



print & promo marketing

Resources & Strategies for the Distributor Community



2023
TOP DISTRIBUTORS

2023 TOP DISTRIBUTORS

It's tough to argue against the numbers this year and say the promotional products industry isn't flourishing.

Last year, the statistics were all about recovery. 2021 was all about navigating COVID and the lingering economic factors. It was about playing catch-up more than innovating, taking time to implement new product lines or new ways of doing business to grow.

Things have changed in just a year, and while we were celebrating 53 revenue increases last year, this year, out of our top 75 distributors, not a single one reported a drop in revenue.

And in terms of growth, in the top 10 alone, two companies posted more than 50% growth, with Boundless and BAMKO both reporting growth hovering at about 80%.

That's huge.

What's also huge is that this year, the top two distributors both topped the \$1 billion in revenue mark. HALO saw 22% growth to get it to \$1,007,000,000. The No. 1-ranked

distributor this year, 4imprint, listed 44% growth to get it to just over \$1.1 billion, bringing them to the top spot after spending last year in 3rd behind HH Global and HALO Branded Solutions.

The rest of the pack isn't far behind, with No. 3-ranked Proforma going over the \$600 million mark, and companies like BDA and American Solutions for Business on the cusp of the half-billion milestone, too. As the industry grows, it's likely we'll see even more companies join HALO and 4imprint in that highly sought-after billion-dollar zone.

There are a few new faces in the

top 10 this year, with iPROMOTEu jumping from 12 to 8, after posting 16% revenue growth to reach \$209 million.

While so many stories over the last few years focused on recovery and staying afloat, it's safe to say that this year's Top Distributors list is a story about success. Back to normal, new normal, whatever you want to call it, success is everywhere in this industry as school returns, in-person events are rescheduled, and end-buyers are setting aside budget allocations for promotional products.

Now, onto the more granular aspects of the list.

Not every company surveyed discloses the category breakdown of their revenue (i.e., what percentage of their revenue is made up of things like apparel, forms, hard goods, etc.). But, the ones that did painted a positive picture of the industry. Each category was broken down to the top 10 companies that disclosed this information.

Who's Missing?

To provide the most accurate data, our list includes only distributor companies that report financials directly to us. That means some larger distributors — Staples Promotional Products, Cimpress, Cintas, and Myron, for example — do not appear on our list. These companies would likely place in the top third if included.

Other large distributors, like DiscountMugs.com, Safeguard/Deluxe Corp., Match-Up Promotions, Brown & Bigelow Inc., The Ampersand Group, Shumsky, Winbrook, and Insight Branding, have reported in the past, but elected not to submit for this year (or were unable to be reached).

Mergers and acquisitions also influenced the list year to year. For example, T.R. Miller Co. Inc., which has been featured on the list in previous years, was acquired by No. 24 Stran & Company Inc. (dba Stran Promotional Solutions) in January of this year. In July of last year, too, WebbMason Marketing, which placed 18th on our 2022 list, announced a merger with SupplyLogic. In the month after our 2022 list was published, the combined company was purchased by investment firm Gallant Capital Partners, and while placing high last year, did not submit results this year.

2023 TOP DISTRIBUTORS

The top 10 printed forms distributors put up \$107,256,659, which accounts for the total from the entire 2021 list. The top 10 tags and labels distributors reported more than \$158 million. The largest share came from hard goods, which accounted for just more than half a billion in the top 10 alone, led by American Solutions for Business' \$131.8 million in hard goods revenue this year.

However, not far behind hard goods was branded apparel, with \$280.3 million from the top 10 companies, once again led by American Solutions for Business with \$56.5 million.

Branded apparel plays a big part in this year's list, as companies also disclosed their fastest-growing segment. Of the companies surveyed, apparel showed up 31 times.

For the complete list, as well as profiles featuring some of the leading executives of companies on this list, turn to page 12. For additional data on each vertical market and other statistics, see the expanded online version of our top 75 in September.

Print & Promo Marketing congratulates each company that made the list, and wishes everyone even more success and growth throughout 2023 and into 2024.

Other Stats

Custom apparel showed up 30 times as a fastest-growing product category among the top 75. Custom products, such as custom apparel, custom headwear, and custom kits, showed up eight times. Nine of the top 75 listed hospitality or travel as a top-three sales vertical, pointing to a return from COVID-area drops in those categories. Similarly, "sports" and "entertainment" were both listed as top sales verticals for distributors five times each within the top 75. Still, healthcare showed up 48 times in this same category, followed by education with 24 mentions. ppm

2023 TOP DISTRIBUTORS: THE LIST

	COMPANY	REVENUE	PRINCIPAL(S)	LOCATION
1	4imprint Inc.	\$1,120,500,000	Kevin Lyons-Tarr, CEO	Oshkosh, WI
2	HALO Branded Solutions	\$1,007,000,000	Marc Simon, CEO	Sterling, IL
3	Proforma	\$620,000,000	Vera Muzzillo, CEO	Tampa, FL
4	Bensussen Deutsch & Associates LLC	\$448,600,000	Jay Deutsch, CEO/Co-Founder	Woodinville, WA
5	American Solutions for Business	\$419,687,122	Larry Zavadil, CEO	Glenwood, MN
6	BAMKO	\$387,900,000	Jake Himelstein, President	Los Angeles, CA
7	Geiger	\$330,200,000	Jo-an Lantz, President/CEO	Lewiston, ME
8	iPROMOTEu	\$209,000,000	Ross Silverstein, President/CEO	Wayland, MA
9	Boundless	\$160,000,000	Dave Klotter, CEO	Austin, TX
10	GO2 Partners Inc.	\$152,000,000	James O'Brien, CEO	Des Plaines, IL

2023 TOP DISTRIBUTORS: THE LIST

	COMPANY	REVENUE	PRINCIPAL(S)	LOCATION
11	Smart Source Enterprises	\$148,000,000	Tom D'Agostino Jr., CEO	Suwanee, GA
12	Fully Promoted	\$129,500,000	Andrew Titus, President	West Palm Beach, FL
13	Overture Promotions Inc.	\$121,110,010	JoAnn Gilley, CEO	Waukegan, IL
14	Positive Promotions Inc.	\$118,000,000	Nelson Taxel, Owner/CEO	Hauppauge, NY
15	Corporate Imaging Concepts LLC	\$105,000,000	Bob Herzog, CEO	Northbrook, IL
16	Kaeser & Blair	\$96,000,000	Kurt Kaeser, CEO	Batavia, OH
17(T)	ePromos Promotional Products	\$82,000,000	Tamara Borello, Chief Operations Officer	St. Cloud, MN
17(T)	Vanguard Direct	\$82,000,000	Robert O'Connell, President	New York, NY
19	Zorch International Inc.	\$73,900,000	Mike Wolfe, President/CEO	Chicago, IL
20	Summit Group	\$68,500,000	Michael J Harper, CEO	Silver Spring, MD
21	Something Inked	\$68,000,000	Oliver Landry, President	Nashville, TN
22	American Diversity	\$66,523,478	Diane Zavadi, CEO/Owner	Glenwood, MN
23	Promoshop Inc. / ecopromos.com	\$66,000,000	Memo Kahan, President/CEO	Los Angeles, CA
24	Stran & Company. Inc. dba Stran Promotional Solutions	\$64,250,000	Andy Shape, CEO	Quincy, MA
25	Helm	\$63,180,573	Ryan LaMirand, President/CEO	Plymouth, MI
26	Repacorp Inc.	\$63,000,000	Rick Heini, CEO	Tipp City, OH
27	npr360	\$60,400,000	Artie Collins, CEO	Bannockburn, IL
28	Quality Logo Products Inc.	\$56,400,000	Bret Bonnet, President	Aurora, IL
29	Genumark Inc.	\$51,416,000	Mark Freed, Executive Chairman	Toronto, ON
30	Leader Promotions Inc.	\$51,250,000	Stephanie Leader, Founder/CEO	Columbus, OH
31	The Artcraft Group	\$50,000,000	Judith E. Zimmerman, President/CEO	Moorestown, NJ
32	Kotis Design	\$49,200,000	Jeff Becker, CEO	Remote
33(T)	APISource Inc.	\$48,000,000	Cynthia Brown, President/CEO	Greenbelt, MD



TOP DISTRIBUTORS: THE LIST

	COMPANY	REVENUE	PRINCIPAL(S)	LOCATION
33(T)	Shamrock Companies Inc.	\$48,000,000	Robert Troop, Chairman of the Board	Westlake, OH
35	QRG	\$47,000,313	Todd Pottebaum, President	Plymouth, MN
36	Eagle Promotions	\$43,800,000	Sean Ono, CEO; Mario Stadlander, President	Las Vegas, NV
37	Concord Marketing Solutions Inc.	\$41,688,000	Kirk Graves, CEO	Glendale Heights, IL
38	Mercury Promotions	\$41,000,000	Jon Sloan, CEO	Sterling Heights, MI
39	The Image Group	\$39,400,000	Jon Levine, CEO	Holland, OH
40	Phase 3 Marketing & Communications	\$38,693,000	Ken Holsclaw, President/Co-Founder	Atlanta, GA
41(T)	HDS Marketing Inc.	\$35,000,000	Howard Schwartz, Founder/CEO	Pittsburgh, PA
41(T)	Arch Promo Group	\$35,000,000	Steve Elhert, National General Manager	Roxana, IL
41(T)	Meridian	\$35,000,000	Robert Chanson, President	Loves Park, IL
44	HDS Marketing	\$34,250,000	Howard Schwartz, CEO/Founder	Pittsburgh, PA
45	Inkwell Global Marketing	\$33,700,000	Steven Marder, CEO	Manalapan, NJ
46	Apex Advertising Inc.	\$33,223,205	Ron Weaver, President/CEO	Lancaster, PA
47	MSP Design Group	\$31,276,414	Dan Clarkson, CEO	Virginia Beach, VA
48	Image Source	\$31,000,000	Thomas Goos, President; Brian Haner, CEO	Kirkland, WA
49	Goldner Associates Inc.	\$27,900,000	Andrew Straus, President	Nashville, TN
50	The MRL Group	\$27,721,354	Michael Levitt, CEO	Fort Lauderdale, FL
51	Barker Specialty	\$27,587,445	Gerry Barker, President	Cheshire, CT
52	Winbrook	\$25,700,000	Scott Lattanzio, President	Billerica, MA
53	MyBrandPromo Inc.	\$25,000,000	Joe McEuen, CEO	St. Louis, MO
54	Brand Fuel	\$22,889,446	Danny Rosin, Co-President; Robert Fiveash, Co-President	Raleigh, NC
55	Advoc8/+Drop	\$22,000,000	Ben Adams, Co-Founder/Head of +Drop	Charlotte, NC
56	DFI – Solutions in Print	\$21,500,000	Bryan Miller, President	Davenport, IA

	COMPANY	REVENUE	PRINCIPAL(S)	LOCATION
57	Avail Labs	\$21,200,000	Brian Hensen, President	Charlotte, NC
58	City Paper Company	\$21,050,913	Stephanie Friedman, CEO	Birmingham, AL
59	Target Marketing Group	\$20,700,000	John Leahy, President/Founder	Owings Mills, MD
60	TSMGI – The Specialized Marketing Group	\$20,600,000	Jordan Bressler, President/CEO	Deerfield, IL
61	Imprint Engine	\$19,230,626	Caleb Gilbertson, CEO	Minneapolis, MN
62	Elevate Brand Marketing	\$19,200,000	Jeff Sampson, CEO	Dallas, TX
63	Blue Sky Marketing Group	\$18,519,034	Corey Zirlin, President	Northbrook, IL
64	Spry Inc.	\$18,340,922	Jeff Williams, CEO	Indianapolis, IN
65	Boost Engagement LLC	\$17,801,262	Dawn Conway, CEO	Dayton, OH
66	Bergman Incentives	\$17,000,000	Mike Battershell, President/CEO	Omaha, NE
67	Hitex Marketing Group Inc.	\$16,000,000	Enrique Perez, President	Miami, FL
68	Cooley Group Inc.	\$15,607,849	Phil Yawman, President	Pittsford, NY
69	Juice Marketing LLC	\$15,101,000	Robert Lederman, Head of Sales and Operations; Lee Fine, Head of Sales and Strategy	Kirkland, WA
70	Abante Marketing	\$14,125,218	Stan Barth, Owner	Omaha, NE
71	American Business Forms & Envelopes	\$14,000,000	Steve Leary, Owner	Baltimore, MD
72	Consolidus LLC	\$13,176,058	Jeffrey Jones, Founder/CEO	Akron, OH
73	Signet Inc.	\$12,350,000	Elizabeth B. Tate, CEO	Memphis, TN
74	Proimprint	\$12,261,128	Blesson George, CEO	Asheboro, NC
75	Signet Inc.	\$12,350,000	Elizabeth B. Tate, CEO	Memphis, TN

Editor's note: All sales information provided directly by distributors and may represent estimates on their part.

2023 TOP DISTRIBUTORS: FASTEST GROWING

1. Brands Marketing Inc.

Stony Plain, Alberta, Canada

2022 Sales: \$615,226

2021 Sales: \$232,286

% Year-Over-Year Growth: 164.9%

2. Six Twenty Six LLC

Scottsdale, AZ

2022 Sales: \$587,000

2021 Sales: \$231,000

% Year-Over-Year Growth: 154.1%

3. Juice Marketing LLC

Kirkland, WA

2022 Sales: \$15,101,000

2021 Sales: \$7,250,000

% Year-Over-Year Growth: 108.3%

4. Pinnacle Branding

Wilmington, NC

2022 Sales: \$6,000,000

2021 Sales: \$3,000,000

% Year-Over-Year Growth: 100%

5. Reno Type

Reno, NV

2022 Sales: \$3,980,000

2021 Sales: \$2,050,000

% Year-Over-Year Growth: 94.1%

6. Something Inked

Nashville, TN

2022 Sales: \$68,000,000

2021 Sales: \$35,500,000

% Year-Over-Year Growth: 91.5%

7. IDitAll Inc.

Miami, FL

2022 Sales: \$2,000,000

2021 Sales: \$1,100,000

% Year-Over-Year Growth: 81.8%

8. Boundless

Austin, TX

2022 Sales: \$160,000,000

2021 Sales: \$88,800,000

% Year-Over-Year Growth: 80.2%

9. BAMKO

Los Angeles, CA

2022 Sales: \$387,900,000

2021 Sales: \$215,800,000

% Year-Over-Year Growth: 79.9%

10. MediaGroup Promotions

Williamsburg, VA

2022 Sales: \$1,600,000

2021 Sales: \$900,000

% Year-Over-Year Growth: 77.8%

11. Access Solutions Inc.

Knoxville, TN

2022 Sales: \$1,650,000

2021 Sales: \$950,000

% Year-Over-Year Growth: 73.7%

12. Team Phun

San Diego, CA

2022 Sales: \$4,800,000

2021 Sales: \$2,900,000

% Year-Over-Year Growth: 65.5%

13. MSP Design Group

Virginia Beach, VA

2022 Sales: \$31,276,414

2021 Sales: \$19,749,331

% Year-Over-Year Growth: 58.4%

14. Imprint Engine

Minneapolis, MN

2022 Sales: \$19,230,626

2021 Sales: \$12,497,051

% Year-Over-Year Growth: 53.9%

15. Summit Group

Silver Spring, MD

2022 Sales: \$68,500,000

2021 Sales: \$45,500,000

% Year-Over-Year Growth: 50.5%

16. APISource Inc.

Greenbelt, MD

2022 Sales: \$48,000,000

2021 Sales: \$32,000,000

% Year-Over-Year Growth: 50%

17. Foundry Brand Services Group

Long Beach, CA

2022 Sales: \$7,910,000

2021 Sales: \$5,372,136

% Year-Over-Year Growth: 47.2%

18T. Quality Logo Products

Aurora, IL

2022 Sales: \$56,400,000

2021 Sales: \$38,600,000

% Year-Over-Year Growth: 46.1%

18T. HM Marketing LLC

Towaco, NJ

2022 Sales: \$950,000

2021 Sales: \$650,000

% Year-Over-Year Growth: 46.1%

20T. The MRL Group

Fort Lauderdale, FL

2022 Sales: \$27,721,354

2021 Sales: \$19,112,848

% Year-Over-Year Growth: 45%

20T. Consolidus LLC

Akron, OH

2022 Sales: \$13,176,058

2021 Sales: \$9,085,794

% Year-Over-Year Growth: 45%

22. 4imprint Inc.

Oshkosh, WI

2022 Sales: \$1,120,500,000

2021 Sales: \$773,710,000

% Year-Over-Year Growth: 44.8%

23. American Diversity

Glenwood, MN

2022 Sales: \$66,523,478

2021 Sales: \$46,305,000

% Year-Over-Year Growth: 43.7%

24. Blink Marketing Inc.

Franklin, TN

2022 Sales: \$9,450,000

2021 Sales: \$6,650,000

% Year-Over-Year Growth: 42.1%

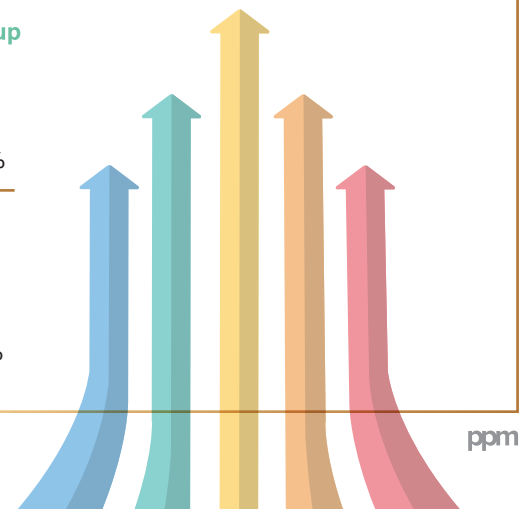
25. Zorch International Inc.

Chicago, IL

2022 Sales: \$73,900,000

2021 Sales: \$52,500,000

% Year-Over-Year Growth: 40.8%



#2 HALO Branded Solutions



Marc Simon, CEO

It was a big year for HALO, to say the least. After finishing last year with \$822.9 million in sales, HALO crossed that highly-coveted \$1 billion threshold, along with 4imprint, the only company capable of keeping it out of the top spot. But it's not that ranking or number on paper that motivates CEO Marc Simon; it's the work that goes on behind the scenes with

customers, and building their reputation as one of the go-to distributors in the industry.

"We say that we don't just want to be the biggest," he says. "Our goal is to be the best."

What Got Them Here

While much of our revenue increase in 2022 was the result of organic growth, we have benefited enormously from the acquisitions we have made over the last six years. Specifically,

Sterling, Illinois
2,139 employees, 42 locations

2022 sales: \$1,007,000,000
Prior year sales: \$822,900,000
Change: +22.5%
Top sales verticals: Telecom, retail, financial
Fastest-growing area: Drinkware

we have been able to significantly increase the level of leadership and expertise across the company because of the talent that has joined us in the acquisitions. Each facet of our business has grown stronger, and the solutions we can now provide are more impactful to clients and prospects as a result.

What They Plan to Do

We find that clients are not just looking to HALO for products. They are partnering with us to build their brands from the inside out. Clients are also seeking out multiple solutions from a single provider that can address issues around employee engagement, customer acquisition, consumer activation and recognition, and sales incentives, among many others. Having a solution platform that can solve these complex client challenges will be essential for distributors going forward.

#3 Proforma



Vera Muzzillo, CEO

This year, Proforma took a lot of steps to fully modernize its business, embracing e-commerce popularity, automation, and more. Vera Muzzillo, CEO of Proforma, felt that a shift toward online sales channels allowed distributors under the Proforma umbrella to reach a wider audience and tap into new markets, which in turn led to faster response time,

minimal errors, and revenue growth.

What They're Looking Forward To

For the rest of 2023 and into 2024, we are excited about maintaining the momentum by leveraging our strengths in business development and marketing powered by the industry's best technology. This industry remains poised for

Tampa, Florida
167 employees, 500 locations

2022 sales: \$620,000,000
Prior year sales: \$540,800,000
Change: +14.6%
Top sales verticals: Nonprofits & other services, healthcare, retail trade
Fastest-growing area: Hard goods

continued growth, consolidation, and scalability through branding expertise, automation, and best workflow practices.

What They Recommend for Others

Continuously strive to enhance your business by actively seeking improvement opportunities. Embrace feedback from both customers and employees to pinpoint areas that require enhancement. Regularly assess your sales strategies, operational processes, and customer interactions to proactively identify and address any potential areas for improvement. By maintaining this proactive approach to improvement, you can ensure that your business remains dynamic [and] customer-focused, and consistently evolves to meet the changing demands of the market.

2023 TOP DISTRIBUTORS: PROFILES

#6 BAMKO



Jake Himelstein, CFO

BAMKO has undergone noticeable change over the last decade. Acquisitions and new business development have put the distributor on a course for continued success, and president Jake Himelstein says a commitment to the company's core principals and all of the pieces from previous years settling more into place got the company to where it is now. From a product-focus

perspective, he says that a greater focus on uniforms will be a difference-maker for BAMKO going forward.

What They're Looking Toward

We got to where we are by taking a long-term focus toward growth. That means making the investments in the near-term that we know pay off down the road. 2023 is no different, with our core focus being the infrastructure and technology investments that will pay dividends for years down the road. I think this year, more than any

Los Angeles, California
600 employees, 12 locations

2022 sales: \$387,900,000

Prior year sales: \$215,800,000

Change: +79.9%

Top sales verticals: Tech, QSR, gig economy

Fastest-growing area: Uniforms

other, we are really putting the pieces in place to have the sort of competitive advantages from a technology and infrastructure perspective that is going to pay off for years to come. We try to keep a lot of this sort of stuff close to the vest, but I cannot remember a more exciting time at BAMKO in terms of our ability to project how we will stack up against competitors from a capabilities perspective in the years to come.

What Variables They're Watching

Automation is probably the No. 1 thing I am personally keeping an eye on. In terms of long-term impact on the industry as a whole, that is what I'd say is the likeliest major disruptor, and I don't think there's a close second. Beyond that, we continue to pay close attention to economic trends, including what's happening in the tech sector, credit markets, jobs data, as well as Fed policy and inflation.

#21 Something Inked



Bill Feldberg, Executive VP

Something Inked hangs its hat largely on live events. So, the return of sporting events, concerts, and festivals after the pandemic made the difference. Bill Feldberg, executive vice president of business development, says that the number of live events the company worked on rose significantly as a result of post-COVID rebounding. As travel grew, too, destination

retail also saw an uptick.

How They Recovered

Live events returned in late 2021 and really peaked in 2022 with people wanting to get back to sports, music, and travel, so fortunately we were in a position with our client base to really support that growth. Our biggest challenge in 2022 was

Nashville, Tennessee
147 employees, two locations

2022 sales: \$68,000,000

Prior year sales: \$35,500,000

Change: +91.5%

Top sales verticals: Entertainment, sports, destination

Fastest-growing area: Private Label branded apparel

supply chain and labor management, but like everyone else, as the year went on those variables improved and normalized as well.

How They Stay Optimistic (Within Reason)

The news, while often doom and gloom, is not always an accurate representation of niche markets. We continue to keep an eye on global trends to be able to help our clients offer the latest and greatest designs and styles at price points that meet their needs, while also watching the supply chain, labor variables, and doing what we can to minimize all of those challenges with a little secret sauce and Something Inked magic.

#47 MSP Design Group



Dan Clarkson, CEO

MSP acquired Troy, Virginia-based distributor Bright Ideas last year, and CEO Dan Clarkson says that certainly helped their huge growth year-over-year. But it was what the company chose to focus on in addition to their M&A strategy, like new markets and adding new salespeople, that really made the difference.

How They're Keeping Up Momentum

MSP Design Group thrives where creativity meets results. We are very optimistic going into 2023 focusing on providing new solutions and value to our customers.

Virginia Beach, Virginia
165 employees, four locations

2022 sales: \$31,276,414

Prior year sales: \$19,749,331

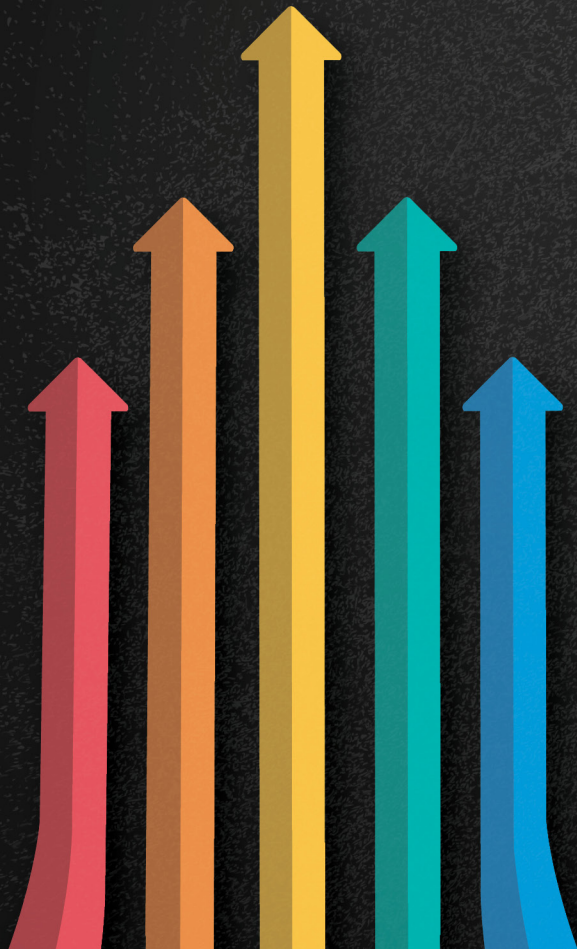
Change: +58.4%

Top sales verticals: Healthcare, manufacturing, hospitality

Fastest-growing area: Apparel

What They're Looking At

The uncertainty of the current economics is something that we all need to pay attention to. We are seeing some companies in specific verticals cutting budgets based on current market conditions. While there are certain realities to manage, we are confident in our team and our ability to assist our client partners to achieve success, even if some segments of the global economy are challenged.



2023 TOP 10 FORMS DISTRIBUTORS

	COMPANY	FORMS REVENUE	TOTAL REVENUE	LOCATION
1	American Solutions for Business	\$40,080,120	\$419,687,121	Glenwood, MN
2	Smart Source Enterprises	\$24,271,999	\$148,000,000	Suwanee, GA
3	GO2 Partners Inc.	\$22,500,000	\$152,000,000	Des Plaines, IL
4	American Business Forms & Envelopes	\$5,600,000	\$14,000,000	Baltimore, MD
5	Stewart Graphics Inc. dba Voluforms	\$5,530,787	\$11,522,473	Jeffersonville, IN
6	Meridian	\$3,500,000	\$35,000,000	Loves Park, IL
7	DFI – Solutions In Print	\$2,150,000	\$21,500,000	Davenport, IA
8	CTP Solutions	\$1,298,000	\$11,800,000	Agoura Hills, CA
9	Beachley Medical Office Solutions	\$1,216,888	\$5,531,313	White Marsh, MD
10	Metcom Inc.	\$1,108,863	\$5,280,302	Saint Clair Shores, MI

2023 TOP 10 LABELS & TAGS DISTRIBUTORS

	COMPANY	LABELS & TAGS REVENUE	TOTAL REVENUE	LOCATION
1	GO2 Partners Inc.	\$83,600,000	\$152,000,000	Des Plaines, IL
2	American Solutions for Business	\$30,007,629	\$419,687,121	Glenwood, MN
3	Smart Source Enterprises	\$15,688,000	\$148,000,000	Suwanee, GA
4	DFI – Solutions in Print	\$11,180,000	\$21,500,000	Davenport, IA
5	Meridian	\$7,000,000	\$35,000,000	Loves Park, IL
6	American Business Forms & Envelopes	\$4,200,000	\$14,000,000	Baltimore, MD
7	CTP Solutions	\$2,360,000	\$11,800,000	Agoura Hills, CA
8	Metcom Inc.	\$2,481,741	\$5,280,302	Saint Clair Shores, MI
9	International Printing Solutions	\$1,600,000	\$6,400,000	Vista, CA
10	Magic Printing Services / Magic Business Forms	\$275,000	\$2,750,000	Winter Park, FL

2023 TOP 10 PROMOTIONAL HARD GOODS DISTRIBUTORS

	COMPANY	PROMOTIONAL HARD GOODS REVENUE	TOTAL REVENUE	LOCATION
1	American Solutions for Business	\$131,823,724	\$419,687,121	Glenwood, MN
2	Positive Promotions Inc.	\$97,704,000	\$118,000,000	Hauppauge, NY
3	Quality Logo Products	\$54,144,000	\$56,400,000	Aurora, IL
4	APISource Inc.	\$40,800,000	\$48,000,000	Greenbelt, MD
5	PromoShop Inc. / ecopromos.com	\$39,600,000	\$66,000,000	Los Angeles, CA
6	Arch Promo Group	\$35,000,000	\$35,000,000	Roxana, IL
7	Goldner Associates Inc.	\$27,900,000	\$27,900,000	Nashville, TN
8	Leader Promotions Inc.	\$25,625,000	\$51,250,000	Columbus, OH
9	Concord Marketing Solutions Inc.	\$25,012,800	\$41,688,000	Glendale Heights, IL
10	Kotis Design	\$24,600,000	\$49,200,000	Remote

2023 TOP 10 BRANDED APPAREL DISTRIBUTORS

	COMPANY	BRANDED APPAREL REVENUE	TOTAL REVENUE	LOCATION
1	American Solutions for Business	\$56,489,886	\$419,687,121	Glenwood, MN
2	Summit Group	\$47,950,000	\$68,500,000	Silver Spring, MD
3	Something Inked	\$47,600,000	\$68,000,000	Nashville, TN
4	Promo Shop Inc. / ecopromos.com	\$26,400,000	\$66,000,000	Los Angeles, CA
5	Leader Promotions Inc.	\$25,625,000	\$51,250,000	Columbus, OH
6	Kotis Design	\$24,600,000	\$49,200,000	Remote
7	The Artcraft Group	\$16,000,000	\$50,000,000	Moorestown, NJ
8	Avail Labs	\$13,780,000	\$21,200,000	Charlotte, NC
9	Positive Promotions Inc.	\$12,744,000	\$118,000,000	Hauppauge, NY
10	Abante Marketing	\$9,181,391	\$14,125,218	Omaha, NE

WHO WE ARE



Resources & Strategies for the Distributor Community

Print & Promo Marketing, a premium publication from Print & Promo and Promo Marketing, reaches more than 40,000 subscribers, including some of the largest suppliers of forms, labels, promotional products, branded apparel, commercial printing, and direct mail. Targeting distributors/brokers within the print and promotional products industry, Print & Promo Marketing is designed to help protect legacy print and promo revenue, and expand and grow new revenue streams. Topics range from business development, supply chain partnerships and management strategy, to manufacturing, safety regulations, and product trends.

NAPCOMEDIA

NAPCO Media, Print & 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.