

TOP 50 DISTRIBUTORS

Rank	Company	Revenue	Principal Officer(s)	City, State
1	InnerWorkings Inc.	\$798,000,000	Eric D. Belcher, CEO	Chicago
2	Proforma	\$430,332,000	Greg Muzzillo, Founder; Vera Muzzillo, CEO	Cleveland
3	American Solutions for Business	\$190,327,842	Larry Zavadil, CEO	Glenwood, Minn.
4	WebbMason Inc.	\$100,000,000	Warner P. Mason, President	Hunt Valley, Md.
5	GBS Corporation*	\$91,167,800	Eugene Calabria, President/CEO	North Canton, Ohio
6	Kaeser & Blair Inc.	\$89,900,000	Kurt Kaeser, CEO	Batavia, Ohio
7	iPROMOTEu	\$89,000,000	Ross Silverstein, President/CEO	Wayland, Mass.
8	The Shamrock Companies Inc.	\$60,000,000	Robert Troop, CEO	Westlake, Ohio
9	DataSource Inc.	\$58,000,000	David Holland, President/CEO	Kansas City, Mo.
10	Data Supplies Inc.	\$54,274,214	James E. Combee, President	Duluth, Ga.
11	Smart Source LLC	\$50,800,000	Thomas D'Agostino, Jr., CEO	New York
12	Vanguard Direct*	\$43,200,000	Robert T. O'Connell, President	New York
13	PromoShop Inc./ Ecopromos.com	\$34,100,000	Memo Kahan, President/CEO/Founder	Los Angeles
14	Fontis Solutions*	\$31,603,000	Joe Fries, President	Irvine, Calif.
15	Team MHC	\$30,000,000	Pete Mattson, President/CEO	Burnsville, Minn.
16	The Sourcing Group	\$28,000,000	Joseph Falcone, President	Springfield, Pa.
17	Innovative Print & Media Group Inc. (Parent Company: Safeguard Business Systems)	\$27,064,056	Rob Whitman, President	Phoenixville, Pa.
18	Quality Resource Group Inc.	\$26,618,575	Dennis Pottebaum, CEO	Minneapolis
19	NPN360*	\$25,509,253	John Fox, CEO/Founding Principal	Wheeling, Ill.
20	Prime/Ampersand	\$23,580,000	D. Todd Mellon, President/CEO	Akron, Ohio
21	C&S Sales Inc.	\$22,085,122	Terry Storms, President	Hawthorne, Calif.
22	Tray Inc.	\$21,853,439	Brian Burlace, President	Glen Burnie, Md.

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23	B&B Solutions*	\$21,501,484	Jerry Spears, President/CEO	Mabelvale, Ark.
24	American Diversity Business Solutions	\$19,621,017	Diane Zavadil, CEO	Glenwood, Minn.
25	Drew & Rogers Inc.*	\$18,850,109	Tom Rogers, President	Fairfield, N.J.
26	USFI	\$18,000,000	Douglas Ritter, President	Dallas
27	MPX*	\$17,600,000	Robert Willis, President	Portland, Maine
28	DocuSource Print Management (Parent Company: Safeguard Business Systems)	\$16,908,521	Jeff Scott, CEO	Tigard, Ore.
29	Winbrook Inc.	\$16,800,000	Scott Lattanzio, President	Billerica, Mass.
30	Consolidated Graphic Communications (Parent Company: Safeguard Business Systems)	\$15,900,000	Jim Rhodes, President/CEO	Bridgeville, Pa.
31	Meridian	\$15,100,000	Bob Chanson, President	Loves Park, Ill.

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32	Safeguard Forms & Systems Inc. (Parent Company: Safeguard Business Systems)	\$15,000,000	Rick Stallings, President	Columbus, Ga.
33	RBO PrintLogistix Inc.*	\$14,300,000	Jim Riley, Owner	Maryland Heights, Mo.
34	AccuSource Solutions (Parent Company: Safeguard Business Systems)	\$14,200,000	Mark Wood, CEO	Carrollton, Texas
35	Midwest Single Source Inc.	\$13,752,300	John H. Osborne, Chairman	Wichita, Kan.
36	Stuart & Associates Inc.	\$12,478,481	Patricia McAllester, CEO	Cleveland
37	Cooley Group Inc.	\$10,800,000	Stuart I. Boyar, President/CEO	Rochester, N.Y.
38	Data Forms Inc.	\$10,642,953	Mike Emis, President	Fayetteville, Ark.
39	CTP Solutions	\$10,540,000	Jack Schachtel, President	Agoura Hills, Calif.
40	Voluforms	\$10,325,755	C. Michael Stewart, President	Jeffersonville, Ind.
41	Paper Express (PEX)	\$9,855,460	Chris McBride, President	Troy, Mich.
42	Graphic Information Systems	\$9,200,000	Walter W. Theiss, President	Cincinnati
43	Tabco Business Forms Inc.	\$8,719,635	Brad Bilyeu, President	Terre Haute, Ind.
44	Thompson Print Solutions	\$8,615,446	David Thompson, President	San Antonio
45	St. Louis Business Forms Inc.	\$8,500,000	Joe Raible, President	Fenton, Mo.
46	Advanced Business Graphics Inc.	\$8,003,044	Kristine Sorokwasz, President	Coppell, Texas
47	Elite Print Services Inc.	\$7,601,220	Gary S. Watson, President/CEO	Muncie, Ind.
48	Suncoast Marketing Inc.	\$7,366,196	Robert Scala, President	Fort Lauderdale, Fla.
49	Control Printing Group Inc.	\$6,894,100	Glenn Martin, President	Independence, Mo.
50	ABC Printing Company	\$6,800,000	RJ Strauss, President	Chicago

*Sales figures according to recently published reports.

Notable Omission: Print+Promo would like to recognize the efforts of WorkflowOne LLC, located in Dayton, Ohio. Because the company was unable to disclose the percentages of distributor sales versus manufacturing sales, it could not be included.