

pm

**promo
marketing**

Product & Marketing Information for Distributor Sales Professionals

2020 *Top*
Suppliers

The 2020 *Supplier* Excellence Awards & *Top* 50 Suppliers List

Our 14th annual celebration of the industry's best supplier companies

By Sean Norris

It's been a tough year. There's no getting around that. But as we wrote in our 2020 Top Distributors issue, challenging times in the present don't mean we shouldn't celebrate past successes. If anything, there's no better time to focus on the good things—the standout companies that make the promo industry great. So, as you probably guessed, that's what we're going to do here. Welcome to the 2020 Supplier Excellence Awards!

Before we get into it, a few programming notes. For this year, we removed some categories that became redundant or too specialized to field a significant number of finalists (sorry, Light Up & Glow—you will be missed). In their place, we added a new category, Lapel Pins & Emblematic Jewelry, and broadened our usual Signs & Banners category by expanding it to Signage & Display. That gave us a

total of 42 categories, which means we dished out 126 awards. The selection process was the same as usual. Our editorial team, with input from a small panel of distributors, narrowed down the finalists in each category. Then, we put it to our readers to vote via online survey over a three week period in June.

Beginning on page 3, you'll find the results: Gold, Silver and Bronze winners in each category, along with a product from each winning supplier and a listing of finalists. Hard goods categories are listed first, followed by apparel (beginning on page 13). On page 17, you'll find the 2020 Top Suppliers list, our ranking of the industry's largest supplier companies by 2019 sales volume. As usual, the list includes prior year sales volume (2018), number of employees, location and other information for each supplier. It also includes honorable mentions for suppliers that are known to

have large sales volume but don't submit for the list, such as SanMar, Gildan and 3M Promotional Markets.

As you'll see, the top 10 looks very familiar (with a few position changes), but there were some shakeups elsewhere on the Top Suppliers list. Polyconcept North America acquired ETS Express, a former top 15 supplier, in December 2019, so ETS does not appear on our list. In its place are two notable new additions to the top 25, as well as a few large companies making their Top Suppliers debuts a bit further down. Overall, our Top 50 totaled \$7.5 billion in 2019 promotional products or wholesale sales. That's a substantial increase over last year, when our Top 50 totaled \$6.5 billion.

Next year, these awards and the Top 50 Suppliers list may look very different. Until then, let's celebrate the promo industry's best. Here we go!

2020 TOP SUPPLIERS

Automotive & Tools

GOLD



Leed's

(800) 860-1555

www.pcna.com/leeds/en-us

High Sierra Outdoor Adventure Tool Kit

Includes emergency blanket, compass, flashlight, multitool, pocket knife, and Paracord bracelet with fire starter. Rolltop waterproof bag features large imprint area.

SILVER



Starline Inc.

(800) 831-2231

www.starline.com

Deluxe Household Tool Set

Includes fastener kit, diagonal pliers, needle-nose pliers, adjustable wrench and a variety of other tools. Comes in molded case with full-color digital laminate panel decoration.

BRONZE



BIC Graphic

(888) 446-5242

www.bicgraphic.com

No Contact Key Tool

Designed to press buttons and screens, open doors or hold bags. Made from lightweight hardened plastic material. Fits keyrings. Available in four colors.

Finalists: Safety Made, Handstands, Evans Manufacturing, Ready 4 Kits, Compass Industries, Justin Case

Awards

GOLD



Crystal D

(800) 544-1131

www.crystal-d.com

Wright Circle

Available in three sizes. Made from optical crystal and metal with deep etch or Illumachrome imprint. Includes two-piece black gift box.

SILVER



The Magnet Group

(800) 458-9457

www.themagnetgroup.com

Indigo Peak Award

Multifaceted tower shape with blue bottom. Measures 10" in height. Etched or sand-carved imprint

BRONZE



St. Regis Crystal

(888) 854-0591

www.stregiscrystal.com

Sahara Award

Starfire crystal mounted on flat-edged colored base. Available in eight colors with deep etch decoration.

Finalists: Visions Awardcraft, BIC Graphic, Moderne Glass/Glass America, Sterling Cut Glass, Stoney Creek, Precision Crystal Gifts & Awards, Advance Corporation

Badges & Buttons

GOLD



Express-A-Button/Samco

(800) 873-1705

www.expressabutton.com

3" Round Celluloid Button

Includes 4-color imprint and PMS color matching. Safety pin, clothing magnet, bulldog clip or refrigerator magnet backing available. Made in the USA.

SILVER



SnugZ USA

(888) 447-6840

www.snugzusa.com

Plastic Identification Badge

Full-color badge measures 4x6" with 4x5.75" imprint area.

BRONZE



LarLu

(800) 533-8052

www.larlu.com

Wood Name Badge - Custom Shape

Includes laser-engraved imprint on custom-shape wood grain badge. Individually polybagged. Comes standard with magnet backing.

Finalists: Fields Manufacturing, Halls & Company/ID Line, EMT, Devara, Pepco Promotional, Vault Promotions, Credential Express

Calendars

GOLD



BIC Graphic

(888) 446-5242

www.bicgraphic.com

Triumph Calendars Wildlife Art by the Hautman Brothers

Extra sheet and Insights backmount available. Includes one-color, one-location imprint. Art by award-winning wildlife artists the Hautman Brothers.

SILVER



Beacon Promotions

(800) 628-9979

www.beaconpromotions.com

Single Sheet Wall Calendar - Full Year View 2021

Year at a glance, 12-month wall calendar printed on matte paper stock. Tinned at top and bottom with loop for hanging. One-color imprint.

BRONZE



JournalBooks/Timeplanner Calendars

(800) 438-3800

www.journalbooks.com

ClearView Analyst

Clear poly front cover with one-sided, full-color insert as first page. Monthly stock calendar filler with die-cut tabs. Blank memo section back. Includes one-color foil imprint.

Finalists: IMAGEN Brands/Crown/Vitronic, TradeNet Publishing, Drum-Line, Warwick Publishing Co., ADG Promotional Products, FEY Promotional Products Group, Tru Art Advertising Calendars

Computer Accessories

GOLD



iClick

(800) 456-9177

www.iclick.com

Qi Mouse Pad Large

Mouse pad and Qi wireless charger in one. Large imprint area.

SILVER



Leed's

(800) 860-1555

www.pcna.com/leeds/en-us

Zipper 3-in-1 Charging Cable

Features USB-A tip, USB-C tip and dual-compatible tip for Apple and Android devices. Cords can be zippered together for organization.

BRONZE



Hit Promotional Products

(800) 237-6305

www.hitpromo.net

Antibacterial Mouse Pad

Non-slip foam rubber base. Antibacterial additive applied in production cycle. Available in black or gray with multiple imprint options.

Finalists: Logomark, BIC Graphic, KTI Networks/KTI Promo, Sweda Company LLC, Gemline, Athena Promo

Electronics

GOLD



Leed's

(800) 860-1555

www.pcna.com/leeds/en-us

UV Phone Sterilizer With Wireless Charging Pad

Kills up to 99.9 percent of bacteria and viruses using UV-C light technology. Can sterilize most items that fit inside, including large phones, keys, credit cards and more. Supporting wireless charging.

SILVER



Origaudio

(949) 407-6360

www.origaudiopromo.com

Temblor Speaker + Wireless Charger

Bluetooth speaker with 33-foot range and wireless phone charger on top. Large imprint area on front bamboo plate. Includes laser etch imprint.

BRONZE



iClick

(800) 456-9177

www.iclick.com

P5000 8-in-1 Flip

Qi wireless charger and 5000 mAh power bank. Universal Lightning and Android connector, multiple USB ports including USB-C.

Finalists: Prime Line, Athena Promo, Ariel Premium Supply, KTI Networks/KTI Promo, The Premium Line, Acehigh Tech Corp.

2020 TOP SUPPLIERS

Food & Drink

GOLD



Maple Ridge Farms

(800) 477-5577

www.mapleridge.com

Bountiful Delights

Large navy gift box foil-stamped with silver imprint. Includes deluxe mixed nuts, chocolate chip cookies, western trail mix, jumbo California pistachios, snickerdoodle crisps and cranberry walnut mix.

SILVER



Chocolate Inn/Lanco

(800) 526-3437

www.chocolateinn.com

Domed Tin Chocolate Buttons

Full-color imprint on white tin. Chocolate button candy available in variety of colors. Made in the USA.

BRONZE



Hit Promotional Products

(800) 237-6305

www.hitpromo.net

11 oz. Colored Stoneware Mug With Mug Cake

Cake options include chocolate, yellow or red velvet. Includes instructions. Mug available in a variety of colors with standard or wraparound imprint options

Finalists: Chocolate Chocolate, Hospitality Mints, Webb Company, Tekweld, Richard's Gourmet Coffee, Fresh Beginnings

Golf Products

GOLD



Gold Bond

(800) 438-5757

www.goldbondinc.com

15x18" Full Color Polyester White Golf Towel

Made from 85/15 polyester/polyamide with brass grommet and hook. Full-color imprint.

SILVER



Ball Pro Promotional Group

(800) 225-5818

www.ballpro.com

Triple Bogey Golf Kit - Nitro Golf Balls

Includes pocket-sized bottle opener, collapsible neoprene can cooler, poker chip and three-pack Nitro Max Distance golf balls. One-color and full-color imprint options available.

BRONZE



Pro Golf Premiums Inc.

(800) 890-6068

www.progolfpremiums.com

Titleist Pro V1

Available in white or high-optic yellow. Multiple imprint options. Player numbers available.

Finalists: BIC Graphic, IMAGEN Brands/Crown/Vitronic, Pro Towels, Par One Golf Specialties, Towel Specialties/Cobblestone Mills, Pro Am Golf, CPS/Keystone, EMT

Greeting Cards

GOLD



Carlson Craft

(800) 328-1782

www.carlsoncraft.com

Crafty Thanks Collection

Includes 24 blank cards with blank envelopes. Six card designs. Flat printed.

SILVER



Warwick Publishing Co.

(800) 383-7149

www.warwickpublishing.com

Holiday Cards

Variety of styles and decoration options available.

BRONZE



Navitor

(866) 892-0653

www.navitor.com

Business Greetings - Assortment Packs

Occasions, birthday, sympathy, economy birthday and traditional birthday packs available. Includes preprinted cards with coordinating envelopes.

Finalists: ADG Promotional Products, HotLine Products, The Page Seed Co., Admore, Soundline, MWM Dexter

Health & Beauty

GOLD



SnugZ USA

(888) 447-6840

www.snugzusa.com

1.9 oz. Duo Bottle

Features SPF 30 sunscreen and SPF 15 lip balm with a carabiner clip. Free of oxybenzone, PABA and gluten. Full-color label. Made in the USA.

SILVER



Raining Rose Inc.

(800) 481-3934

www.rainingrosepromos.com

Tinted Lip Balm

Unflavored lip balm formulated with coconut oil, beeswax and vitamin E. Available in three shades. Full-color label.

BRONZE



Hit Promotional Products

(800) 237-6305

www.hitpromo.net

NailedIt Manicure Kit

Includes scissors, nail clippers, tweezers and glass nail file in matching-color case. Five case colors available. Pad print decoration.

Finalists: Tekweld, Aloe Up Sun & Skin Care, Leashables by OraLabs Inc., Webb Company

Household

GOLD



Evans Manufacturing

(800) 745-3826

www.evans-mfg.com

Supreme Pizza Cut-It

Contoured blade spreads apart cheese as it slices. Disassembles for washing. Top-rack dishwasher safe and made in the USA. Multiple translucent and solid colors available.

SILVER



Hit Promotional Products

(800) 237-6305

www.hitpromo.net

16x16" Cotton Canvas Pillow Cover

Made from 8 oz. cotton with zippered closure. Natural color with silk-screen or transfer imprint. Embroidery available. Pillow not included.

BRONZE



Bullet

(800) 749-7367

www.pcna.com/bullet/en-us

Wheat Straw Food Storage With Utensils

Microwave-safe container made from 50 percent wheat straw and 50 percent plastic. Comes with fork, knife and band to hold lid/utensils in place.

Finalists: Sarge Knives, AP Specialties, American Made Cutlery, Webb Company, CoasterStone, High Caliber, Bay State Specialty Co.

Journals & Notebooks

GOLD



JournalBooks/Timeplanner Calendars

(800) 438-3800

www.journalbooks.com

WindowPad Medium Notebook

Includes one-color foil imprint. Stock shape die-cut window on front cover reveals full-color, one-sided insert. Black wire binding standard. Custom window options available.

SILVER



Spector & Co.

(888) 377-7732

www.spectorandco.com

NEOSKIN Hard Cover Journal

Hard-cover journal has 400 pages, two ribbon bookmarks, color-matching elastic closure and interior gusseted pocket. Multiple decoration options available.

BRONZE



Drum-Line

(800) 284-2456

www.drum-line.com

Alligator Embossed Journal With Pen

Measures 5x7" with heavyweight alligator textured cover, foil-stamped in one color. Includes 50 sheets white offset, light gray ruled or graph paper. Comes with pen and elastic pen loop.

Finalists: Castelli North America, BIC Graphic, Royal Industries, ADG Promotional Products, SunGraphix, House of Doolittle

2020 TOP SUPPLIERS

Keytags & Keychains

GOLD



Hit Promotional Products

(800) 237-6305

www.hitpromo.net

Sanitary Door Opener Touch Tool Keychain

Use for elevator buttons, touchscreens and other surfaces. Includes split ring attachment. Available in five colors with multiple imprint options.

SILVER



Quikey Manufacturing Co. Inc.

(877) 901-1200

www.quikey.com

Slider Key Tag - Wristband Loop

Made from soft white vinyl with six collar color options. Includes digital full-color decoration. Second-side printing available.

BRONZE



Bullet

(800) 749-7367

www.pcna.com/bullet/en-us

No Contact Keychain

Multipurpose tool opens doors, presses buttons and holds bags. Made from reinforced nylon. Includes rubber stylus and retractable badge holder clip.

Finalists: CPS/Keystone, Gemini Industries, Bel Promo, Sweda Company LLC, Fields Manufacturing, High Caliber, STOPNGO Line

Lanyards

GOLD



SnugZ USA

(888) 447-6840

www.snugzusa.com

Maverick 1" Polyester Lanyard

Includes slide buckle release, silver metal oval clip and convenience release. Made from 100 percent polyester. Available in 10 lanyard colors. Screen print decoration.

SILVER



Fields Manufacturing

(800) 654-1517

www.fieldsmfg.com

1" Heavy Weight Satin Lanyard

Double-sided heavy weight satin material. Includes full-color, two-sided imprint. Multiple attachment options and personalization available.

BRONZE



AZX Sport

(800) 558-4836

www.azxpromotions.com

3/4" Digitally Sublimated Lanyard With Bulldog Clip

Made from soft polyester webbing. Measures 35" in length. Various colors and multiple attachments available.

Finalists: BamBams, High Caliber, Devara, Pop! Promos, Credential Express

Lapel Pins & Emblematic Jewelry

GOLD



EMT

(800) 289-2911

www.emteasy.com

Lapel Pins

Multiple styles and custom options available. Materials include brass, iron, enamel and more. Variety of decoration methods.

SILVER



Simba

(888) 347-4622

www.simbacal.com

Etched Soft Enamel Pins

Brass pins with military clutch or rubber back and antique or bright plating. Photo etched decoration. Custom shapes and six sizes available.

BRONZE



LarLu

(800) 533-8052

www.larlu.com

Challenge Coins

Includes full-color imprint on white vinyl with clear laminate coating, two sides. Display case option available.

Finalists: Pinnovative Designs, CNIJ, BCG Creations, Halls & Company/ID Line, BamBams

2020 TOP SUPPLIERS

Magnets

GOLD



The Magnet Group
(800) 458-9457
www.themagnetgroup.com

Info-Mag - Custom Imprint
Flexible magnet available in custom or stock designs. Two thickness options. Made in the USA.

SILVER



BIC Graphic
(888) 446-5242
www.bicgraphic.com

30 Mil 4-Color Process Business Card Magnet
Includes full-color imprint in one location. Rounded corners available. Measures 3.5x2".

BRONZE



Gill-Line
(800) 821-6697
www.gill-line.com

Bumper Sticker & Ribbon Magnets
Outdoor durable inks on white flexible magnetized vinyl. One-color screen or offset full-color imprint. Repositionable.

Finalists: Stouse LLC, Morris Magnets, Gemini Industries, Evans Manufacturing, FEY Promotional Products Group, Ads on Magnets

Mugs & Tumblers

GOLD



ETS Express Inc.
(800) 292-0900
www.etsexpress.com

Austin
Stainless steel 16 oz. travel tumbler with clear push-on lid and sliding closure. Synthetic cork base. Three colors available.

SILVER



Hit Promotional Products
(800) 237-6305
www.hitpromo.net

20 oz. Wheat Himalayan Tumbler
Made of wheat straw polypropylene from reclaimed wheat stalks. Snap-on, spill-resistant thumb-slide lid. Vacuum insulated. Available in five colors.

BRONZE



Moderne Glass/Glass America
(800) 645-5131
www.glassamerica.com

16 oz. Milan Collection
Double-wall stainless steel, vacuum-insulated leak-proof tumbler. Twist-on, flip-open lid. Available in five colors and multiple imprint options.

Finalists: The Allen Company, IMAGEN Brands/Crown/Vitronic, Tervis Tumbler, BIC Graphic, CPS/Keystone, ADG Promotional Products, Bel Promo, Xpres, HOWW Manufacturing

Office & Desk

GOLD



Lead's
(800) 860-1555
www.pcna.com/leeds/en-us

Glimpse Photo Frame With Wireless Charging Pad
Holds 4x6" photo and supports wireless charging for a variety of devices. Works with most plastic phone cases on. Includes 39" micro-to-USB charging cable.

SILVER



BIC Graphic
(888) 446-5242
www.bicgraphic.com

Souvenir Stationery Set With Motive Pen
Includes unimprinted Souvenir pen, paper clips, mini stapler, staples and other office items. Comes in plastic case with full-color imprint.

BRONZE



Prime Line
(203) 331-9100
www.primeline.com

Sticky Book
Includes five neon-colored sticky pads in three different sizes. Available in a variety of cover colors and decoration options.

Finalists: 3M Promotional Markets, Logomark, High Caliber, Minya International Corp, SnugZ USA

2020 TOP SUPPLIERS

Outdoor Products

GOLD



Hit Promotional Products

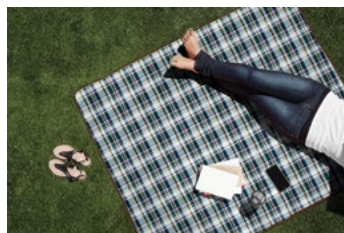
(800) 237-6305

www.hitpromo.net

Outdoorable Folding Chair With Travel Bag

Made of 600D polyester and mesh with steel tubular frame. Includes polyester carrying bag with side handles and imprint. Available in four colors.

SILVER



Picnic Time Family of Brands

(888) 742-6429

www.picnicpromotions.com

Blanket Tote Outdoor Picnic Blanket

Fleece topside and water-resistant underside. Comes in 11 colors/patterns with multiple decoration areas and options. Folds into carry tote with shoulder strap.

BRONZE



Sweda Company LLC

(800) 848-8417

www.swedausa.com

Basecamp Acadia Casual Camping Tent

Water-resistant easy-open tent with double-layer zip-open door. Fiberglass pipe frame. Includes carrying pack, four ropes and eight stakes. Available in two colors.

Finalists: Prime Line, CPS/Keystone, Southern Plus, Picnic At Ascot, The Sourcing Department, BIC Graphic, IMAGEN Brands/Crown/Vitronic

Packaging & Labels

GOLD



Discount Labels

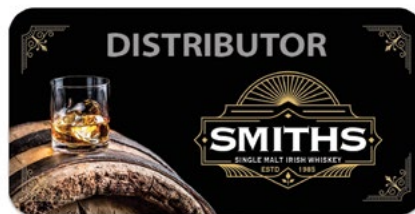
(800) 995-9500

www.discountlabels.com

AnyShape Labels

Sheet, roll or decal labels cut to any shape or contour. Variety of size options and process color.

SILVER



Gill-Line

(800) 821-6697

www.gill-line.com

Rectangle Die Cut Roll Labels

Available in 13 materials, including papers, foil papers, neon papers and styrene. Spot-color or full-color imprint. Prop 65 compliant.

BRONZE



Stouse LLC

(877) 764-5757

www.stouse.com

Wholesale Labels

Used for labeling applications in virtually any industry. Available in both roll labels and sheets depending on the item. Variety of materials, colors and adhesive options.

Finalists: Label Works, Logomark, Navitor, Label Art Inc., Lancer Label, Labels West

Power Banks

GOLD



iClick

(800) 456-9177

www.iclick.com

UVClean P4000 5x Flip

UV-C cleaner and 4000 mAh power bank. Kills 99.9 percent of bacteria in two minutes. Universal Lightning and Android connector, USB-C and USB port.

SILVER



Origaudio

(949) 407-6360

www.origaudiopromo.com

Octoforce 2.0 Qi 8000mAh Wireless Power Bank

Can charge three devices simultaneously (wireless, USB and USB-C). Includes micro-USB charging cord. Qi-certified. Full-color digital imprint on dome.

BRONZE



Hit Promotional Products

(800) 237-6305

www.hitpromo.net

High Density Wireless Charger & Power Bank

UL-listed, 10,000 man lithium-ion battery. Charges most electronics. Features LED indicator light and micro-USB input with cord. Available in four colors.

Finalists: Logomark, Prime Line, KTI Networks/KTI Promo, Sweda Company LLC, AP Specialties, Acehigh Tech Corp, Athena Promo

2020 TOP SUPPLIERS

Safety

GOLD



Ready 4 Kits

(800) 258-4696

www.ready4kits.com

First Aid Kit - Platinum

Durable 600D nylon bag decorated in up to four spot colors. Comes with wide variety of first aid items, including fabric bandages, gauze packs, nitrile gloves, antiseptic wipes and more.

SILVER



Starline Inc.

(800) 831-2231

www.starline.com

Hard Hat 4200 Wheel Ratchet

Features four-point suspension with HDPE strap and webbing clips. Made in the USA, meets ANSI/ISEA Z89.1 and fulfills Class E Electrical Insulation requirements.

BRONZE



Leed's

(800) 860-1555

www.pcna.com/leeds/en-us

15-Piece Tool Kit With Multi Function Lantern

Outdoor lantern features two light modes and 15-piece tool kit stored in underneath compartment. Includes two-piece key hex, measuring tape, box cutter, sockets, screwdrivers and more.

Finalists: Garyline, BIC Graphic, Justin Case, FEY Promotional Products Group, Compass Industries, K&R Precision Corp, Safety Made

Signage & Display

GOLD



Showdown Displays

(888) 376-7469

www.showdowndisplays.com

10.5' Value Razor Sail Sign Kit

Double-sided sign with steel cross base. Carbon composite poles. Sign features dye-sublimated artwork on super poly knit fabric.

SILVER



Gill-Line

(800) 821-6697

www.gill-line.com

Corrugated Plastic Signs

Large, all-weather yard sign in white or yellow corrugated plastic. Includes one standard color screen print. Digital full-color decoration available. Grommets available for easy hanging.

BRONZE



Stouse LLC

(877) 764-5757

www.stouse.com

Wholesale Signs

Available in a variety of shapes and styles. Broad selection of materials and print methods. Variety of adhesive options and material colors.

Finalists: Quinn Flags, Aprons Etc., National Banner Co. Inc., Logo Mats LLC, PromoMatting, CounterPoint, Halls & Company/ID Line, Orbus Exhibit & Display Group

Sports & Spirit

GOLD



Pepco Promotional

(800) 527-1150

www.pepcopromotional.com

Spirit Collection

Foam hands, megaphones, pennants, poms and other sports and spirit items can be customized in multiple styles, colors and decoration methods.

SILVER



Garyline

(800) 227-4279

www.garyline.com

Replaceable Face Shield

Made from fog-resistant 100 percent post-consumer recycled material. Reusable with folding frames. Silkscreen imprint.

BRONZE



Galaxy Balloons Inc.

(800) 678-8861

www.galacticline.com

FAN-ta-STICKS

Reinflatable, reusable vinyl noisemaker. Comes in multiple colors. Second side imprint available.

Finalists: BamBams, Pioneer Balloon, Foamworx, CPS/Keystone, Amerifoam - The House of Foam, MAC Specialties

2020 TOP SUPPLIERS

Sports Bottles

GOLD



Garyline

(800) 227-4279

www.garyline.com

26 oz. Tritan Flair Bottle With Quick Snap Lid

Extra large opening, heavy-wall construction and dishwasher safe. Mix and match lid and bottle colors. Includes one-color, one-side imprint.

SILVER



ETS Express Inc.

(800) 292-0900

www.etsexpress.com

h2go Cable

Single-wall 25 oz. Eastman Tritan copolyester bottle. Threaded lid with stainless steel accent and carrying loop. Available in nine colors.

BRONZE



Leed's

(800) 860-1555

www.pcna.com/leeds/en-us

CamelBak Chute Mag 25 oz.

Made from Tritan material. Stain-, odor- and shatter-resistant. Wide mouth bottle with magnetic carry handle that stows cap while drinking.

Finalists: Xpres, CPS/Keystone, BIC Graphic, Prime Line, Moderne Glass/Glass America, The Allen Company, Bel Promo

Stickers, Decals & Temporary Tattoos

GOLD



Gill-Line

(800) 821-6697

www.gill-line.com

America Stickers

Multiple stickers per sheet. White vinyl with ultra removable adhesive. Full-color digital imprint.

SILVER



Discount Labels

(800) 995-9500

www.discountlabels.com

Domed Decals

Made with a UV- and scratch-resistant polyurethane finish and high-tack adhesive. For indoor and outdoor use. 3D look.

BRONZE



Stouse LLC

(877) 764-5757

www.stouse.com

Wholesale Decals

Wide selection of materials, print methods and adhesives. Available in a range of shapes for various applications.

Finalists: California Tattoos, Label Works, Lancer Label, Label Art Inc., FEY Promotional Products Group, Finn Graphics Inc., Innovative Adhesives

Stress Reducers

GOLD



Ariel Premium Supply

(800) 270-7474

www.arielpremium.com

Frog Stress Buster

Plush and gel sensory experience. Soft plush outside cover with flexible gel-bead ball inside. Includes one-color, one-location imprint on white loop.

SILVER



Hit Promotional Products

(800) 237-6305

www.hitpromo.net

The Art of Relaxing Adult Coloring Book

Features 24 pages of patterns and mandala coloring pages for stress relief. Standard silk-screen imprint.

BRONZE



ALPI International

(800) 678-2574

www.alpi.net

Bavarian Bert Stress Reliever

Measures 4x3" with 1x0.5" imprint area. Includes one-color, one-location imprint. PMS color match available.

Finalists: Prime Line, BIC Graphic, Galaxy Balloons Inc., Fields Manufacturing, STOPNGO Line, Bel Promo

Tote Bags

GOLD



Bag Makers

(800) 458-9031

www.bagmakersinc.com

Adventure Tote

Made from 100 percent recycled polyester. Folds up into inside pocket. Four colors and four decoration methods available (sublimation available on white only).

SILVER



American Ad Bag

(800) 382-6844

www.adbag.com

Heavyweight Cotton Grocery Bag With 4 Fold-Away Bottle Holders

Heavy-duty 14 oz. cotton canvas with 20" handle. Natural canvas color. Four bottle holders sewn into interior. Front and back imprint locations available.

BRONZE



Gemline

(800) 800-3200

www.gemline.com

Commuter PPE Kit

Includes tote bag, 25 single-use face masks, 10.2 oz. hand sanitizer with pump, two 2 oz. hand sanitizers and pack of disposable hand wipes. Multiple bag colors available.

Finalists: Bel Promo, IMAGEN Brands/Crown/Vitronic, Prime Line, The Magnet Group, PWS, Superior Promotional Bags, Southern Plus, BIC Graphic

Toys & Games

GOLD



WOWLine

(800) 655-6650

www.wowline.com

Two-Tone Noise Putty

Multicolor putty for play or stress relief. Imprint on top cap. CPSIA compliant.

SILVER



Ariel Premium Supply

(800) 270-7474

www.arielpremium.com

Toss 'N Splat Amoeba Ball

Liquid-filled ball splats against glass surfaces when thrown. Imprint remains visible when splatted. Non-toxic. Available in four colors with one-color, one-location imprint.

BRONZE



Jornik Manufacturing

(800) 656-7645

www.jornik.com

Jumbo Sidewalk Chalk

Two-piece chalk available in assorted colors. CPSIA compliant. Full-color imprint available.

Finalists: Prime Line, CPS/Keystone, Galaxy Balloons Inc., CleggPromo

Umbrellas

GOLD



Peerless Umbrella Co. Inc.

(888) 485-4900

www.peerlessumbrella.com

7' Market Umbrella

Wood market umbrella with cloth polyester fabric and fiberglass rib structure. Six-panel configuration. Brass screw in connector. Comes in a variety of colors.

SILVER



StrombergBrand Umbrellas

(800) 724-0996

www.strombergbrand.com

The Vented Color Crown Umbrella

Auto-open windproof vented umbrella with 42" arc. Rubberized color-coordinated handle. Available in six colors.

BRONZE



IMAGEN Brands/Crown/Vitronic

(800) 666-7117

www.imagenbrands.com

UnbelievaBrella

Creates a cone when closed to keep water contained. Features steel shaft, fiberglass ribs and 48" arc. Rubber-coated C-shaped hands-free handle. Available in six colors.

Finalists: ShedRain Corporation, AAA Innovations, Haas-Jordan, Southern Plus, Storm Duds Raingear, The Premium Line

Writing Instruments

GOLD



Hub
(800) 388-2323
www.hubpen.com

Lemonade Comfort
Soft-touch, push-retractable pen in three ombre wrap colors. Fine point hybrid ink letdown with black ink. Includes UV silkscreen imprint.

SILVER



BIC Graphic
(888) 446-5242
www.bicgraphic.com

Souvenir Tidal Pen
White barrel with metallic accents. Comes in six trim colors. Plunger-action. Two imprint areas available.

BRONZE



Goldstar
(800) 553-9646
www.goldstarpens.com

Colorado AM Pen + Antimicrobial Additive
Made with antimicrobial additive that fights growth and transmission of 99 percent of microorganisms. Full-color ColorJet decoration. Available in six trim colors. Made in the USA.

Finalists: Sanford Business to Business, Logomark, Pilot Pen, ADG Promotional Products, Riteline

Apparel & Soft Goods Decorators

GOLD



Vantage Apparel
(800) 221-0020
www.vantageapparel.com

Women's Vansport Pro Riviera Polo
Striped design in three colors. Convertible sleeves. Moisture-wicking and UV-protection properties. Comes in sizes XS-3XL. (Item pictured left.) Men's companion style available.

SILVER



Trimark
(800) 860-1555
www.pcna.com/trimark

TAZA Knit Quarter Zip
Made from 100 percent micro polyester cross-dyed jersey knit. Moisture-wicking, antimicrobial finish. Contrast front zipper and sleeve stitching. Includes thumb exits and earbud cord guide.

BRONZE



Tri-Mountain
(800) 824-6464
www.trimountain.com

Luna Women's Duster
Made from 11 oz. 90/10 polyester/spandex knit. Welt pockets, open cuffs and extended open collar. Available in three colors and in sizes XS-4XL.

Finalists: Bag Makers, American Ad Bag, Towel Specialties/Cobblestone Mills, Blue Generation, Edwards Garment, Stahls' DFC, Cloth Promotions Plus, Landway International, HTT Apparel

Caps & Headwear

GOLD



SanMar
(800) 426-6399
www.sanmar.com

Port Authority Flexfit 110 Performance Snapback Cap
Structured, mid-profile cap made from 100 percent polyester. Available in three colors. One size fits all.

SILVER



Cap America Incorporated
(800) 487-2227
www.capamerica.com

Flexfit Perforated Performance Cap
Mid-profile structured on-field cap. Shapeable flat round visor. Poly/sport blend fabric with perforated sides and back. UV protection and moisture-wicking properties. Available in three sizes.

BRONZE



Outdoor Cap Company Inc.
(800) 826-6047
www.outdoorcap.com

Ultimate Trucker Cap
Structured cap with mesh back panels, chino twill front panels and pro round crown. Plastic snap closure and slight pre-curve visor. Variety of colors available.

Finalists: Paramount Apparel International Inc., Kati Sportcap, BamBams, HTT Apparel, OTTO International Inc, Headwear USA, Continental Cap

2020 TOP SUPPLIERS

Corporate Apparel

GOLD



SanMar

(800) 426-6399

www.sanmar.com

Port Authority City Stretch Shirt

Made from 93/7 polyester/spandex. Odor-fighting, wrinkle-resistant and moisture-wicking. Open collar and pearlized buttons. Comes in five colors.

SILVER



S&S Activewear

(800) 523-2155

www.ssactivewear.com

Tommy Hilfiger Cotton/Linen Long Sleeve Shirt

Long-sleeve shirt features button-down collar, two-button adjustable cuffs and left chest pocket with Hilfiger flag logo. Made from 90/10 cotton/linen.

BRONZE



Vantage Apparel

(800) 221-0020

www.vantageapparel.com

Women's Newport Jacket

Lightweight, packable rain jacket available in five colors. Made from waterproof polyester/spandex blend. Comes in sizes XS-3XL. (Item pictured center.) Men's companion style available.

Finalists: Tri-Mountain, Charles River Apparel, Edwards Garment, Blue Generation, Executive Apparel, Trimark

Footwear & Socks

GOLD



Sock101

(855) 376-2566

www.custom.sock101.com

Custom Knitted Dress Socks

Jacquard/woven dress socks available in fully custom designs. Includes poly-sleeve with each pair. Custom tags available.

SILVER



Pop! Promos

(267) 858-4621

www.poppromos.com

Ankle Socks

Fully customizable knit-in jacquard design with six colors, including three Pantone matched. Custom bottom grips, wrap tags and sock boxes available.

BRONZE



Strideline

(206) 855-5490

corporate.strideline.com

Premium Knit

Five length options available. Comes in sizes small, standard or XL. Custom design with up to five yarn colors.

Finalists: Suntex Industries, BamBams, Beacon Promotions, AZX Sport, Custom Sock Line, No Sweat Specialties, Sock Club

Golf & Performance Apparel

GOLD



SanMar

(800) 426-6399

www.sanmar.com

Sport-Tek Ladies PosiCharge Tri-Blend Wicking Draft Hoodie Tank

Moisture-wicking tri-blend construction. Mesh panels at targeted heat zones enhance breathability. Removable tag. Six colors available.

SILVER



Cutter & Buck

(888) 338-9944

www.cbcorporate.com

Prospect Polo

Made from 92/8 polyester/spandex with four-way stretch jacquard knit fabric. Moisture-wicking and UPF 50+ sun protection rated.

BRONZE



alphabroder

(800) 523-4585

www.alphabroder.com

North End Men's Recycled Polyester Performance Pique Polo

Moisture-wicking and UV-protection performance polo. Comes in five colors and sizes S-3XL.

Finalists: S&S Activewear, Vantage Apparel, Tri-Mountain, Charles River Apparel, Blue Generation, Edwards Garment, Trimark

Outerwear

GOLD



SanMar

(800) 426-6399

www.sanmar.com

Port Authority Cozy 1/4-Zip Fleece

Sherpa fleece pullover made from 100 percent polyester fleece. Reverse coil zipper. Available in three colors and sizes XS-4XL.

SILVER



Stormtech

(866) 407-2222

www.stormtech.ca

Men's Cascades Softshell

Waterproof, breathable bonded shell with internal full-length stormflap and multiple zippered pockets. Multiple colors and decoration methods available.

BRONZE



alphabroder

(800) 523-4585

www.alphabroder.com

Spyder Men's Constant Full-Zip Sweater Fleece Jacket

Made from 100 percent polyester sweater knit bonded to fleece. Active fit and raglan sleeves. Comes in five colors and sizes S-3XL.

Finalists: Charles River Apparel, S&S Activewear, Vantage Apparel, Trimark, Landway International

T-shirts

GOLD



SanMar

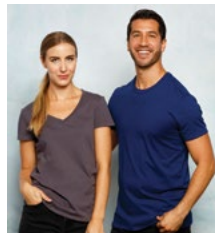
(800) 426-6399

www.sanmar.com

District Re-Tee

Made from 100 percent recycled cotton and polyester. Tag-free label. Comes in eight colors and sizes XS-4XL.

SILVER



alphabroder

(800) 523-4585

www.alphabroder.com

Threadfast Apparel Unisex Ultimate T-shirt

Made from 60/40 cotton/polyester blend. Uses polyester fiber made from recycled content. Retail fit. Available in 24 colors.

BRONZE



S&S Activewear

(800) 523-2155

www.ssactivewear.com

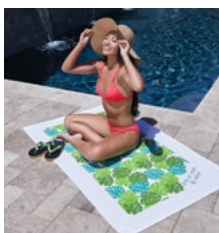
Champion Garment Dyed Long Sleeve T-shirt

Garment-dyed 100 percent ring-spun cotton T-shirt. Features Champion "C" logo on left sleeve and woven Champion label. Six colors available.

Finalists: Bella+Canvas, Next Level Apparel, American Apparel, Delta Apparel, LAT Apparel, Blue Generation, Atlantic Coast Cotton

Towels & Textiles

GOLD



Pro Towels

(800) 547-8783

www.protowels.com

Diamond Collection Beach Towel

Made of 100 percent cotton terry velour. Measures 35x60" with multiple imprint options.

SILVER



Towel Specialties/Cobblestone Mills

(800) 938-6935

www.towelspecialties.com

Iliana Peshtemal Beach Towel

Comes in four soft pastel colors with white accent stripes and fringes. Made from 100 percent woven cotton.

BRONZE



Terry Town

(800) 742-9793

www.terrytown.com

Quilted Blanket

Measures 50x60" with 100 percent polyester shell and 100 percent cotton filling. Edge-to-edge sublimated.

Finalists: Kanata Blanket Company, Terry Collection, Ball Pro Promotional Group, Pro Golf Premiums Inc., Cotton Love

Uniforms

GOLD



SanMar

(800) 426-6399

www.sanmar.com

Port Authority Short Sleeve Performance Staff Shirt

Made from 100 percent polyester with odor-fighting, moisture-wicking and wrinkle-resistant properties. Features left chest pocket and camp collar. Comes in seven colors.

SILVER



Edwards Garment

(800) 253-9885

www.edwardsgarment.com

Uniform Collection

In-stock uniform solutions for variety of industries. Men's and ladies' sizes from XXS-6XL and tall. Decoration available prior to shipping.

BRONZE



Blue Generation

(888) 336-4687

www.bluegeneration.com

Bib and Waist Aprons

Made from 65/35 polyester/cotton twill treated with DuPont Teflon. Available in 13 colors and multiple pockets. Denim bib apron also available.

Finalists: Spectrum Uniforms, Aprons Etc., Augusta Sportswear, ERB Safety/Fame Fabrics, Executive Apparel

Watches & Jewelry

GOLD



Logomark

(800) 789-4438

www.logomark.com

Men's Blue Dial 42mm Metal Case With Folded Steel Band

Features blue sunray dial, high-precision three-hand movement, date display, folded steel band and 42mm metal case. Made from stainless steel.

SILVER



Sweda Company LLC

(800) 848-8417

www.swedausa.com

Eternity Analog Watch

Silicone strap and case with stainless steel back and buckle closure. Brass dial and silver hands. Two imprint locations.

BRONZE



Bulova

(800) 228-5682

www.bulova.com/us/en/corporate-sales/

Chronograph A

Stainless steel silver-tone case with orange strap. Water resistant to 200 meters. Domed sapphire crystal with anti-reflective coating. Off-white dial. Blue and orange accents.

Finalists: Fossil, Leed's, Selco, Time Products International, Castle Merchandising, Timenet Group Inc., Indigo

Women's Wear

GOLD



SanMar

(800) 426-6399

www.sanmar.com

Port Authority Ladies UV Choice Pique Henley

Snag-resistant, five-button henley with UPF 20+ sun protection rating. Tag-free label. Made from 100 percent polyester pique. Available in nine colors.

SILVER



alphabroder

(800) 523-4585

www.alphabroder.com

Devon & Jones CrownLux Performance Ladies' Plaited Polo

Made from moisture-wicking polyester/cotton. Comes in 14 colors and sizes XS-4XL.

BRONZE



Bella+Canvas

(323) 727-2005

www.bella.com

Women's The Favorite Tee

Solid colors made from 100 percent Airlume combed and ring-spun cotton. Available in a variety of solid and heathered colors. Sweatshop-free and eco-friendly.

Finalists: Tri-Mountain, S&S Activewear, Next Level Apparel, LAT Apparel, Vantage Apparel, American Apparel, Blue Generation, Executive Apparel, Delta Apparel

2020 Rank	2019 Rank	Company	2019 Sales	2018 Sales	Employees	Locations	Principal(s)	City, State
1	1	alphabroder Prime Line	\$1,700,000,000	\$1,640,000,000	2,855	11	Norm Hullinger, CEO	Treose, PA
2	2	S&S Activewear	\$1,300,000,000	\$722,000,000	1,000	13	Jim Shannon, President	Bolingbrook, IL
3	3	Polyconcept North America	\$818,200,000	\$654,100,000	2,230	7	David Nicholson, President	New Kensington, PA
4	4	Hit Promotional Products	\$495,748,358	\$462,995,767	2,902	4	C.J Schmidt, President	Largo, FL
5	5	BIC Graphic North America	\$310,100,000	\$314,500,000	1,350	5	David A. Klatt Jr., CEO	Clearwater, FL
6	6	Next Level Apparel	\$236,900,000	\$209,500,000	325	4	Joe Simsolo, Founder and CEO	Gardena, CA
7	8	HPG	\$205,706,000	\$197,800,000	978	8	Chris Anderson, CEO	Braintree, MA
8	9	Staton Corporate & Casual	\$168,700,000	\$165,100,000	190	3	Billie Staton, President	Dallas, TX
9	7	TSC Apparel	\$140,000,000	-	250	9	Dave Klotter, CEO	Cincinnati, OH
10	10	The Magnet Group	\$121,437,000	\$117,800,000	490	6	Bill Korowitz, CEO	Washington, MO
11	12	Gemline	\$105,000,000	\$104,000,000	350	2	Jonathan Isaacson, CEO	Lawrence, MA
12	13	Sweda Company LLC	\$100,800,000	\$96,000,000	226	1	Jim Hagan, CEO	City of Industry, CA
13	11	Logomark	\$98,500,000	\$104,500,000	300	1	Trevor Gnesin, President and CEO	Tustin, CA
14	16	Showdown Displays	\$84,300,000	\$64,200,000	575	3	Kevin Walsh, President	Brooklyn Center, MN
15	-	Discount Labels	\$78,500,000	\$78,100,000	520	2	John Becker, SVP Sales & Marketing	New Albany, IN
16	18	Ariel Premium Supply Inc.	\$71,277,949	\$61,274,255	212	2	Tai Lin, President and CEO/Chairman	St. Louis, MO
17	14	Edwards Garment	\$68,300,000	\$68,800,000	162	1	Gary Schultz, President and CEO	Kalamazoo, MI
18	19	Cutter & Buck	\$66,000,000	\$61,000,000	440	4	Joel Freet, CEO	Seattle, WA
19	17	ADG Promotional Products	\$63,100,000	\$62,000,000	432	4	Tom Donlin, National Sales Manager	White Bear Lake, MN
20	24	Stouse LLC	\$60,647,669	\$54,300,000	430	2	Clay Davis, President and CEO	New Century, KS
21	-	IMAGEN Brands (Crown and Vitronic)	\$60,200,000	-	325	3	Paul Lage, President	Mason, OH
22	23	Chocolate Inn Lanco	\$60,000,000	\$50,000,000	350	2	David Miller, President	Hicksville, NY
23	28	Vantage Apparel	\$58,000,000	\$53,000,000	207	3	Ira Neaman, CEO	Avenel, NJ
24	30	SnugZ USA	\$57,500,000	\$50,900,000	525	1	Brandon Mackay, CEO	West Jordan, UT
25	22	Bag Makers Inc.	\$57,063,000	\$56,126,000	370	1	Maribeth Sandford, CEO	Union, IL
26	21	Gill Studios Inc.	\$54,250,000	\$59,300,000	-	1	Donald A. Gill, Chairman of the Board	Lenexa, KS
27	25	Garyline	\$53,776,488	\$53,661,000	568	1	Gary Hellinger, CEO	Bronx, NY
28 (tie)	15	iClick	\$53,000,000	\$68,000,000	62	1	Jeff Hall, President and CEO	Seattle, WA
28 (tie)	29	Evans Manufacturing	\$53,000,000	\$51,000,000	500	2	Alan Vaught, President	Garden Grove, CA
30	20	Blue Generation	\$52,000,000	\$51,000,000	50	2	Eric Rubin, President	Long Island City, NY
31	26	Tri-Mountain	\$50,350,000	\$53,000,000	-	-	Daniel Tsai, President and CEO	Irwindale, CA
32	27	Spector & Co. Inc.	\$49,546,417	\$52,241,824	371	1	Robert Spector, CEO	Montreal, Quebec, Canada
33	33	Gold Bond Inc.	\$47,000,000	\$45,000,000	525	2	Mark Godsey, President	Hixson, TN
34	32	Delta Apparel	\$46,200,000	\$46,000,000	7,000	9	Bob Humphries, CEO	Duluth, GA
35	31	Charles River Apparel	\$45,000,000	\$47,000,000	70	1	Barry Lipsett, President	Sharon, MA
36	34	Cap America	\$44,380,000	\$41,000,000	322	3	Mark Gammon, President and CEO	Fredericktown, MO
37	36	Tekweld Solutions	\$42,000,000	\$35,000,000	200	1	Taylor Tadmor, CEO; Aram Tessier, COO	Hauppauge, NY
38	35	American Ad Bag	\$37,500,000	\$34,400,000	220	3	Virginia Semrow, President	Woodstock, IL
39	38	AAKron Line	\$35,000,000	\$34,000,000	233	2	Devin Piscitelli, CEO and Co-Owner	Akron, NY
40	37	Starline	\$34,000,000	\$32,000,000	165	2	Brian Porter, SVP Sales & Marketing	Grand Island, NY
41	-	OTTO International Inc.	\$30,600,000	\$31,050,000	84	3	Razgo Lee, CEO	Ontario, CA
42	41	Greater China	\$30,400,000	\$30,100,000	42	3	Ben Zhang, CEO	Bellevue, WA
43	-	AAA Innovations	\$25,000,000	\$25,000,000	70	2	Jeffrey Nanus, President	Norwood, NJ
44	43	Hirsch Gift	\$24,000,000	\$23,000,000	94	1	Peter Hirsch, Owner	Houston, TX
45	45	HTT Headwear LTD	\$17,773,363	\$17,022,589	36	1	Gary Decker, CEO	Murrieta, CA
46	47	CPS/Keystone	\$15,500,000	\$16,700,000	120	1	Eric Enzbrenner, President	Erie, PA
47	49	Galaxy Balloon Inc.	\$12,030,000	\$11,000,000	120	1	Terry Brizz, President	Cleveland, OH
48	-	Tomax USA	\$12,000,000	\$13,000,000	45	1	-	City of Industry, CA
49	-	Raining Rose Inc.	\$9,900,000	\$8,300,000	300	1	Chuck Hammond, President	Cedar Rapids, IA
50	-	Alpi International	\$9,723,268	\$8,875,334	30	1	Francesco Indrio, Founder	Oakland, CA

Honorable Mentions: 3M Promotional Markets, Ball Pro, Gildan Activewear, GMG Pen, Goldstar, HTT Headwear, Moderne Glass Company Inc., Picnic Time Family of Brands, PWS, SanMar, Sunscope Group of Companies, World Emblem

All sales information provided by suppliers directly and may represent estimates on their part. The list does not include companies that did not disclose sales numbers.

WHO WE ARE



Promo Marketing provides engaging and authoritative coverage on industry trends, sales and marketing strategies, and the latest news for promotional products distributors and suppliers. Our goal is to connect our readership with cutting-edge solutions and provide stories of success that will drive the future goals of their organizations. Our magazine, website, e-newsletter and multimedia content offer a one-stop shop for information and insight into the promotional products industry.

NAPCOMEDIA

NAPCO Media, Promo Marketing's parent company, is a leading B2B media company specializing in creating community through content via integrated media programs, video services, marketing services, events and event management, custom content, eLearning and market research. NAPCO Media has rapidly expanded its portfolio to include NAPCO Video Services, NAPCO Events, NAPCO Marketing Services and NAPCO Research.