

2021 TOP DISTRIBUTORS



(THROUGHOUT AN INCREDIBLY CHALLENGING YEAR,
PSDA'S LARGEST DISTRIBUTORS
ROSE TO THE OCCASION,

SHOWCASING THEIR



DRIVE, FLEXIBILITY AND INGENUITY.



MERIDIAN LAUNCHES GLOBAL PROCUREMENT STOREFRONT



A large manufacturer wanted a global storefront — a centralized location from which it could order print, promotional products and in-store point-of-purchasing items while also streamlining workflow and gaining business insights.

“From the start, our client wanted to show a strong brand identity throughout the site and define the hierarchy with the family of brands,” says Jake Chanson, chief experience officer at Meridian in Loves Park, Illinois.

The site has a vast, complex list of marketing and instructional assets and required clear navigation

for the user and precise organization of its items, Chanson says. Ultimately, the goal was to create a site that not only serves up branded marketing items for purchase, but also serves as an online reference library and digital asset manager.

“Meridian is dispelling the myth that technology and automation take away from a good customer experience,” Chanson says, “In fact, Meridian is proving that new software and online storefronts *enhance* the customer experience, by creating more efficiencies, less room for errors and speedier delivery of assets.”



“FROM THE START, OUR CLIENT WANTED TO SHOW A STRONG BRAND IDENTITY THROUGHOUT THE SITE AND DEFINE THE HIERARCHY WITH THE FAMILY OF BRANDS.”

—JAKE CHANSON, *Chief Experience Officer, Meridian*



TOP PSDA MEMBER DISTRIBUTORS BY FY 2020 SALES

The following list showcases the companies with more than \$1 million in fiscal year 2020 sales as reported to PSDA's Top Distributors Survey and are current dues-paying members of the association.

**#1 American Solutions
for Business**
Glenwood, MN
\$385,763,891

#2 iPROMOTEu
Wayland, MA
\$160,100,000

#3 Smart Source LLC
Atlanta, GA
\$131,000,000

**#4 WebbMason
Marketing**
Hunt Valley, MD
\$124,000,000

#5 GO2 Partners Inc.
Des Plaines, IL
\$108,000,000

#6 Vanguard Direct Inc.
New York, NY
\$64,717,610

#7 npn360
Bannockburn, IL
\$44,784,000

**#8 QRG (Quality
Resource Group Inc.)**
Plymouth, MN
\$36,282,490

**#9 The Ampersand
Group**
Akron, OH
\$31,200,000

#10 MPX/SFX America
Portland, ME
\$31,000,000

#11 Meridian
Loves Park, IL
\$24,500,000

**#12 RBO PrintLogistix
Inc.**
Maryland Heights, MO
\$23,840,000

**#13 Consolidated Graphic
Communications
(CGC)**
Bridgeville, PA
\$19,662,217

**#14 DFI - Solutions
in Print**
Davenport, IA
\$19,050,000

#15 Bear Graphics Inc.
Sioux City, IA
\$15,319,000

**#16 Piedmont
Graphics Inc.**
Greensboro, NC
\$11,595,625

#17 Cooley Group Inc.
Pittsford, NY
\$11,300,000

**#18 McCourt Label
Company**
Lewis Run, PA
\$10,661,410

#19 ADI Group
Urbandale, IA
\$10,556,359

**#20 Midwest
Single Source**
Wichita, KS
\$10,090,000

**#21 Advanced Business
Graphics Inc.**
Grapevine, TX
\$9,507,819

TOP 10 FASTEST-GROWING PSDA MEMBER DISTRIBUTORS

The following list showcases the fastest-growing PSDA member distributors. PSDA identified companies with the highest growth rates from fiscal year 2019 to fiscal year 2020.

#1 DBS Print and Marketing

Shelby Township, MI

FY 2020: \$2,600,000

FY 2019: \$1,700,000

Growth: **52.94%**

#2 GO2 Partners Inc.

Des Plaines, IL

FY 2020: \$108,000,000

FY 2019: \$86,100,000

Growth: **25.44%**

#3 American Solutions for Business

Glenwood, MN

FY 2020: \$385,763,891

FY 2019: \$326,316,310

Growth: **18.22%**

#4 Bear Graphics Inc.

Sioux City, IA

FY 2020: \$15,319,000

FY 2019: \$13,149,000

Growth: **16.50%**

#5 Specialized Office Systems Inc.

Phoenix, AZ

FY 2020: \$5,684,914

FY 2019: \$4,964,402

Growth: **14.51%**

#6 The Ampersand Group

Akron, OH

FY 2020: \$31,200,000

FY 2019: \$27,280,000

Growth: **14.37%**

#7 International Printing Solutions

Vista, CA

FY 2020: \$5,600,000

FY 2019: \$5,000,000

Growth: **12%**

#8 Advanced Business Graphics Inc.

Grapevine, TX

FY 2020: \$9,507,819

FY 2019: \$8,492,310

Growth: **11.96%**

#9 RBO PrintLogistix Inc.

Maryland Heights, MO

FY 2020: \$23,840,000

FY 2019: \$21,730,000

Growth: **9.71%**

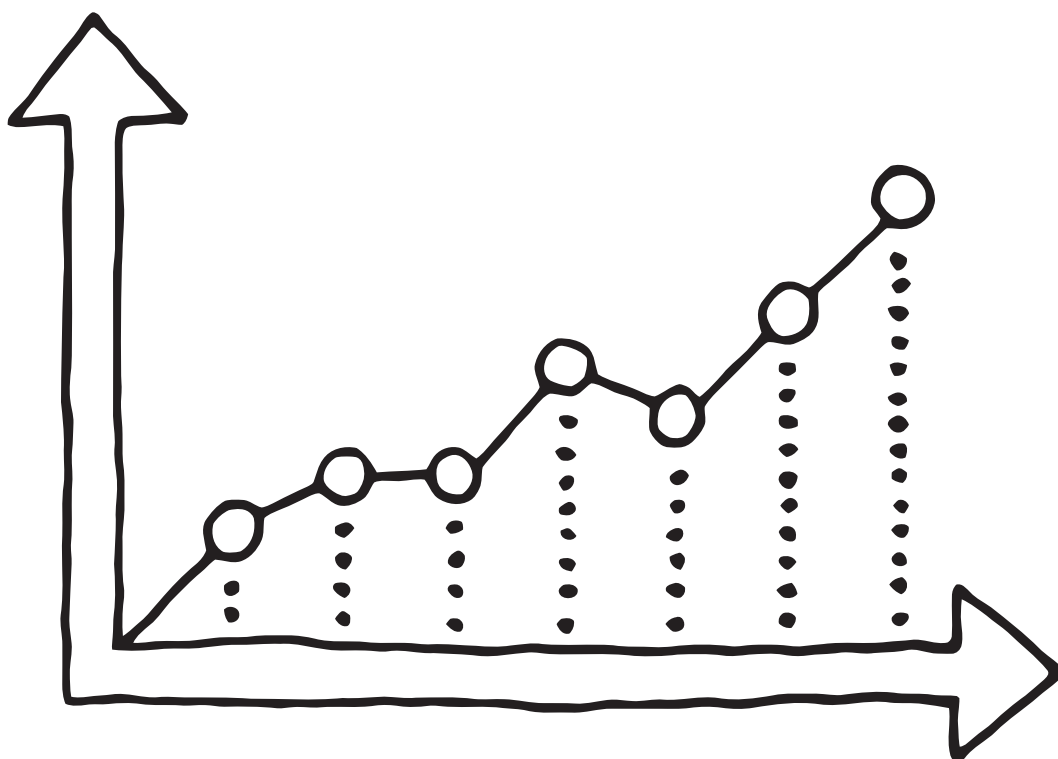
#10 Meridian

Loves Park, IL

FY 2020: \$24,500,000

FY 2019: \$23,100,000

Growth: **6.06%**



TOP 20 SELLERS OF COMMERCIAL PRINTING

This list features the top 20 PSDA member distributors that reported the highest dollar volume in the commercial printing category. For the purposes of this research, commercial printing-related products and services include marketing pieces, catalogs, brochures, presentation folders and binders, letterhead, envelopes and business cards. Not all distributors reported product sales.

**#1 American Solutions
for Business**
Glenwood, MN
\$56,064,352

**#2 WebbMason
Marketing**
Hunt Valley, MD
\$42,000,000

#3 Smart Source LLC
Atlanta, GA
\$39,750,000

#4 Vanguard Direct Inc.
New York, NY
\$36,350,000

#5 npn360
Bannockburn, IL
\$11,880,000

#6 Meridian
Loves Park, IL
\$8,000,000

#7 GO2 Partners Inc.
Des Plaines, IL
\$7,100,000

**#8 QRG (Quality
Resource Group Inc.)**
Plymouth, MN
\$5,327,311

#9 MPX/SFX America
Portland, ME
\$5,000,000

**#10 Consolidated
Graphic
Communications
(CGC)**
Bridgeville, PA
\$4,900,000

#11 Cooley Group Inc.
Pittsford, NY
\$4,800,000

**#12 RBO PrintLogistix
Inc.**
Maryland Heights, MO
\$3,727,275

**#13 Piedmont
Graphics Inc.**
Greensboro, NC
\$3,634,793

#14 ADI Group
Urbandale, IA
\$3,066,612

#15 BFM Group Inc.
Lake Saint Louis, MO
\$3,000,000

TOP 20 SELLERS OF PROMOTIONAL PRODUCTS + APPAREL

This list features the top 20 PSDA member distributors that reported the highest dollar volume in the promotional products and apparel category. For the purposes of this research, promotional products include ad specialties, promotional items used in campaigns and all types of apparel. Not all distributors reported product sales.

**#1 American Solutions
for Business**
Glenwood, MN
\$211,398,612

#2 Smart Source LLC
Atlanta, GA
\$63,800,000

**#3 WebbMason
Marketing**
Hunt Valley, MD
\$28,000,000

**#4 QRG (Quality
Resource Group Inc.)**
Plymouth, MN
\$16,738,007

#5 Cooley Group Inc.
Pittsford, NY
\$5,200,000

#6 Meridian
Loves Park, IL
\$5,000,000

#7 GO2 Partners Inc.
Des Plaines, IL
\$4,800,000

**#8 RBO PrintLogistix
Inc.**
Maryland Heights, MO
\$4,067,625

#9 ADI Group
Urbandale, IA
\$3,513,116

**#10 Consolidated Graphic
Communications
(CGC)**
Bridgeville, PA
\$3,500,000

**#11 Piedmont Graphics
Inc.**
Greensboro, NC
\$2,696,029

#12 Vanguard Direct Inc.
New York, NY
\$2,660,123

**#13 DBS Print and
Marketing**
Shelby Township, MI
\$2,350,000

#14 Tabco
Terre Haute, IN
\$2,200,000

**#15 m7 Business
Systems**
Denver, CO
\$2,045,004

TOP 15 SELLERS OF LABELS + TAGS

This list features the top 15 PSDA member distributors that reported the highest dollar volume in the labels and tags category. For the purposes of this research, labels and tags include traditional labels, label/form combinations, integrated labels, RFID labels, prime labels and all tags. Not all distributors reported product sales.

#1 **GO2 Partners Inc.**
Des Plaines, IL
\$52,500,000

#2 **American Solutions
for Business**
Glenwood, MN
\$26,501,979

#3 **WebbMason
Marketing**
Hunt Valley, MD
\$12,000,000

#4 **McCourt Label
Company**
Lewis Run, PA
\$10,661,410

#5 **Smart Source LLC**
Atlanta, GA
\$7,150,000

#6 **nbn360**
Bannockburn, IL
\$7,040,000

#7 **QRG (Quality
Resource Group Inc.)**
Plymouth, MN
\$5,859,487

#8 **Meridian**
Loves Park, IL
\$4,000,000

#9 **Tabco**
Terre Haute, IN
\$2,700,000

T#10 **CTP Solutions**
Agoura Hills, CA
\$2,500,000

T#10 **International Printing
Solutions**
Vista, CA
\$2,500,000

#12 **Vanguard Direct Inc.**
New York, NY
\$1,700,000

#13 **RBO PrintLogistix
Inc.**
Maryland Heights, MO
\$1,300,861

#14 **Metcom Inc.**
Saint Clair Shores, MI
\$1,206,672

#15 **Consolidated Graphic
Communications
(CGC)**
Bridgeville, PA
\$1,200,000

TOP 10 SELLERS OF DIRECT MAIL

This list features the top 10 PSDA member distributors that reported the highest dollar volume in the direct mail category. This includes all direct mail services. Not all distributors reported product sales.

#1 American Solutions
for Business
Glenwood, MN
\$25,743,310

#2 WebbMason
Marketing
Hunt Valley, MD
\$15,000,000

#3 Smart Source LLC
Atlanta, GA
\$11,225,000

#4 MPX/SFX America
Portland, ME
\$5,000,000

#5 Vanguard Direct Inc.
New York, NY
\$4,750,000

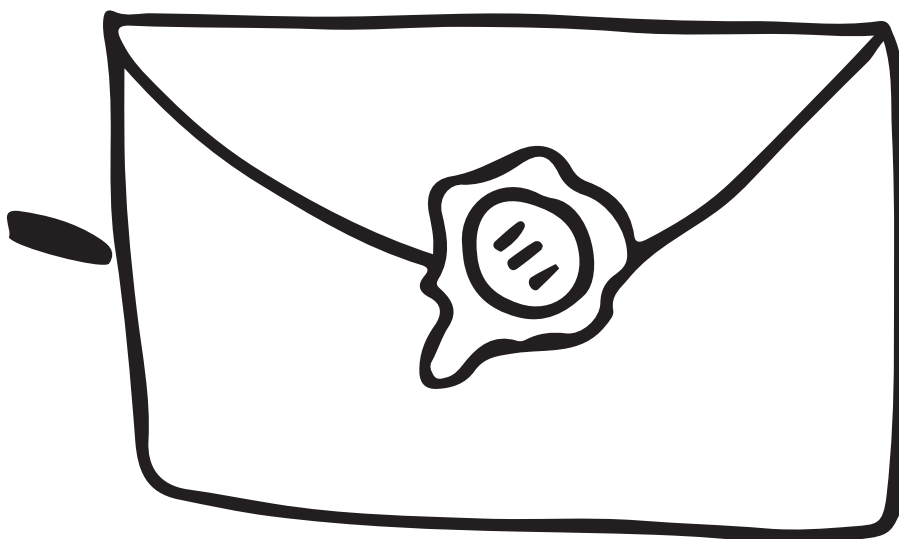
#6 npn360
Bannockburn, IL
\$3,080,000

#7 SOLV
Meridian, ID
\$3,016,062

#8 Meridian
Loves Park, IL
\$3,000,000

#9 GO2 Partners Inc.
Des Plaines, IL
\$2,800,000

#10 Consolidated Graphic
Communications
(CGC)
Bridgeville, PA
\$2,200,000



TOP 10 SELLERS OF PACKAGING

This list features the top 10 PSDA member distributors that reported the highest dollar volume in the packaging category. This includes all packaging services. Not all distributors reported product sales.

#1 American Solutions
for Business
Glenwood, MN
\$14,504,722

#2 npn360
Bannockburn, IL
\$10,500,000

#3 Consolidated Graphic
Communications
(CGC)
Bridgeville, PA
\$2,700,000

#4 Smart Source LLC
Atlanta, GA
\$2,200,000

#5 GO2 Partners Inc.
Des Plaines, IL
\$2,100,000

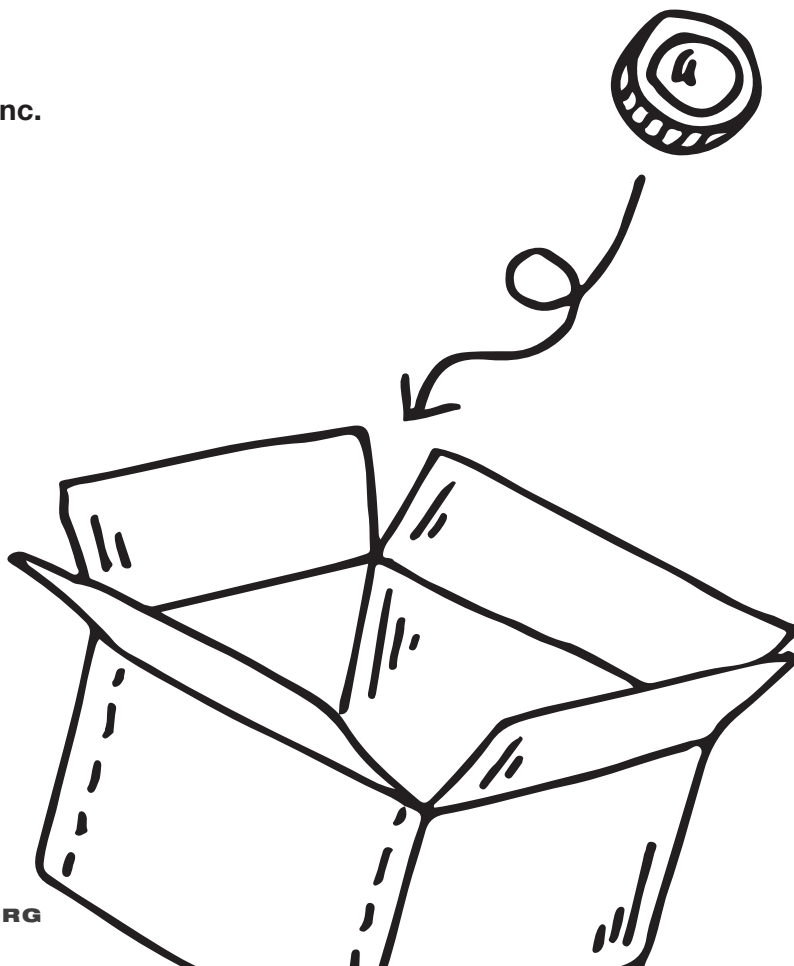
#6 SureWay Marketing
Services
Princeton, NJ
\$1,629,500

#7 International Printing
Solutions
Vista, CA
\$1,300,000

#8 Meridian
Loves Park, IL
\$1,000,000

#9 RBO PrintLogistix
Inc.
Maryland Heights, MO
\$865,613

#10 Cooley Group Inc.
Pittsford, NY
\$800,000



TOP 10 SELLERS TO HEALTH CARE MARKET

This list features the top 10 PSDA member distributors that reported the highest dollar volume to the health care industry, including hospitals, doctors' offices and other medical organizations. Not all distributors reported vertical market sales.

**#1 American Solutions
for Business**
Glenwood, MN
\$83,518,737

#2 Smart Source LLC
Atlanta, GA
\$72,000,000

**#3 RBO PrintLogistix
Inc.**
Maryland Heights, MO
\$10,288,129

#4 MPX/SFX America
Portland, ME
\$10,000,000

#5 Vanguard Direct Inc.
New York, NY
\$9,705,000

#6 npn360
Bannockburn, IL
\$8,500,000

**#7 Consolidated Graphic
Communications
(CGC)**
Bridgeville, PA
\$4,200,000

#8 Meridian
Loves Park, IL
\$4,000,000

**#9 DBS Print and
Marketing**
Shelby Township, MI
\$2,350,000

#10 ADI Group
Urbandale, IA
\$1,606,883

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TOP 10 SELLERS TO HOSPITALITY + SERVICE MARKET

This list features the top 10 PSDA member distributors that reported the highest dollar volume to the hospitality industry, which includes hotels, restaurants, casinos, travel agencies and similar organizations. Not all distributors reported vertical market sales.

#1 npn360
Bannockburn, IL
\$13,200,000

#2 American Solutions
for Business
Glenwood, MN
\$7,744,916

#3 Meridian
Loves Park, IL
\$4,000,000

#4 Smart Source LLC
Atlanta, GA
\$3,120,000

#5 RBO PrintLogistix
Inc.
Maryland Heights, MO
\$2,275,926

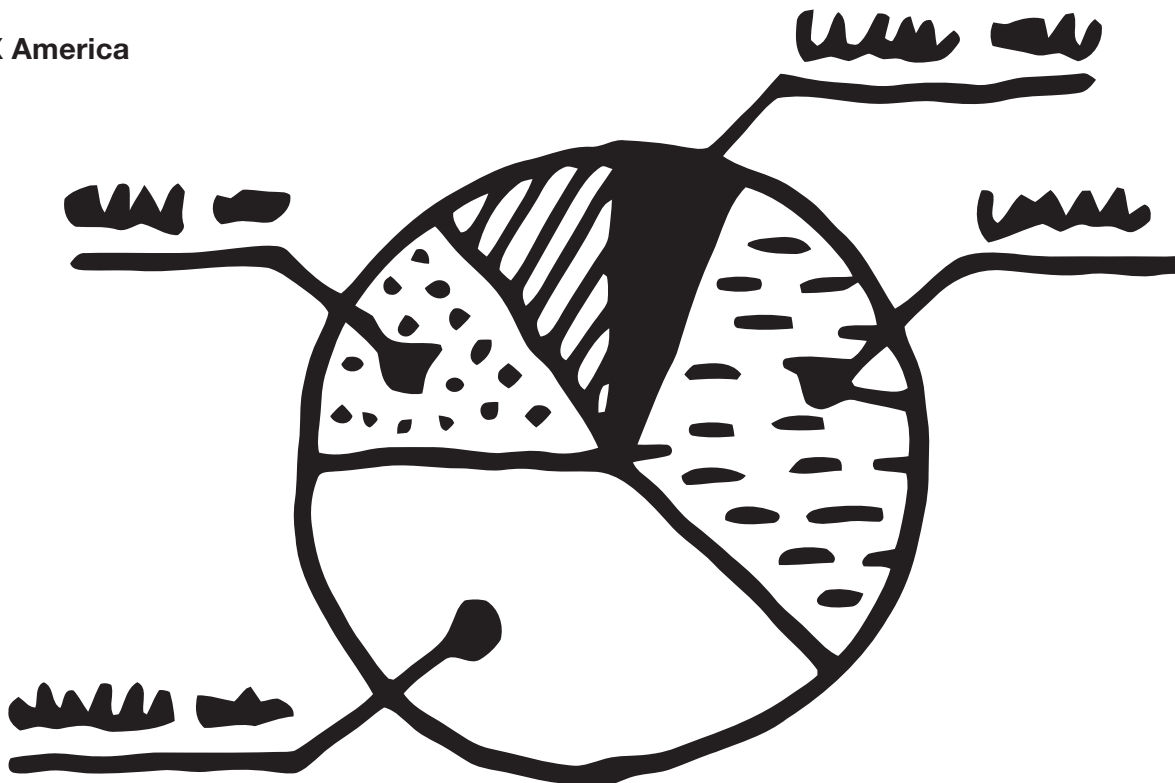
#6 GO2 Partners Inc.
Des Plaines, IL
\$1,800,000

#7 Consolidated Graphic
Communications
(CGC)
Bridgeville, PA
\$1,600,000

#8 CTP Solutions
Agoura Hills, CA
\$1,000,000

#9 Vanguard Direct Inc.
New York, NY
\$650,000

#10 MPX/SFX America
Portland, ME
\$500,000



TOP 10 SELLERS TO MANUFACTURING MARKET

This list features the top 10 PSDA member distributors that reported the highest dollar volume to the manufacturing market. Not all distributors reported vertical market sales.

#1 American Solutions
for Business
Glenwood, MN
\$33,611,502

#2 GO2 Partners Inc.
Des Plaines, IL
\$22,800,000

#3 Smart Source LLC
Atlanta, GA
\$14,300,000

#4 Meridian
Loves Park, IL
\$9,000,000

#5 npn360
Bannockburn, IL
\$6,160,000

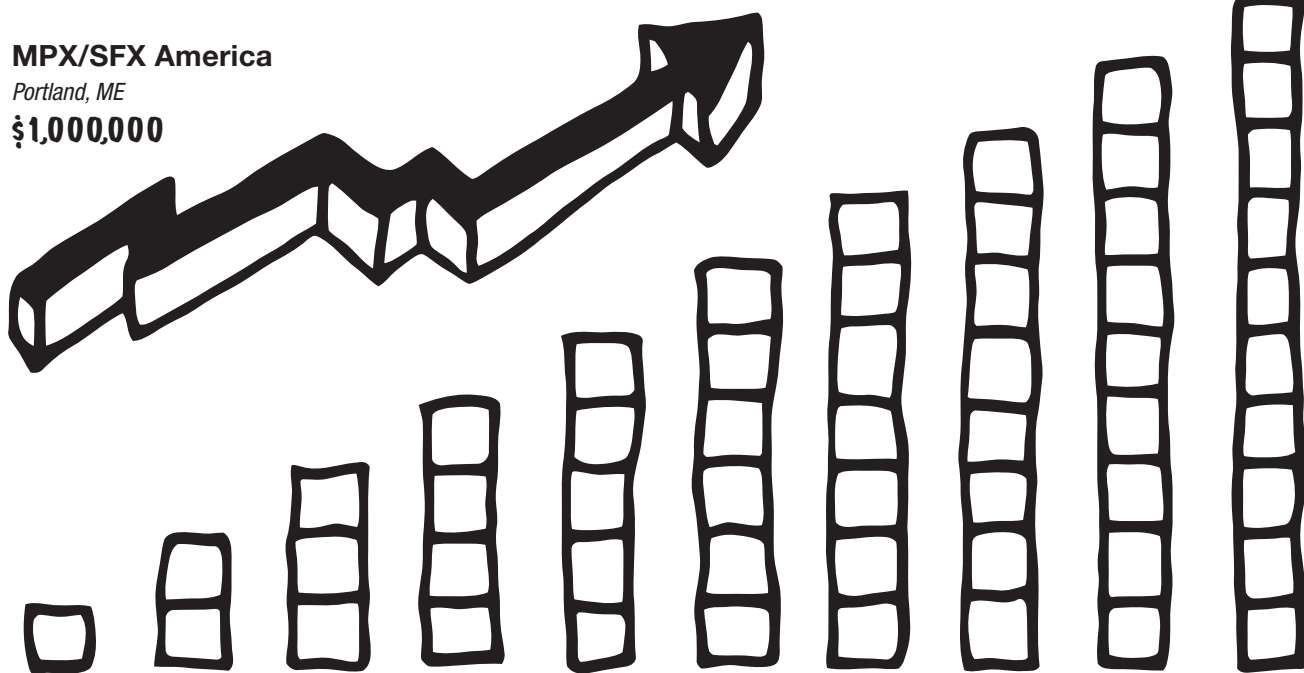
#6 Consolidated Graphic
Communications
(CGC)
Bridgeville, PA
\$5,100,000

#7 International Printing
Solutions
Vista, CA
\$3,000,000

#8 RBO PrintLogistix
Inc.
Maryland Heights, MO
\$2,124,640

#9 Metcom Inc.
Saint Clair Shores, MI
\$1,274,373

#10 MPX/SFX America
Portland, ME
\$1,000,000



TOP 10 SELLERS TO NON-PROFIT AND ASSOCIATION MARKET

This list features the top 10 PSDA member distributors that reported the highest dollar volume to the non-profit and association market. Not all distributors reported vertical market sales.

#1 American Solutions
for Business
Glenwood, MN
\$11,205,139

#2 Smart Source LLC
Atlanta, GA
\$7,400,000

#3 Vanguard Direct Inc.
New York, NY
\$6,475,000

#4 Meridian
Loves Park, IL
\$5,000,000

#5 RBO PrintLogistix
Inc.
Maryland Heights, MO
\$1,899,428

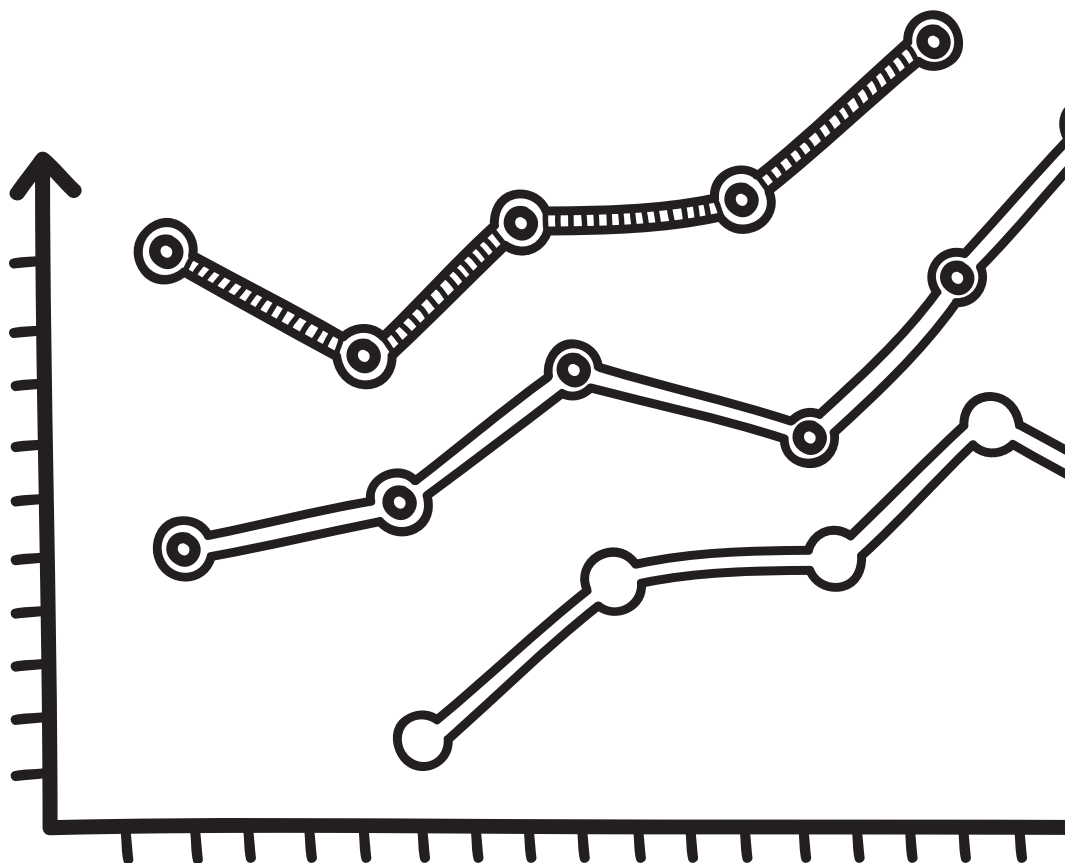
#6 Consolidated Graphic
Communications
(CGC)
Bridgeville, PA
\$1,200,000

#7 npn360
Bannockburn, IL
\$1,100,000

#8 Metcom Inc.
Saint Clair Shores, MI
\$1,024,124

#9 GO2 Partners Inc.
Des Plaines, IL
\$900,000

#10 CTP Solutions
Agoura Hills, CA
\$500,000



TOP 10 SELLERS TO RETAIL MARKET

This list features the top 10 PSDA member distributors that reported the highest dollar volume to the retail industry. Not all distributors reported vertical market sales.

#1 American Solutions
for Business
Glenwood, MN
\$150,787,175

#2 GO2 Partners Inc.
Des Plaines, IL
\$61,500,000

#3 Smart Source LLC
Atlanta, GA
\$11,450,000

#4 npn360
Bannockburn, IL
\$8,360,000

#5 Vanguard Direct Inc.
New York, NY
\$6,500,000

#6 Piedmont Graphics
Inc.
Greensboro, NC
\$6,000,000

T#7 Consolidated Graphic
Communications
(CGC)
Bridgeville, PA
\$4,000,000

T#7 Meridian
Loves Park, IL
\$4,000,000

#9 International Printing
Solutions
Vista, CA
\$2,000,000

#10 m7 Business
Systems
Denver, CO
\$1,626,450

