

88	S.S.R. CORP. 1600 Lyell Ave., Rochester, NY 14606 716/254-3200 CEO: Joseph J. Julian	741,000	1,267,000 + 71%
89	UNITED SOFTWARE INDUSTRIES 1880 Century Park E., Los Angeles, CA 90067 213/556-2211 CEO: Franklin P. Swain III	n/a	1,234,000 n/a
90 (tie)	DIGITAL MARKETING CORP. 2363 Boulevard Circle, Walnut Creek, CA 94595 800/826-2222 CEO: Donald R. Emery, Ph.D.	1,500,000	1,200,000 - 20%
90 (tie)	TOM SNYDER PRODUCTIONS 123 Mt. Auburn St., Cambridge, MA 02138 617/876-4433 CEO: Thomas F.F. Snyder	500,000	1,200,000 +140%
90 (tie)	T/MAKER CO. 2115 Landings Dr., Mountain View, CA 94043 415/962-0195 CEO: Heidi Roizen	600,000	1,200,000 +100%
90 (tie)	WINTERHALTER 3853 Research Park Dr., Ann Arbor, MI 48104 313/662-2002 CEO: Greg Winterhalter	1,000,000	1,200,000 + 20%
94	TRAVELING SOFTWARE 11050 Fifth Ave. NE, Seattle, WA 98125 206/367-8090 CEO: Mark Eppley	230,000	1,120,000 +387%
95	KRELL SOFTWARE 1320 Stony Brook Rd., Stony Brook, NY 11790 515/751-5139 CEO: Marcia Friedland	950,000	1,100,000 + 16%
96	MICRO-INTEGRATION 63 Maple St., Friendsville, MD 21531 301/746-5888 CEO: John Parsons	875,000	1,050,000 + 20%
97 (tie)	COMMUNICATIONS RESEARCH GROUP 8939 Jefferson Hwy., Baton Rouge, LA 70809 504/923-0888 CEO: Daniel R. Henderson	n/a	1,000,000 n/a
97 (tie)	EMERGING TECHNOLOGY 1877 Broadway, Boulder, CO 80302 303/447-9495 CEO: Ivan Perez-Mendez	n/a	1,000,000 n/a
97 (tie)	PETER NORTON COMPUTING 2210 Wilshire Blvd., Santa Monica, CA 90403 213/399-3948 CEO: Peter Norton	500,000	1,000,000 +100%
97 (tie)	XYQUEST Box 372, Bedford, MA 01730 617/275-4439 CEO: John Hild	n/a	1,000,000 n/a
FOURTH QUARTILE	Total 1984 Revenues		\$ 33,343,000
	Average growth		+135%
SUMMARY	Total 1984 Revenues		\$1,022,647,000
	Average growth		+230%

A note on who qualified for ranking: To be included in this year's Soft•letter 100 rankings, companies had to meet two key criteria. They had to be independent U.S. firms (no subsidiaries, divisions, or foreign-owned companies). And they had to generate at least half of their revenues from microcomputer software publishing or developing (we generally required that company officials make this claim in writing, incidentally). Data for the rankings was assembled through printed questionnaires and telephone interviews; some 1983 revenue data was carried over from the 1984 Soft•letter 100 rankings. In a few cases where company data wasn't available, we relied on estimates