

TOP 50 *distributors*

EDITOR'S NOTE: *Print+Promo* would like to recognize the efforts of WorkflowOne LLC, located in Dayton, Ohio. The company put forth an impressive showing with annual sales totaling \$502,400,000. However, because percentages of distributor sales versus manufacturing sales could not be disclosed, we were unable to include WorkflowOne in this year's list.

Rank	Company	Revenue	Principal Officer(s)	City, State
1	InnerWorkings Inc.	\$633,800,000	Eric D. Belcher, CEO	Chicago
2	Proforma	\$394,800,000	Greg Muzzillo, Founder & Vera Muzzillo, CEO	Cleveland
3	American Solutions for Business	\$182,576,465	Larry Zavadil, CEO	Glenwood, Minn.
4	WebbMason Inc.	\$92,500,000	Warner Mason, President	Hunt Valley, Md.
5	Kaeser & Blair Inc.	\$84,800,000	Kurt Kaeser, CEO	Batavia, Ohio
6	The Shamrock Companies Inc.	\$70,000,000	Robert Troop, CEO	Westlake, Ohio
7	Data Supplies Inc. (DSI)	\$59,705,278	James Combee, President	Duluth, Ga.
8	Smart Source LLC	\$49,100,000	Thomas D'Agostino, Jr., CEO	New York
9	Vanguard Direct	\$46,000,000	Robert T. O'Connell, President	New York
10	Fontis Solutions* (Formerly Image Printing Solutions)	\$34,393,780	Joe Fries, President	Irvine, Calif.
11	MHC Associates	\$30,500,000	Pete Mattson, CEO	Burnsville, Minn.
12	Quality Resource Group Inc.	\$29,001,272	Dennis Pottebaum, President	Plymouth, Minn.
13	Northern Printing Network*	\$25,527,000	John Fox, President	Wheeling, Ill.
14	Tray Inc.	\$22,650,000	Brian Burlace, President	Glen Burnie, Md.
15	Prime/Ampersand	\$22,640,000	Todd Mellon, President	Akron, Ohio
16	C&S Sales Inc.	\$21,855,068	Terry Storms, President	Hawthorne, Calif.
17	B&B Solutions* (Formerly Bank & Business Solutions)	\$21,433,312	Jerry Spears, President	Mabelvale, Ark.
18	USFI	\$20,000,000	Douglas Ritter, President	Dallas
19	Innovative Print & Media Group Inc.	\$18,575,757	Bob Fisher, CEO	Phoenixville, Pa.
20	Consolidated Graphic Communications* (Parent Company: Champion Industries)	\$18,000,000	James A. Rhodes, President	Bridgeville, Pa.

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21	Winbrook	\$17,200,000	Scott Lattanzio, President	Billerica, Mass.
22	MPX	\$16,900,000	Robert Willis, President	Portland, Maine
23	American Diversity Business Solutions	\$16,404,434	Diane Zavadil, CEO	Glenwood, Minn.
24	RBO PrintLogistix Inc.*	\$15,522,000	Jim Riley, Owner	Maryland Heights, Mo.
25	DocuSource Print Management	\$15,360,018	Jeff Scott, CEO	Tigard, Ore.
26	DFI – Solutions in Print*	\$15,150,000	–	Davenport, Iowa
27	Bear Graphics*	\$14,508,600	Dan Youngblade, Owner	Sioux City, Iowa
28	TVC One (Formerly The Venture Corporation)	\$14,038,309	Gary Dunlap, President	Lewisville, Texas

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29	Midwest Single Source Inc.	\$13,526,284	John H. Osborne, Chairman	Wichita, Kan.
30	Tully-Wihr*	\$11,395,000	Gerald Knoll, CEO	Colfax, Calif.
31	Golden Pacific Systems Inc.	\$10,896,098	Kevin R. Austin, President/CEO	Rohnert Park, Calif.
32	Cooley Group Inc.	\$10,800,000	Stuart I. Boyar, President/CEO	Rochester, N.Y.
33	Meridian*	\$10,450,000	Robert Chanson, President	Loves Park, Ill.
34	Stuart & Associates	\$10,425,080	Patricia McAllester, CEO	Cleveland
35	Voluforms	\$10,212,564	C. Michael Stewart, President	Jeffersonville, Ind.
36	CTP Solutions	\$9,875,000	Jack Schachtel, President	Agoura Hills, Calif.
37	Paper Express Inc.	\$9,838,971	Chris McBride, President	Troy, Mich.
38	Data Forms Inc.	\$9,815,001	Mike Emis, President	Fayetteville, Ark.
39	Performance Group Inc.	\$8,461,088	Steve Connelly, CEO	Omaha, Neb.
40	St. Louis Business Forms Inc.	\$8,200,000	Joseph Raible, President	Fenton, Mo.
41	Tabco	\$7,950,000	Brad Bilyeu, President	Terre Haute, Ind.
42	Elite Print Services Inc.	\$7,916,777	Gary S. Watson, President/CEO	Muncie, Ind.
43	Suncoast Marketing Inc.	\$7,606,243	Robert Scala, President	Fort Lauderdale, Fla.
44	Control Printing Group Inc.	\$7,584,589	Glenn Martin, President	Independence, Mo.
45	Advanced Business Graphics Inc.	\$7,421,502	Kristine Sorokwasz, President	Coppell, Texas
46	Graphic Information Systems	\$7,300,433	Walt Theiss, President	Cincinnati
47	ABC Printing Company	\$7,100,000	RJ Strauss, President	Chicago
47	Thompson Print Solutions	\$7,100,000	David Thompson, President	San Antonio
49	ADi Group	\$7,061,464	Doug Freeman, CEO	Urbandale, Iowa
50	IBF	\$6,230,483	Jim Dunn, CEO	Boise, Idaho

*Sales figures according to recently published reports.