

Click here to subscribe  
to the magazine.

# Inc. 5000

The Fastest Growing Private Co

Sponsored by

Principal  
Financial  
Group

HOME

TOP 100 LISTS

PRESS ROOM

CEO BLOGS

INC.500 / INC.5000 CONFERENCE

H

ADVANCED SEARCH

No. 3,551 PCI Group Hauppauge, NY

Year 2008  
Industry Business Services  
Founded 1970  
Growth 91.5%

2004 Revenue \$6.9 million

2007 Revenue \$13.2 million

Employees 90

Website [www.pcigroup.com](http://www.pcigroup.com)

What it does:

Provides direct mail services for collections agencies and debt buyers.

Why it's growing:

Through the use of its Webtrak portal and USPS's Intelligent Mail Barcode (IMB) technology, PCI offers its clients easy access to mail delivery data. This helps control staffing and positively impacts the bottom line by adjusting outbound mailing and calling efforts.

What's noteworthy:

The original company, founded thirty-eight years ago by the father of CEO Chris Kropac, Jr., was not in the direct mail or collections industries but began as a data-entry service bureau and developed a closed-loop job-tracking system. Years later, after billions of paper records and electronic files have been processed, every record has been accounted for.



CHOOSE ANY OR ALL F

All States 2008  
Company Name S

[Advanced Search](#)

EMAIL THIS ARTICLE  PRINTER FRIENDLY

DELICIOUS  DIGG THIS  RSS