



Direct Connection Advances Inserting Capabilities with the MCS FlowMaster

Gaithersburg, MD, August, 2020 – MCS, Inc. announces Direct Connection, a leader in printing, mailing and fulfillment for over 30 years, has expanded their inserting capacity with the addition of the MCS FlowMaster inserter. The MCS FlowMaster is the most successful marketing mail inserter designed specifically for the direct mail industry offering double the net production of traditional swing arms.

Founded in 1990, Direct Connection has grown its services to include digital printing, off-set printing, envelope printing, bindery and fulfillment in addition to mailing services. Today they work with a wide variety of industries including non-profits, higher education, government agencies, insurance agencies, health care, real estate, school districts and trade customers. Like many organizations, Direct Connection is always looking for ways to streamline their production and increase margins.

Direct Connection President, John Hodgman stated, “We are continually looking for ways to work more efficiently and turnaround our customers’ jobs faster all while lowering our labor costs.” Hodgman continued, “The FlowMaster was purchased because it allows us to insert envelopes faster and gives us the flexibility to insert envelopes from #10 up to 10x13”.

Direct Connection was already very experienced with inserting when they added the FlowMaster to its current collection of swing arm inserters. Hodgman remarked, “while we continue to use our swing arms, we decided to add the FlowMaster because it produces twice the output”.

MCS and Direct Connection have worked together through the years for their digital printing needs and have now expanded into inserting. John Hodgman remarked, “In addition to my purchases with MCS, I have known the MCS team for years through attending tradeshow and conferences and I trust them. The people at MCS know the direct mail industry”.

About MCS

MCS is the leading provider of solutions for mail manufacturers who specialize in producing the valuable stream of mail communication that reach consumers and businesses mailboxes every day. Advertising and marketing mail as well as transactional mail such as financial and health care-based mail are becoming more and more sophisticated and MCS has evolved since 1991 to provide solutions tailored to this industry.

More information:

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About Direct Connection

Direct Connection was founded by John Hodgman in 1990 as a lettershop/ mailing service provider. John continues to manage the company today with a staff of 30 full time team members. Today Direct Connection offers digital printing, off-set printing, envelope printing, bindery and fulfillment in addition to mailing services. John lives and breathes print and mail.

For more information visit <https://www.directconnectionmail.com> or email John Hodgman at john@directconnectionmail.com