

TOP 50 *promo products distributors*

Rank	Company	Promotional Product Revenue	Principal Officer(s)	City, State
1	Bensussen Deutsch & Associates (BDA)	\$313,000,000	Jay Deutsch, CEO	Woodinville, Wash.
2	Proforma	\$296,000,000	Greg Muzzillo, Founder & Vera Muzzillo, CEO	Cleveland
3	Integrated Merchandising Systems LLC (IMS)	\$230,200,000	Rick Remick, CEO	Morton Grove, Ill.
4	4imprint Inc.	\$224,523,000	Kevin Lyons-Tarr, CEO	Oshkosh, Wis.
5	Geiger	\$174,400,000	Gene Geiger, MAS, CEO	Lewiston, Maine
6	HALO Branded Solutions	\$170,900,000	Marc Simon, CEO	Sterling, Ill.
7	National Pen	\$145,000,000	Dave Thompson, CEO	San Diego
8	AIA Corporation	\$127,000,000	David Woods, MAS, President/CEO	Neenah, Wis.
9	InnerWorkings Inc.	\$115,300,000	Eric D. Belcher, CEO	Chicago
10	American Solutions for Business (ASB)	\$97,685,000	Larry Zavadil, CEO	Glenwood, Minn.
11	WorkflowOne LLC	\$91,250,000	Tim Tatman, CEO	Dayton, Ohio
12	Kaeser & Blair Inc.	\$84,800,000	Kurt Kaeser, CEO	Batavia, Ohio
13	iPROMOTEu	\$73,834,000	Ross Silverstein, President/CEO	Wayland, Mass.
14	Summit Group LLC	\$71,000,000	Jamey Nugent, CEO	Silver Spring, Md.
15	Jack Nadel International	\$62,500,000	Craig Nadel, President	Culver City, Calif.
16	G&G Outfitters Inc.	\$62,363,000	Richard L. Gergar, EVP and Co-founder	Lanham, Md.
17	The Vernon Company	\$60,965,000	Chris Vernon, MAS, President	Newton, Iowa
18	Brown and Bigelow	\$60,500,000	William D. Smith, President	St. Paul, Minn.
19	Boundless Network	\$44,000,000	Jason Black, CEO	Austin, Texas
20	Axis Promotions	\$34,667,000	Larry Cohen, President	New York
21	Genumark Promotional Merchandise Inc.	\$33,700,000	Mark Freed, CEO	Toronto
22	Touchstone	\$33,500,000	Derek Block, CEO	Mason, Ohio
23	CSE (Caliendo Savio Enterprises Inc.)	\$32,200,000	Tom Savio, President/CEO	New Berlin, Wis.
23	PromoShop Inc.	\$32,000,000	Memo Kahan, President/CEO	Los Angeles
25	Robertson Marketing Group	\$29,676,000	Tom Robertson, Jr., President	Salem, Va.

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26	Deluxe/Safeguard Business Systems	\$27,900,000	Lee Shram, CEO	Shoreview, Minn.
27	Barker Specialty Company	\$26,874,000	Gerald Barker, President	Cheshire, Conn.
28	A Brand Company (formerly Bluegrass)	\$26,800,000	Fred Parker, President/CEO	Charlotte, N.C.
29	Zagwear Inc.	\$25,281,000	Toby Zacks, CEO	Orangeburg, N.Y.
30	Chamberlain Marketing Group	\$25,000,000	Jerry Chamberlain, CEO	Taylor, Mich.
30	Hygrade Business Group	\$25,000,000	Vic Albetta, CEO	Clifton, N.J.
32	Clean Fun Promotional Marketing	\$24,500,000	Greg Washer, President	Costa Mesa, Calif.
33	Leaderpromos	\$24,000,000	Stephanie Leader, President/CEO	Costa Mesa, Calif.
33	Mercury Promotions and Fulfillment	\$24,000,000	Jon Sloan, CEO	Sterling Heights, Mich.

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33	Sunrise Identity LLC	\$24,000,000	Mitch Mounger, CEO	Bellevue, Wash.
36	National Premium Inc.	\$23,800,000	Scott Schmidt, President	Pewaukee, Wis.
37	GatewayCDI	\$22,000,000	Chuck Fandos, CEO	St. Louis
38	C & S Sales Inc.	\$21,855,000	Terry Storms, President	Hawthorne, Calif.
39	Inkwell Global Marketing	\$21,800,000	Steven Marder, President	Manalapan, N.J.
40	Overture Premiums and Promotions	\$19,500,000	Heather Sanderson, CEO	Vernon Hills, Ill.
41	Shumsky	\$19,109,000	Michael Emoff, CEO	Dayton, Ohio
42	Target Marketing Group	\$17,450,000	John Leahy, President/CEO	Owings Mills, Md.
43	MadeToOrder Inc.	\$16,699,000	Barbara Brown, CEO	Pleasanton, Calif.
44	Concord Marketing Solutions Inc.	\$14,400,000	Kirk Graves, CEO	Glendale Heights, Ill.
45	Goldner Associates Inc.	\$14,000,000	Andy Straus, President	Nashville, Tenn.
46	HDS Marketing Inc.	\$12,500,000	Howard Schwartz, Founder/CEO	Pittsburgh
47	TeamWorld Corporate Programs	\$11,500,000	Steve Wozniak, President	Binghamton, N.Y.
48	The Promotional Specialist	\$11,250,000	Aaron Moscoe & Andrew Rotenberg, Principals	Markham, Ontario
49	Image Source	\$10,300,000	Brian Haner, President	Kirkland, Wash.
50	Commotion Promotions LTD	\$9,800,000	Karen Kravitz, President	Phoenix

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 separately here.

Club Colors	Bob Stockard, CEO	Schaumburg, Ill.
Newton Manufacturing	Lee Cochran, President	Newton, Iowa
Staples Promotional Products	Richard Witaszak, Vice President/General Manager	Framingham, Mass.

All revenue information provided directly by distributors and may represent estimates on their part.

Revenue numbers were collected by *Promo Marketing* in May 2012.