

SOI 2007 • TOP 40 SUPPLIERS

2007 Rank	2006 Rank	Top 40 Suppliers	2006 North American Sales (\$ Millions)	2005 North American Sales (\$ Millions)	2005/2006 Difference (\$ Millions)	% Change	Year Est.	Years In Industry	Sales Reps	Multi-Line Reps	Admin. Empl.		Total # Prod. Empl.	Sales Per Rep (\$ Thousands)	Cust. Service Empl.	Total # Dist. Clients	Client-to-Cust. Service Rep Ratio	Average Sales Per Client	Total # Offices	Total # Of Offices Outside U.S.	Total # Plants	Total # Warehouses	Market Specialization
1	1	BRODER BROS. CO	\$447.0	\$456.0	-\$9.0	-2%	1919	12	106	0	250		0	\$4,217	178	70,000	393 to 1	\$6,386	1	0	0	17	Apparel
2	N/A	POLYCONCEPT NORTH AMERICA	\$343.1	\$291.7	\$51.4	17.6%	2006	27	69	7	131		702	\$4,514.4	118	24,900	0	\$13,779	7	5	2	7	General
3	2	NORWOOD PROMOTIONAL PRODUCTS	\$335.4	\$338.0	-\$2.6	-0.7%	1984	23	63	0	D		D	\$5,323.8	D	20,000	D	\$16,770	11	4	6	D	General
4	3	ENNIS INC	\$305.0	\$300.0	\$5.0	2%	1909	25	30	0	D		5,000	\$10,166.6	D	40,000		\$7,625	2	D	42	4	Office Forms/Apparel
5	5	SANMAR	\$250.0	\$214.0	\$36.0	17%	1971	17	188	0	206		1,073	\$1,329.8	188	D	D	D	1	1	0	6	Apparel
6	6	BIC GRAPHIC USA	\$174.0	\$169.0	\$5.0	3%	1958	38	D	D	D		D	D	D	D	D	D	D	D	D	D	Writing Instruments
7	8	BODEK AND RHODES	\$140.1	\$126.0	\$14.1	11%	1939	20	30	0	110		200	\$4,670.0	110	14,000	127 to 1	\$10,007	1	0	0	5	Apparel
8	7	3M/PROMOTIONAL MARKETS DEPT	\$129.1(E)	\$129.1	\$0.0	0%	1902	24	D	D	D		D	D	D	D	D	D	60	D	D	D	Office Supplies
9	10	ASH CITY	\$124.0	\$114.0	\$10.0	9%	1977	30	20	80	25		150	\$1,240.0	35	15,000	429 to 1	\$8,267	5	4	2	2	Apparel
10	9	STATON CORPORATE AND CASUAL	\$122.0	\$121.0	\$1.0	1%	1981	26	106	0	40		0	\$1,150.9	50	17,000	340 to 1	\$7,176	1	0	0	4	Apparel
11	11	SUNSCOPE	\$112.8	\$101.2	\$11.6	11.5%	1943	19	21	0	65		375	\$5,371.4	18	9,100	506 to 1	\$12,396	30	25	13	6	General
12	13	AMERICAN APPAREL	\$95.4	\$93.0	\$2.4	2.6%	1995	7	2	0	200		3,000	\$47,700	45	13,000	289 to 1	\$7,308	6	5	1	1	Apparel
13	12	RIVER'S END TRADING CO.	\$95.0	\$95.0	\$0.0	0%	1981	26	18	18	125		53	\$2,638.8	20	40,000	571 to 1	\$2,375	2	0	0	2	Apparel
14	N/A	S & S ACTIVEWEAR	\$88.8	\$77.0	\$11.8	15.3%	1988	19	D	D	D		D	D	D	D	D	D	1	0	0	1	Apparel
15	16	GEMLINE	\$88.1	\$82.8	\$5.1	6%	1958	49	20	5	100		250	\$3,520.0	75	15,000	200 to 1	\$5,867	3	2	1	2	Bags
16	15	SWEDA CO. LLC	\$83.0	\$83.0	\$0.0	0%	1976	31	42	0	150		500	\$1,976.1	30	15,000	500 to 1	\$5,533	4	3	1	2	General
17	17	THE MAGNET GROUP	\$81.7	\$78.0	\$3.7	5%	1983	24	16	0	20		500	\$5,106.2	49	17,000	347 to 1	\$4,806	7	0	4	4	General
18	14	CORVEST PROMOTIONAL PRODUCTS	\$76.4	\$88.0	-\$11.6	-13.2%	1996	11	D	D	D		D	D	D	D	D	D	D	D	D	D	General
19	18	TRI-MOUNTAIN/ MOUNTAIN GEAR	\$71.7	\$68.7	\$3.1	4.5%	1994	13	D	D	D		D	D	D	D	D	D	D	D	D	1	Apparel
20	26	SANFORD BUSINESS-TO-BUSINESS DIV.	\$60.7	\$53.0	\$7.7	14.5%	1857	25	23	0	112		98	\$2,639.1	14	9,559	683	\$6,350	33	32	2	2	Writing Instruments

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21	21	PROFILL HOLDINGS	\$60.2	\$57.4	\$2.9	5.1%	1975	32	26	4	27	130	\$2,006.6	26	5,000	192 to 1	\$8,027	4	0	2	3	Apparel
22	20	VANTAGE APPAREL	\$59.4	\$59.0	\$0.4	0.6%	1977	30	23	0	65	345	\$2,582.6	35	7,500	214 to 1	\$7,920	5	0	5	2	Apparel
23	27	GILL STUDIOS INC.	\$58.4	\$47.5	\$11.0	23.2%	1934	60	9	0	74	310	\$6,488.8	25	11,000	440 to 1	\$5,309	1	0	1		Stickers
24	22	CUTTER & BUCK	\$58.2	\$57.0	\$1.2	2%	1990	7	26	D	D	D	\$2,238.4	D	D	D	D	3	0	0	1	Apparel
25	25	LANCO CORP.	\$56.2	\$53.9	\$2.4	4.5%	1993	14	24	0	70	350	\$2,341.6	20	26,000	1,300 to 1	\$2,162	1	0	1	1	General
26	23	PROMORESOURCE ONE INC.	\$56.0	\$55.3	\$0.7	1%	1975	32	D	10	D	D	D	D	D	D	D	D	D	D	D	General
27	24	PREMIUMWEAR INC.	\$52.0	\$54.0	-\$2.0	-4%	1886	13	0	31	38	320	\$1,677.4	42	8,994	214 to 1	\$5,782	6	2	1	4	Apparel
28	29	VIRGINIA T'S	\$50.1	\$45.5	\$4.6	10%	1984	12	15	0	35	150	\$3,340.0	40	8,000	200 to 1	\$6,263	3	0	0	3	Apparel
29	34	HIT PROMOTIONAL PRODUCTS	\$50.0	\$40.0	\$10.0	25%	1950	51	15	0	35	300	\$3,333.3	45	9,000	200 to 1	\$5,556	1	0	1	2	General
30	32	GROLINE	\$47.3	\$42.6	\$4.7	11%	1994	12	4	0	3	150	\$11,825.0	6	2,000	333 to 1	\$23,650	1	0	1	1	Horticultural Products
31	28	PLASTICAD LINE/ ARTHUR BLANK & CO.	\$46.0	\$46.0	\$0.0	0%	1936	57	7	0	30	200	\$6,571.4	8	5,000	625 to 1	\$9,200	1	0	1	1	Gift Cards
32	33	DARD PRODUCTS INC.	\$45.3	\$42.1	\$3.2	7.6%	1949	58	20	6	12	210	\$1,742.3	16	6,750	422 to 1	\$6,711	4	3	5	3	General
33	31	BARTON NELSON INC.	\$43.9	\$42.6	\$1.3	3%	1962	44	10	0	36	428	\$4,390.0	17	6,835	402 to 1	\$6,423	2	1	2	2	Note Cubes
34	30	PRIME LINE	\$43.4	\$45.2	-\$1.8	-3.9%	1980	27	18	0	96	335	\$2,411.1	21	8,500	405 to 1	\$5,106	1	0	1	3	General
35	35	STARLINE USA INC.	\$41.9	\$38.1	\$3.8	9.9%	1978	25	32	14	34	190	\$910.8	42	8,532	203 to 1	\$4,911	5	3	3	3	General
36	N/A	PILLER INDUSTRIES	\$41.63	\$39.7	\$1.8	5%	1970	37	3	0	6	125	\$13,866.6	8	1,000	125 to 1	\$41,600	1	0	1	1	Awards
37	36	SENATOR USA	\$41.58	\$37.8	\$3.8	10%	1989	18	11	5	23	20	\$2,600.0	8	8,606	1,076 to 1	\$4,834	10	8	5	6	Writing Instruments
38	37	STOUSE INC.	\$38.9	\$35.7	\$3.3	9.3%	1977	30	D	D	D	D	D	D	D	D	D	1	0	1	D	Stickers and Magnets
39	38	GOLD BOND	\$38.2	\$35.4	\$2.8	7.9%	1946	51	13	5	15	300	\$2,122.2	30	13,000	433 to 1	\$2,938	1	0	1	2	General
40	39	NOTEWORTHY CO.	\$35.7	\$35.2	\$0.6	1.7%	1954	53	6	0	30	218	\$5,950.0	22	10,500	477 to 1	\$3,400	3	0	3	3	General

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