for maximum postal savings.

- Hand work & fulfillment.

Stephenson Printing Inc.

George Stephenson, President

5731 General Washington Drive
Alexandria, VA 22312

703-642-9000 x2500

gstephenson@stephensonprinting.com

www.stephensonprinting.com



STEPHENSONPRINTINGINC

With digital presses capable of variable data and inline addressing, sheetfed presses printing up to 18,000 sheets per hour and full-web presses printing 4, 8, 12, 16, 24 or 32 pages at a time all backed by an extensive inhouse bindery including folding, gluing, banding, saddlestitching and perfect binding, Stephenson's products include publications, catalogs, annual reports, calendars, maps, wrapping paper, booklets, newsletters, brochures, postcards and more in quantities from one into the millions. Full mailing and fulfillment services are also available and done inhouse.

The Production Advantage

Bob Davis, Owner

13873 Park Center Road, Suite 15
Herndon, VA 20171

703-818-1633

Cell: 703-946-6249

bob@productionadvantage.com

www.productionadvantage.com



In 1989 The Production Advantage was founded upon a single guiding principle: To provide the highest level of direct mail production management in the industry. We are veteran, top-flight direct marketing experts. It's no accident that our clients are some of the top direct marketers and fundraisers in the country. Come see why.

Quality direct mail production that saves you time and money. That means peace of mind for you. Start by comparing our prices. Our incomparable service speaks for itself.

AND THE WINNER IS... JOIN US TO FIND OUT!

MAXI AWARDS CEREMONY

WEDNESDAY, JULY 15, 2020

GAYLORD NATIONAL HARBOR HOTEL • NATIONAL HARBOR, MD
(ADJACENT TO WASHINGTON, DC)

NOTES

This image shows a single sheet of white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.

SOFTWARE

Allegiance Fundraising Group

3064 49th Street, South
Fargo, ND 58104
844-858-7654
sales@allegiancefundraising.com
www.allegiancefundraising.com



ALLEGIANCE FUNDRAISING

Allegiance Fundraising Group offers powerful fundraising solutions for nonprofits of all sizes. Our fundraising software, agency services, digital marketing, web development services, and loyalty programs can stand alone or work seamlessly together, giving you access to a true end-to-end fundraising solution previously unavailable to the vast majority of organizations. No matter what you need us for, you'll be able to better focus on your mission while we handle a lot of the heavy lifting.

Salsa Labs, Inc.

Wendy Levine, Marketing Director
7920 Norfolk Avenue, Suite 550
Bethesda, MD 20814
724-254-7447
wlevine@salsalabs.com
www.salsalabs.com



Salsa is the world's first supporter engagement platform - unifying online supporter engagement, fundraising, advocacy, event management, and constituent relationship management in one integrated system.

Salsa empowers nonprofits to target and segment rich supporter profiles, connect online and offline with relevant messages, convert supporter interest into action with online forms, and optimize outreach with built-in best practices. With access to these powerful tools plus award-winning customer support, nonprofits across the world are boosting staff efficiency, deepening supporter relationships, and accelerating fundraising growth.

*"If your actions inspire others to
dream more, learn more,
do more, and become more,
you are a leader."*

John Quincy Adams

NOTES

[illegible]

TELEMARKETING / CUSTOMER SERVICE

CAPTEL

Phil Smith, President & CEO

300 Fifth Street, NE
Washington, DC 20002

202-546-6874

psmith@captel.net

www.captel.net



CAPTEL®

CAPTEL is a national leader in telemarketing and direct mail for associations, nonprofits and political organizations.

The firm specializes in association PAC fundraising and membership development for the many of the Nation's leading professional and industry associations. CAPTEL also provides major donor and broad-based fundraising services for political organizations, public policy institutions and nonprofit organizations.

CAUSEWORX

Geoff Lloyd, CEO

416-846-2980

geoff.lloyd@causeworx.ca

www.causeworx.ca



CAUSEWORX

CAUSEWORX specializes in:

- Planned Giving
- Mid-Donor
- Monthly Sustainers

The phone is the fundraisers greatest relationship building opportunity!

Marketing General Incorporated

**Charity Moody, Manager-
Telemarketing Services**

Joshua Elbert, Assistant Coordinator

625 North Washington Street, Suite 450
Alexandria, VA 22314

703-739-1000

tbutte@marketinggeneral.com

cmoody@marketinggeneral.com

www.marketinggeneral.com



**40 YEARS HELPING MEMBERSHIP
ORGANIZATIONS GROW**

Marketing General's award-winning telemarketing team has a combined 34 years of experience serving the professional association community. Our highly qualified and experienced calling partners are PCI compliant and have passed the highest quality control and performance standards.

Whether we are retained to renew lapsed memberships and certifications, increase meeting attendance, or conduct surveys, we carefully match our callers with clients and their respective programs to achieve the very best results.

For more information visit www.marketinggeneral.com or contact Charity Moody at 703-706-0376 or Joshua Elbert at 703-706-0322.

MDS Communications

Jay Mount, President

545 West Juanita Avenue
Mesa, AZ 85210

480-687-1729

jaymount@mdscom.com

www.mdscom.com



MDS provides a complete array of telephone fundraising services for nonprofit organizations. Outstanding results, unparalleled quality, reasonable prices and attentive customer service have led many of the nation's most respected organizations to partner with MDS.

Public Interest Communications, Inc.

Jim Chmielewski, VP, Client Services

7700 Leesburg Pike, Suite 416
Falls Church, VA 22043

703-847-8300

jim@pic1.com

www.pubintcom.com

For over 40 years, Public Interest Communications (PIC) has maximized the relationship-building power of the telephone on behalf of the most successful nonprofit organizations, associations, public policy advocates, political and cultural institutions in America.

PIC's respect of our clients' missions and their constituents' intelligence produces superior results—higher response rates, donation amounts, member retention rates and net income.

NOTES

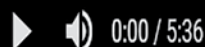
[illegible]

VIDEO PRODUCTION / DUPLICATION

Exponential Response Booster

It is no secret that VIDEO is a superior medium for telling your story and generating more response. Whether adding an emotionally charged video to increase your web site engagement or adding DRTV to lift response from all your other channels, video moves people! Find out how easy and affordable it can be to increase your client's fundraising with TV or video.

Call 703-471-4900 for a free consultation.



Media Reactions, Inc.

Ron Guberman

11709 Bowman Green Drive
Reston, VA 20190-3501

703-471-4900

ron@mediareactions.com

www.mediareactions.com



Put the persuasive power of video to work on your next campaign. Let us take YOUR proven message to a higher level of response by harnessing the emotional impact of video to tell your story far better than you can in just print alone. We're experienced, affordable and effective.

We can provide a full range of video services from scripting and production to editing and DVD duplication. To explore the exciting possibilities that direct response TV, online video or DVD mailings can offer, call Media Reactions for a free consultation.

NOTES

[illegible]

WEB DESIGN & SERVICES

Allegiance Fundraising Group

3064 49th Street, South
Fargo, ND 58104
844-858-7654
sales@allegiancefundraising.com
www.allegiancefundraising.com



**ALLEGIANCE
FUNDRAISING**

Allegiance Fundraising Group offers powerful fundraising solutions for nonprofits of all sizes. Our fundraising software, agency services, digital marketing, web development services, and loyalty programs can stand alone or work seamlessly together, giving you access to a true end-to-end fundraising solution previously unavailable to the vast majority of organizations. No matter what you need us for, you'll be able to better focus on your mission while we handle a lot of the heavy lifting.

Beaconfire RED

A Division of Allegiance Fundraising

Brian Rogel

2300 Clarendon Boulevard, Suite 925
Arlington, VA 22201
571-814-3817
contactus@beaconfire-red.com
www.beaconfire-red.com



**ALLEGIANCE
FUNDRAISING**

Beaconfire RED, a Division of Allegiance Fundraising Group, provides smart digital and direct response fundraising, marketing, design and technology and software solutions to help nonprofits grow. We build digital web and mobile experiences from the ground up and tackle complex technical integrations. We create digital and direct mail campaigns to inspire people to join, give and support your brand. And we lead digital transformation by developing holistic, end-to-end audience and user experience strategies.

JOIN YOUR PEERS FOR HAPPY HOUR

SPRING • WEDNESDAY, APRIL 1, 2020
FALL • THURSDAY, OCTOBER 22, 2020

VISIT WWW.DMAW.ORG FOR DETAILS!

www.mosaicstg.com



We Speak Human.

Let's have a conversation so that you can focus on what you do best. Making good things happen.



Websites



Mobile Apps



Digital Marketing



Data Services



Strategy



Mosaic Strategies Group

Vanessa Byrem-Tangy, Partner

2 Broad Street, Suite 302

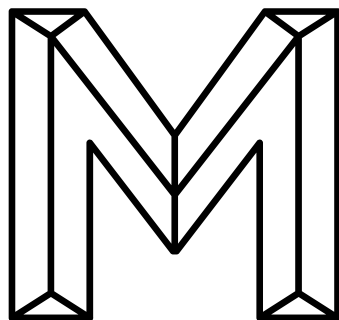
Bloomfield, NJ 07003

973-841-7079 x104

Cell: 732-485-5202

vanessa@mosaicstg.com

www.mosaicstg.com



Through digital, brand, and strategy, we craft experiences that are collaborative, open and fun. Our experienced team will help you transition from what you have to what you want.

Don't get lost in tech terms and other jargon. We work with clients to find the best path so that they can spend their time doing what they do best. Making good things happen. Let's have a conversation today.

*"Employees want to feel inspired by their leaders...
hire individuals who will lead by example."*

**Jody Kohner, VP of Employee Marketing
& Engagement, Salesforce**

INDEX

5W Strategies, Inc.	13	Deluxe Treasury Management Solutions.....	5
A Direct Solution	31	Design Distributors, Inc.	70
Action Mailers, Inc.	Mailing/Lettershop Divider, 67	Diamond Communication Solutions.....	36
Acuity Integrated Marketing.....	31	Diamond Envelope Corporation	26
Acxiom LLC	13	Direct Creative, Inc.	9
Advanced Response Systems.....	25, 47, 67, 81	Direct Mail Processors, Inc.	5, 29
Allegiance Fundraising Group.....	19, 31, 91, 97	Direct Mail Works	48, 49
Alliance Business Systems, Inc.	81	DirectMail2.0	20
Allied Printing Resources.....	25, 82	DonorBase, Inc.	62
Amergent	32	DR2.....	10
American Mailing Lists Corporation (AMLC)	61	Dunhill International List Company, Inc.	62
American Marketing & Communications Corp.....	55	EAGLE Graphics Inc.	83
American Target Advertising, Inc (ATA)	32	EdgeMark Partners.....	48
AMi, Inc.	29, 68	Eidolon Communications	36
ASAP FAST Color Graphics	47	EngageUSA	6
Ascenta Group	Yellow Pages Section Divider, 32, 55	Ennis, Inc.	26, 83
Avalon Consulting Group	32	EPACO Direct, Inc.	63
Barry Cox, Copywriter	9	Ethnic Technologies	15
Barton Cotton.....	33, 55	Faircom New York.....	36
Beaconfire RED.....	19, 33, 97	Four Star Printing.....	84
Belardi Wong.....	61	Frakture	15
BIGEYE Direct, Inc.	47, 69	Fulfillment House Inc.	71
Blakely	33	Gabriel Group	37
Bulletproof.....	Creative/ Copywriting/ Design/ Production Section Divider, 9	Good Printers	84
C.I. Partners Direct	9, 34, 56	Grantmail Direct Marketing, Ltd.....	77
Capital Design - Freemiums	77	Greater Giving.....	37
CAPTEL	3, 34, 56, 93	Heeter.....	84
Care2.....	19	Hispanic Marketing & Publishing.....	10, 56
Carol Enters List Company (CELCO)	61	Hub Labels, Inc.	85
CAUSEWORX.....	93	Huntsinger & Jeffer, Inc.	37, 57
CDR Fundraising Group	34, 56	Huntsinger & Jeffer List Services	63
Cenveo	25	Image Direct Group LLC	71
Chao	77	Impact Communications, Inc.	10, 57
Chapman Cubine + Hussey.....	20, 34	Infogroup Media Solutions.....	63
Communications Corporation of America.....	48, 69, 82	INTEGRAM.....	71
Complete Mailing Lists, LLC.....	62	Integrated Direct Marketing.....	3, 20, 38, 57
Concord Direct	35	J.J. Collins Printers	26, 85
CorePro Data Direct	Data & Analytics Divider, 13	Japs-Olson Company	Back Cover, 49, 85
Corporate Mailing Services, Inc. (CMS).....	14, 29, 48, 70	K2D Strategies.....	38
CP Direct	83	KAP.....	64
Cull Martin & Associates, Inc.	35	Kenmore Envelope.....	26
Cultivated Clients	70	L & E Meridian.....	Full-Service Operation Divider, 15, 49, 71
Data Management Inc.	14	Lake Group Media, Inc.	64
Data Services, Inc.	14	Lautman Masko Neill & Company	38, 39
DatabaseUSA	15	Lawrence Direct Marketing, Inc.	39
DaVinci Direct.....	35	MackayMitchell Envelope Company	27
		Magnets 4 Media	78

INDEX

MailSmart Logistics.....	Inside Front Cover, 72	Production Solutions	10, 51
Mal Warwick Donordigital	39	ProList.....	74
MAR.....	72	Public Interest Communications, Inc.	93
MarkeTeam, LLC.....	16, 40, 57	Redfield Direct LLC.....	52
Marketing General – Data & Analytics	16	ResourceOne	52
Marketing General – Digital Marketing	20	RHA Marketing	52
Marketing General – Fundraising/Marketing Agencies.....	40	RKD Group	43
Marketing General – Full-Service Operation	50	RMI Direct Marketing	66
Marketing General – Telemarketing	93	Robertson Mailing List Company (RMLC).....	66
Masterworks	40	RRD Marketing Solutions.....	52, 88
McClung Companies.....	50	RWT Production	52
McCourt Label Company	86	Sage Communications	11, 21
MDS Communications.....	93	Salsa Labs, Inc.	91
Media Cause	41	Sanky Communications, Inc.	43
Media Reactions, Inc.	41, 95	Saturn Corporation.....	17
MEGA (Mary Elizabeth Granger & Associates, Inc.)	64	Schultz & Williams, Inc.	11, 21, 44, 59
Membership Cards Only	86	Silver Marketing.....	44
Merkle Response Management Group	6, 30	Sisk Fulfillment Service	30
MGI Lists – a division of Marketing General.....	65	Site Impact	22
MMI Direct.....	16, 21	SMS Direct.....	74
Mosaic Strategies Group.....	98	Southwest Publishing & Mailing Corp.	27, 53, 74, 89
MVP Press.....	87	Stephen Winchell & Associates.....	44
MWI Direct	50, 72	Stephenson Printing	89
Nacha	6	Sue Curran Design	11
Names in the News	65	THD	45
National Fundraising Lists	65	The Calmark Group	53
National Graphics, Inc.	87	The Delta Group.....	3, 59
Navistar Direct Marketing.....	50	The Donnee Group	45
New River Communications	58	The Engage Group.....	22
NEWPORT ONE.....	41, 58	The Harrington Agency	Full-Service Fundraising & Marketing Agencies Divider, 22, 45
NEXT List Company	65	The Lukens Company.....	22, 46
Nexus Direct.....	42, 58	The Magnet Guys.....	78
NMG Corporation/NMG Mailers.....	72, 87	The Production Advantage.....	54, 89
NMG Mailers/NMG Corporation.....	72, 87	The Production Management Group	Inside Back Cover, 12, 54
Nova Label Co., Inc.	88	Tri State Envelope	28
O'Brien I Garrett	42	United Envelope.....	28
Off The Wall Magnetics	78	US Monitor	75
One & All.....	42, 43	Vallejo, Fred / Direct Marketing Copy, Inc.....	12
ONE HUNDRED	58	Ventura Associates International LLC	79
OnTime Card Solutions	73	Washington Intelligence Bureau.....	7
Osborne Coinage.....	78	Whittier & Associates, Inc.....	12, 46
Path2Response	66	Wiland	17
Payment Solutions, Inc.	7	Workhorse Development	23
Pitney Bowes Presort Services.....	73		
Planet Direct.....	74		
Political & Fundraising Lists, LLC.....	66		
Print Mail Communications, Inc.....	74		

A PENNY SAVED IS A PENNY EARNED



IN THE WORLD OF DIRECT RESPONSE, PENNIES COUNT.

Every cent you save in production, postage and staff time increases your ROI – exponentially. We use our systems, supplier relationships and years of experience to manage your production, enhance your results, minimize your staff time and reduce your expenses, allowing you to put every penny saved into your mission.



**PRODUCTION
COST SAVINGS**



**POSTAL
SAVINGS**



**STAFF TIME
SAVINGS**

**Let's chat about how we can help you save pennies and add dollars to your cause.
Give us a call at 410.290.0667.**

The Production Management Group, Ltd. family is dedicated to providing our clients with superior direct marketing services including direct mail production, data hygiene and processing, postal logistics and online fundraising strategies.

We're a 100% employee-owned company which translates to being a trusted and neutral partner that advocates for you - every day.



PMGDIRECT.NET



MAILSMARTLOGISTICS.COM



MMIDIRECT.COM



ENGAGEYOURCAUSE.COM



*Advocating for our
clients every day.*

WHAT WE DO BEST:

PRINT. MAIL. INNOVATE.

Japs-Olson Company is your direct mail production solution provider.
To receive our sample kit, contact Debbie Roth at
debbie.roth@japsolson.com or 952-912-1440.



JAPS-OLSON COMPANY
Commercial Print & Direct Mailers

