

Print Solutions

AUGUST 2010 | \$5

AWARD-WINNING COVERAGE OF THE PRINTING INDUSTRY



The Top 100 Distributors

TOP 100 Distributors

2009 SALES

Distributor Detail

While other companies cut back on staff in 2009, No. 92 company **Regency Office Products** did not lay off any employees. "We had a temporary freeze on hiring sales people, but that has been lifted," Director of Value-Added Services Pete Redondo says. Instead, the distributorship added more infrastructure to its Value-Added Services department, began exploring back office and operational software to create efficiencies, and focused on training. "We had a heavy focus on training and development for our existing sales force so we would be poised for a big 2010," Redondo says.

Rank	PSDA Member Company	Headquarters	'09 Sales	% Change from '08
86	Megabyte Express Inc.	Austin, TX	\$2,264,377	-23%
87	• Preferred Group Company did not provide 2008 sales figures	South Windsor, CT	\$2,247,726	N/A
88	• Proforma InPrint	Newburyport, MA	\$2,026,000	93%
89	International Office Technologies Inc.	Minneapolis, MN	\$1,800,000	-14%
90	• PrintTek Inc.	Greer, SC	\$1,600,000	-16%
91	• Centro Print Solutions	Bend, OR	\$1,400,000	0%
92	• Regency Office Products	Raleigh, NC	\$1,396,526	74%
93	Trainor Business Forms & Printing	Des Plaines, IL	\$1,347,434	-21%
94	• Paradigm Group Inc.	Indianapolis	\$1,310,000	-36%
95	• Print Image Solutions	Florence, SC	\$1,111,884	13%
96	• PowerOne Inc. Company did not provide 2008 sales figures	Perkasie, PA	\$1,100,000	N/A
97	• Exalt Printing Solutions LLC	Carrollton, TX	\$1,048,249	-26%
98	Beacon Printing Inc.	Newport, KY	\$980,000	45%
99	• Harris Media Group	Baltimore	\$850,000	42%
100	Envision Parent Company: PrintLynx Inc.	Camp Hill, PA	\$815,000	-26%

Fastest-Growing Distributorships in the Past Year

Companies listed are those with more than \$250,000 in sales that reported the largest increase in sales between their 2008 and 2009 fiscal years.

Rank	Company	Headquarters	% Change in Sales from 08	'09 Sales	Overall Rank
1	Proforma InPrint	Newburyport, MA	93%	\$2,026,000	88
2	Regency Office Products	Raleigh, NC	74%	\$1,396,526	92
3	Golden Pacific Systems Inc.	Rohnert Park, CA	55%	\$7,488,308	42
4	Beacon Printing Inc.	Newport, KY	45%	\$980,000	98
5	Prime Business Solutions	Akron, OH	45%	\$20,400,000	14
6	Harris Media Group	Baltimore	42%	\$850,000	99
7	Solutions Ink	Montreal, OT	40%	\$3,575,000	68
8	Proforma Think Ink Corp.	Goshen, NY	39%	\$564,000	106
9	Innovative Print & Media Group Inc.	Phoenixville, PA	29%	\$19,434,000	15
10	DataSource Inc.	Kansas City, MO	28%	\$46,000,000	7

Fastest-Growing Distributorships With Less Than \$5 Million in Sales

Rank	Company	Headquarters	% Change in Sales from 08	09 Sales	Overall Rank
1	Proforma InPrint	Newburyport, MA	93%	\$2,026,000	88
2	Regency Office Products	Raleigh, NC	74%	\$1,396,526	92
3	Beacon Printing Inc.	Newport, KY	45%	\$980,000	98
4	Harris Media Group	Baltimore	42%	\$850,000	99
5	Solutions Ink	Montreal, OT	40%	\$3,575,000	68
6	Proforma Think Ink Corp.	Goshen, NY	39%	\$564,000	106
7	Impact Print Solutions Inc.	Rochester, NY	19%	\$805,000	101
8	Print Image Solutions	Florence, SC	13%	\$1,111,884	95
9	Print Imaging Group	Oklahoma City	11%	\$3,378,536	70
10	Reliance Media Inc.	Apopka, FL	10%	\$2,326,010	83

Fastest-Growing Distributorships Between \$5 Million and \$10 Million in Sales

Rank	Company	Headquarters	% Change in Sales from 08	09 Sales	Overall Rank
1	Golden Pacific Systems Inc.	Rohnert Park, CA	55%	\$7,488,308	42
2	Lonesource, Print Solutions Div.	Cary, NC	4%	\$9,870,000	31
3	ADi Group	Urbandale, IA	3%	\$7,969,844	38
4	Piedmont Graphics Inc.	Greensboro, NC	2%	\$5,063,030	54
5	Data Forms Inc.	Fayetteville, AR	1%	\$8,087,000	35
6	Tabco Business Forms Inc.	Terre Haute, IN	0%	\$7,697,240	41
7	Total Printing Systems	Newton, IL	-1%	\$5,400,000	52
8	The Venture Corporation	Lewisville, TX	-2%	\$8,002,496	36
9	VRS Company Inc.	Great Falls, VA	-3%	\$5,599,831	49
10	Computer Merchandise Corp.	Lakeland, FL	-4%	\$6,048,429	47

Fastest-Growing Distributorships With More Than \$10 Million in Sales

Rank	Company	Headquarters	% Change in Sales from 08	09 Sales	Overall Rank
1	Prime Business Solutions	Akron, OH	45%	\$20,400,000	14
2	Innovative Print & Media Group Inc.	Phoenixville, PA	29%	\$19,434,000	15
3	DataSource Inc.	Kansas City, MO	28%	\$46,000,000	7
4	Smart Source LLC	New York City	12%	\$33,500,000	9
5	American Diversity Business Solutions	Glenwood, MN	9%	\$13,046,013	25
6	Midwest Single Source	Wichita, KS	4%	\$13,301,899	24
7	MPX	Portland, ME	0%	\$13,800,000	21
8	Tully-Wihr Company	Colfax, CA	-1%	\$13,354,300	23
9	Paper Express Inc.	Troy, MI	-3%	\$11,500,500	28
10	DocuSource Print Management	Tigard, OR	-3%	\$14,724,031	20

Distributor Detail

President and CEO Jim Riley, PSDA president in 2006-7, of No. 16 company **RBO PrintLogistix** says the recession made the distributorship more aware of where it spends money. "We are doing RFP's for major purchases," Riley says. "We did reduce staff by three for the first time in our history but added very talented people who are making a big difference, including a procurement manager and VP of marketing and client strategy."

Distributor Detail

Through social media networking and strategic partnerships, No. 15 distributorship **Innovative Print & Media Group Inc.** earned its ranking as No. 2 Fastest-Growing Distributorship with More Than \$10 Million in Sales for 2009. President Rob Whitman says several staff are responsible for building relationships with various network groups, including leaving its social media footprints for the first time this year on LinkedIn, Facebook and YouTube. The company also partners with its regional Chamber of Commerce to generate market credibility. Last year, Innovative partnered with DB Enterprise for its first integration with Xetex. "This enabled us to create a strong e-commerce presence without interrupting our operations workflow and added growth in several accounts," Whitman says.