

# Top 100 DISTRIBUTORS

EDITOR'S NOTE: *Print Professional* would like to recognize the efforts of **WorkflowOne LLC**, located in Dayton, Ohio. The company put forth an impressive showing with annual sales totaling \$580,693,388. 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	Sales \$(000)	Principal Officer(s)	City, State
1	<b>InnerWorkings, Inc.</b>	482,000	Eric D. Belcher, President, CEO	Chicago
2	<b>Proforma</b>	358,800	Greg Muzzillo, Founder; Vera Muzzillo, CEO	Cleveland
3	<b>American Solutions for Business</b>	180,769	Larry Zavadil, Founder, CEO	Glenwood, Minn.
4	<b>WebbMason</b>	90,000	Warner Mason, President, CEO	Hunt Valley, Md.
5	<b>Kaeser &amp; Blair, Inc.</b>	79,800	Kurt Kaeser, CEO	Batavia, Ohio
6	<b>Data Supplies Inc.</b>	67,045	James E. Combee, President	Duluth, Ga.
7	<b>The Shamrock Companies</b>	60,000	Robert E. Troop, CEO	Westlake, Ohio
8	<b>DataSource, Inc.</b>	49,000	Sherie Bartlett, Founder, CEO	Kansas City, Mo.
9	<b>Smart Source, LLC</b>	48,500	Thomas D'Agostino, Jr., CEO	New York
10	<b>Vanguard Direct</b>	46,000	Robert T. O'Connell, President	New York
11	<b>Fontis Solutions*</b> (Formerly Image Printing Solutions)	32,100	Joe Fries, President	Irvine, Calif.
12	<b>Apex Print Technologies, LLC</b>	28,000	Brian W. Kueppers, Founder, CEO	St. Paul, Minn.
12	<b>Team/MHC</b> (Parent Company: MHC Associates Inc.)	28,000	Pete Mattson, President, CEO	Burnsville, Minn.
14	<b>C&amp;S Sales, Inc.</b>	23,697	Terry Storms, President	Hawthorne, Calif.
15	<b>Quality Resource Group, Inc.</b>	23,338	Dennis Pottebaum, President	Plymouth, Minn.
16	<b>USFI</b>	22,890	Faisal Ahmad, President, CEO	Dallas
17	<b>Prime Business Solutions</b> (Includes sales of The Ampersand Group)	21,800	Todd Mellon, President	Akron, Ohio
18	<b>Consolidated Graphic Communications</b> (Parent Company: Champion Industries)	19,800	James A. Rhodes, President	Bridgeville, Pa.
19	<b>Tray, Inc.</b>	19,413	Brian Burlace, President	Glen Burnie, Md.

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20	<b>B &amp; B Solutions*</b> (Formerly Bank & Business Solutions)	19,375	Jerry Spears, President	Mabelvale, Ark.
21	<b>Northern Printing Network</b>	19,200	John Fox, President	Wheeling, Ill.
22	<b>Innovative Print &amp; Media Group, Inc.*</b>	18,492	Robert Fisher, Principal, CEO	Phoenixville, Pa.
23	<b>RBO PrintLogistix, Inc.*</b>	16,404	Jim Riley, Owner	Maryland Heights, Mo.
24	<b>MPX</b>	16,100	Robert Willis, President	Portland, Maine
25	<b>American Diversity Business Solutions</b>	15,803	Diane Zavadil, CEO	Glenwood, Minn.
26	<b>Bear Graphics</b>	15,739	Dan Youngblade, President	Sioux City, Iowa
27	<b>DocuSource Print Management</b>	15,489	Jeff Scott, CEO	Tigard, Ore.
28	<b>Bradley Marketing Group*</b>	14,000	John DeAngelis, President	Hauppauge, N.Y.
29	<b>Midwest Single Source</b>	13,339	John H. Osborne, President	Wichita, Kan.

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30	<b>DFI*</b>	13,076	Thomas Bley, President	Davenport, Iowa
31	<b>Tully-Wihr</b>	12,988	Gerald Knoll, CEO	Colfax, Calif.
32	<b>Southern Imaging Group, Inc.</b>	12,545	Rod Morrow, President, CEO	Florence, S.C.
33	<b>Richard Jacobs &amp; Company</b>	12,000	David Jacobs, President	Carmel, Ind.
34	<b>Cooley Group Inc.</b>	11,285	Stuart I. Boyar, President, CEO	Rochester, N.Y.
35	<b>Golden Pacific Systems, Inc.</b>	10,787	Kevin R. Austin, President, CEO	Rohnert Park, Calif.
36	<b>Voluforms</b>	10,747	C. Michael Stewart, President, Owner	Jeffersonville, Ind.
37	<b>Paper Express Inc.</b>	10,658	Chris McBride, President	Troy, Mich.
38	<b>Data Forms, Inc.</b>	10,211	Mike Emis, President	Fayetteville, Ark.
39	<b>Elite Print Services, Inc.</b>	10,189	Gary S. Watson, President, CEO	Muncie, Ind.
40	<b>CTP Solutions</b>	9,850	Jack Schachtel, President	Agoura Hills, Calif.
41	<b>Premier Graphics</b>	9,200	Tim Cicchese, Partner, CEO	Stratford, Conn.
42	<b>Eagle Graphics</b>	9,000	Kevin Welch, Partner	Orange, Calif.
43	<b>Meridian</b>	8,400	Robert Chanson, President	Loves Park, Ill.
44	<b>Control Printing Group, Inc.</b>	8,358	Glenn Martin, President	Independence, Mo.
45	<b>St. Louis Business Forms Inc.</b>	8,010	Joseph Raible, President	Fenton, Mo.
46	<b>Tabco</b>	7,811	Brad Bilyeu, President	Terre Haute, Ind.
47	<b>Stuart and Associates</b>	7,624	Patricia McAllester, CEO	Cleveland
48	<b>ADi Group*</b>	7,476	Doug Freeman, President, CEO	Urbandale, Iowa
49	<b>ABC Printing Company</b>	7,408	RJ Strauss, President	Chicago
50	<b>Optimum System Products, Inc.*</b>	7,242	John Martin, CEO	Columbus, Ohio
51	<b>Advanced Business Graphics, Inc.</b>	7,127	Kristine Sorokwasz, President	Coppell, Texas
52	<b>One Source Inc.</b>	7,018	Mark Grosvenor, CEO	Franklin, Tenn.
53	<b>Graphic Information Systems</b>	6,917	Walt Theiss, President	Cincinnati
54	<b>Thompson Print &amp; Mailing Solutions</b>	6,900	David Thompson, President	San Antonio
55	<b>Suncoast Marketing, Inc.</b>	6,724	Robert Scala, President	Fort Lauderdale, Fla.
56	<b>Performance Group, Inc.</b>	6,543	Steve Connelly, President, CEO	Omaha, Neb.

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57	<b>IBF</b>	6,200	Tressa McLaughlin, President, COO	Boise, Idaho
57	<b>Safeguard Web and Graphics (SWAG)</b> (Formerly Intraform Inc.)	6,200	Dave Sutherland, President, CEO	Sparks, Nev.
59	<b>PrintManagement</b>	6,144	Joe Desch, CEO	Cincinnati
60	<b>Piedmont Graphics*</b>	5,631	John Rutledge, Owner	Greensboro, N.C.
61	<b>DBF, Inc.</b> (Diversified Business Forms, Inc.)	5,450	Jim Haggerty, President; Tom Sohns, Vice President	Luzerne, Pa.
62	<b>First Systems &amp; Resources</b>	5,433	Gary Hegemier, President	Charlottesville, Va.
63	<b>Computer Merchandise Corporation</b>	5,312	Ann Croswell, President	Lakeland, Fla.
64	<b>Excel Graphic Services Inc.</b>	5,304	J. Robert Johnson, Jr., President, CEO	Blue Ridge, Ga.
65	<b>Progressive Business Solutions</b>	5,030	Tim Catlett, President, CEO	Raleigh, N.C.

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66	<b>Spectrum Color Printing &amp; Mailing</b> (Parent Company: Spectrum Color Media, LLC)	5,000	James Simmons, Owner	Las Vegas
67	<b>Suncoast Forms &amp; Systems, Inc.</b>	4,972	David L. Donnelly, President	Sarasota, Fla.
68	<b>IDS - Integrated Document Solutions</b>	4,899	Walt Smith, CDC, President	Carrollton, Texas
69	<b>Independent Forms Services</b>	4,898	David Puntney, President	Joliet, Ill.
70	<b>International Printing Solutions</b>	4,816	Scott Thurman, President	San Diego
71	<b>Premiere Resource*</b>	4,400	Joann Simpson, President	Santa Ana, Calif.
72	<b>Ray Hough Company*</b>	4,179	Ray Hough, President	Muse, Pa.
73	<b>Integrated Print Solutions</b>	4,100	Philip Palmieri, President	Bridgeport, Conn.
74	<b>Central Valley Business Forms</b>	4,000	Gary Amon, President, CEO	Visalia, Calif.
75	<b>Solutions Ink</b>	3,970	Steven Schneidman, President	Montreal, Quebec

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76	<b>Multi Business Systems*</b>	3,959	Bob Burdette, President	Bakersfield, Calif.
77	<b>Advent Print Resources</b>	3,912	Steve Hawes, President	Seattle
78	<b>Murray &amp; Heister, Inc.</b>	3,883	Michael P. Boyle, President	Beltsville, Md.
79	<b>Just the Right Stuff</b>	3,695	Jim Wallace, President	Syracuse, N.Y.
80	<b>Professional Graphic Communications</b>	3,500	Mike Weinzierl, President	Sewickley, Pa.
81	<b>printcbf</b>	3,400	Michael Gordon, President	Cedar Knolls, N.J.
81	<b>Quality Graphics, Inc.</b>	3,400	Ronald Valentine, President	Somerville, Mass.
83	<b>Informs</b>	3,334	John Katzman, CEO	Anaheim, Calif.
84	<b>TBF Graphics</b>	3,286	Greg Turner, CEO	Saginaw, Mich.
85	<b>PPI Graphics*</b>	3,210	Kevin Smith, President	Canton, Ohio
86	<b>Horizon Print Solutions</b>	3,006	Bill Houghton, President	Las Vegas
87	<b>Best Business Systems</b>	2,836	Paul Keith, President, CEO	Bowling Green, Ky.
88	<b>Beachley Business &amp; Medical Forms, Inc.</b>	2,696	Timothy Beachley, President	White Marsh, Md.
89	<b>Preferred Group</b>	2,670	Wayne Feigenbaum, President	South Windsor, Conn.
90	<b>Executive Data Control</b>	2,651	Stephen Visio, President	Springfield, Mo.
91	<b>The Printing, Fulfillment and Mailing Group, LLC</b>	2,563	Kathleen F. Schindler, Member	Medford, N.J.
92	<b>Currie Systems, Inc.</b>	2,550	Dan Currie, President	Huntsville, Ala.
93	<b>Greenway Print Solutions</b>	2,460	Alan Chait, President	Scottsdale, Ariz.
94	<b>Commander Printed Products</b>	2,420	Mark Johnson, President	Oxnard, Calif.
95	<b>Peerless Business Forms, Inc.</b>	2,244	Gregg Roth, President	Clark, N.J.
96	<b>Logistical Outsourcing</b>	2,103	Nelson Penalver, Vice President	Miami
97	<b>Megabyte Business Solutions</b> (Formerly Megabyte Express)	2,096	Bill Breed, President	Austin, Texas
98	<b>PrintTek, Inc.</b>	1,896	Jeff Holder, President, Owner	Greer, S.C.
99	<b>Forms &amp; Supplies Unlimited, Inc.</b>	1,400	Frank Flandreau, President	Winter Springs, Fla.
100	<b>Centro Print Solutions</b>	1,318	Rick Lawrence, President, CEO	Bend, Ore.

\*Sales figures according to recently published reports.