

Top 50 Distributors

2011 Rank	2010 Rank	Company Name	Promotional Product Sales (000)	Total Sales (000)	Employees	Locations	Principal(s)	City/State
1	1	Proforma	\$269,100	\$358,800	125	750	Greg Muzzillo, Founder and Vera Muzzillo, CEO	Cleveland, OH
2	3	BDA	\$256,000	\$256,000	488	33	Jay Deutsch, CEO/Co-founder	Woodinville, WA
3	2	Integrated Merchandising Systems LLC (IMS)	\$223,500	\$223,500	-	11	Rick Remick, CEO	Morton Grove, IL
4	4	4imprint Inc.	\$190,077	\$190,077	450	1	Kevin Lyons-Tarr, President	Oshkosh, WI
5	6	HALO Branded Solutions	\$159,900	\$159,900	325	15	Marc Simon, CEO	Sterling, IL
6	5	Cintas	\$156,185	\$3,500,000	-	-	Scott Farmer, CEO	Mason, OH
7	7	Geiger	\$155,700	\$155,700	400	18	Gene Geiger, MAS, President	Lewiston, ME
8	-	National Pen Company LLC	\$140,000	\$140,000	1,200	3	Dave Thompson, CEO	San Diego, CA
9	10	AIA Corporation	\$108,300	\$108,300	65	318	David Woods, President and CEO	Neenah, WI
10	9	American Solutions for Business	\$96,718	\$180,769	438	442	Larry Zavadil, CEO	Glenwood, MN
11	12	Innerworkings Inc.	\$89,300	\$482,212	850	34	Eric Belcher, CEO	Chicago, IL
12	13	Kaeser & Blair Inc.	\$79,200	\$79,200	125	1	Kurt Kaeser, CEO	Batavia, OH
13	-	EmbroidMe	\$71,800	\$71,800	150	315	Mark Johnson, President	West Palm Beach, FL
14	13	Summit Group LLC	\$69,000	\$69,000	175	7	Jamey Nugent, CEO	Silver Spring, MD
15	15	Jack Nadel International	\$61,550	-	-	-	Craig Nadel, President	Culver City, CA
16	19	iPROMOTEu	\$59,592	\$59,592	42	1	Ross Silverstein, President and CEO	Wayland, MA
17	18	The Vernon Company	\$57,895	\$57,895	425	4	Chris Vernon, MAS, President	Newton, IA
18	16	Brown and Bigelow Inc.	\$57,600	\$57,600	500	17	William D. Smith, Sr., President	St. Paul, MN
19	20	G&G Outfitters Inc.	\$56,493	\$56,493	175	7	Douglas A. Gardner, President	Lanham, MD
20	-	Artcraft Promotional Concepts	\$48,368	-	-	-	Judy Zimmerman, President and CEO	Moorestown, NJ
21	-	Boundless Network	\$38,100	\$38,100	-	-	Jason Black, CEO	Austin, TX
22	27	CSE	\$33,300	\$33,300	87	4	Tom Savio, President and CEO	New Berlin, WI
23	26	GatewayCDI	\$33,000	\$35,600	65	6	Chuck Fandos, CEO	St. Louis, MO
24	24	Axis Promotions	\$32,900	\$32,900	57	5	Larry Cohen, President	New York, NY
25	-	Norscot Group Inc.	\$30,500	\$30,500	70	12	Scott Stern, President	Mequon, WI
25	30	Touchstone	\$30,500	\$30,500	104	18	Derek Block, CEO	Mason, OH
27	23	Genumark	\$30,294	\$30,294	81	8	Mark Freed, President and CEO	Toronto, Ontario, Canada
28	33	Robertson Marketing Group Inc.	\$29,840	\$29,840	120	10	Tom Robertson, President	Salem, VA
29	28	PromoShop Inc./Ecopromos.com	\$29,100	\$29,100	90	8	Memo Kahan, President and CEO	Los Angeles, CA
30	25	eCompanyStore LLC	\$28,000	\$30,000	101	12	Craig Callaway, CEO	Alpharetta, GA
31	28	Zagwear Inc.	\$27,000	\$31,500	37	3	Toby Zacks, CEO	Orangeburg, NY
32	31	Barker Specialty Company	\$25,520	\$28,750	88	6	Gerald Barker, President	Cheshire, CT
33	41	Mercury Promotions and Fulfillment	\$25,000	\$25,000	45	5	Jon Sloan, President and CEO	Sterling Heights, MI
34	37	Sunrise Identity LLC	\$24,200	\$24,200	65	1	Mitch Mounger, CEO	Bellevue, WA
35	32	C & S Sales Inc.	\$23,697	\$23,697	47	3	Terry Storms, Owner	Hawthorne, CA
36	35	Bluegrass Promotional Marketing	\$23,287	\$23,287	61	4	Fred Parker, President and CEO	Charlotte, NC
37	39	Clean Fun Promotional Marketing	\$22,500	\$22,500	-	-	Greg Washer, President and Owner	Costa Mesa, CA
38	38	Chamberlain Marketing Group	\$22,000	\$22,000	65	4	Gerald Chamberlain, CEO	Taylor, MI
39	40	Shumsky	\$21,270	\$21,270	51	3	Michael Emoff, CEO	Dayton, OH
40	34	National Premium Inc.	\$19,841	\$19,841	56	5	Scott Schmidt, President	Pewaukee, WI
41	36	Inkwell Global Marketing	\$19,400	\$19,400	42	2	Steven Marder, President	Manalapan, NJ

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42	42	Overture Premiums and Promotions	\$15,300	\$15,300	50	-	Heather Sanderson, CEO	Vernon Hills, IL
43	44	Target Marketing Group	\$15,000	\$15,400	52	6	John Leahy, President and CEO	Owings Mills, MD
44	-	Octagon Merchandise	\$14,000	-	8	2	Nicholas Mirabile, Vice President	Norwalk, CT
44	45	Goldner Associates Inc.	\$14,000	\$14,000	50	9	Andy Straus, President	Nashville, TN
46	47	Leaderpromos.com	\$13,600	\$13,600	57	1	Stephanie Leader, President and CEO	Columbus, OH
47	-	The Promotional Specialists	\$11,500	\$12,039	29	1	Aaron Moscoe, CEO	Markham, Ontario, Canada
48	46	TeamWorld Corporate Programs	\$11,370	\$11,370	85	2	Steve Wozniak, President	Binghamton, NY
49	-	HDS Marketing Inc.	\$10,300	\$10,300	38	2	Howard Schwartz, Founder and CEO	Pittsburgh, PA
50	-	Image Source	\$8,700	\$9,400	25	1	Brian Haner, President	Kirkland, WA

Honorable Mentions

Some privately held companies choose to not report promotional sales figures, typically because of parent company policy. Rather than rank them based on estimates, we have chosen to list them seperately here.

-	N/A	Branders.com	-	-	-	-	Jerry McLaughlin, President and CEO	Mountain View, CA
-	N/A	Newton Manufacturing	-	-	103	1	Lee Cochran, President	Newton, IA
-	N/A	Staples Promotional Products	-	-	-	4	Richard Witaszak, Vice President and General Manager	Framingham, MA
-	11	WorkflowOne*	-	-	-	-	Dean Truitt, CEO	Dayton, OH

**While a participant in the past, this year WorkflowOne declined to share financial figures for 2010.*