PRINT+PROMO DISTRIBUTOR CONNECT

Scottsdale, AZ November 7-9, 2018

Name:		 	
Phone:	 	 	
Email: _	 	 	

PRINT+PROMO DISTRIBUTOR CONNECT

SCOTTSDALE, AZ | NOVEMBER 7-9, 2018

Welcome to Print+Promo Distributor Connect — Scottsdale 2018. We are thrilled to be hosting such an elite group of sales professionals and industry leaders to join us in three powerful business-building days. Print+Promo Distributor Connect is sure to provide distributors and suppliers alike with a highly focused and results-driven format that will increase business and build solid professional relationships.

Serving the marketplace for more than five decades, Print+Promo has excelled in providing the industry with the tools, education and information necessary to keep distributor sales professionals ahead of the curve, and this networking event is sure to build upon that mission.

Thank you for choosing Print+Promo Distributor Connect — Scottsdale 2018. We know your time is valuable and hope that you are able to maximize your opportunities while here. We look forward to many more years of continued growth and prosperity with you.



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ABF PRINTING & MARKETING



Bradley Williams ABF Printing & Marketing

President/Owner

1655 W. Drake Drive Tempe, AZ 85283 P: 480-839-1440 E: brad@printabf.com

COMPANY PROFILE

Annual Sales Volume: \$1,000,000-\$4,999,999

Number of Salespeople: 0-5 Years in Industry: 35+

CUSTOMER PROFILE

Number of Active Clients: 251-500

Top 3 End-buyer Markets:

- 1. Construction
- 2. Health Care
- 3. Professionals

SUPPLIER PARTNERSHIPS

The most important aspects of choosing Supplier partners are ...

- 1. Customer Service
- 2. Price
- 3. Turnaround Time

UNIQUE APPROACH

[In] 2016/2017, we started sending self-promo items to customers to announce that we were now offering promo items. We are seeing our promo volume continuously grow!

MEETING NOTES:		

AMERICAN SOLUTIONS FOR BUSINESS



Ronald Robinson American Solutions For Business

Director of Vendor Relations

31 E. Minnesota Ave. Glenwood, MN 56334 P: 800-714-7202 E: rrobinson@americanbus.com



COMPANY PROFILE

Annual Sales Volume: \$5,000,000+ Number of Salespeople: 36+ Years in Industry: 35+

CUSTOMER PROFILE

Number of Active Clients: 501+ Top 3 End-buyer Markets:

- 1. Automotive
- 2. Education
- 3. Health Care

SUPPLIER PARTNERSHIPS

The most important aspects of choosing Supplier partners are ...

- 1. Inventory
- 2. Product Quality
- 3. Product Selection

UNIQUE APPROACH

[We] always put the customer first and [work] to be the last distributor standing.

MEETING NOTES:			
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CATCH FIRE MARKETING LLC



Steve Bocher Catch Fire Marketing LLC Owner

6888 S. Clinton St., Ste. 101 Greenwood Village, CO 80112 P: 303-789-4663 E: steve@catchfiremarketing.com



COMPANY PROFILE

Annual Sales Volume: \$750,000-\$999,999

Number of Salespeople: 0-5 Years in Industry: 11-20 Catch Fire Marketing LLC is affiliated with AlMastermind.

CUSTOMER PROFILE

Number of Active Clients: 251-500

Top 3 End-buyer Markets:

- 1. Education
- 2. Nonprofit
- 3. Real Estate

SUPPLIER PARTNERSHIPS

The most important aspects of choosing Supplier partners are ...

- 1. Customer Service
- 2. Price
- 3. Product Quality

UNIQUE APPROACH

We have more of a full-service approach than most in the industry. We have employed a full-time graphic designer, allowing us to do more in the print and displays side of the business and our showroom is a big advantage as well.

MEETING NOTES:			
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FITZGERALD MARKETING & COMMUNICATIONS



Susan Heine
Fitzgerald Marketing &
Communications
Sales

161 Tower Drive, Ste. J Burr Ridge, IL 60527

P: 773-565-1519

E: susan.heine@fitzmc.com

COMPANY PROFILE

Annual Sales Volume: \$5,000,000+ Number of Salespeople: 0-5 Years in Industry: 35+

CUSTOMER PROFILE

Number of Active Clients: 101-250

Top 3 End-buyer Markets:

- 1. Education
- 2. Financial
- 3. Executive Services

SUPPLIER PARTNERSHIPS

The most important aspects of choosing Supplier partners are ...

- 1. Customer Service
- 2. Price
- 3. Product Quality

UNIQUE APPROACH

I work with clients with print and fulfillment needs. We have experts who work on promotional products, web design and marketing.

MEETING NOTES:	

FORMS & SUPPLIES UNLIMITED (FSU)



Dave Cousineau
Forms & Supplies Unlimited
(FSU)
CEO/Owner

910 Belle Ave., Ste. 1100 Winter Springs, FL 32708 P: 407-328-7777 E: davec@fsuinc.com



COMPANY PROFILE

Annual Sales Volume: \$1,000,000-\$4,999,999

Number of Salespeople: 6-15 Years in Industry: 21-35 Forms & Supplies Unlimited (FSU) is affiliated with AlMastermind.

CUSTOMER PROFILE

Number of Active Clients: 26-50 Top 3 End-buyer Markets:

- 1. Construction
- 2. Professionals
- 3. Travel & Hospitality

SUPPLIER PARTNERSHIPS

The most important aspects of choosing Supplier partners are ...

- 1. Customer Service
- 2. Price
- 3. Relationships

UNIQUE APPROACH

We are a relationship-based sales group that has seasoned, as well as some new, personnel, and need to expand our team and our services. There is no industry we can not assist!

MEETING NOTES:		

GRAPEVINE DESIGNS



Austin Moody
Grapevine Designs
Business Development and
Customer Experience Manager

8406 Melrose Drive Lenexa, KS 66214 P: 913-307-0225 E: amoody@grapevinedesigns.com



COMPANY PROFILE

Annual Sales Volume: \$5,000,000+ Number of Salespeople: 16-25 Years in Industry: 11-20

CUSTOMER PROFILE

Number of Active Clients: 501+ Top 3 End-buyer Markets:

- Construction
 Financial
- 3. Health Care

SUPPLIER PARTNERSHIPS

The most important aspects of choosing Supplier partners are ...

- 1. Customer Service
- 2. Inventory
- 3. Product Quality

UNIQUE APPROACH

Imagine the creative integration of your brand with strategic promotional solutions. When we create this for you, you'll experience a lift in ROI that is authentic, above the line and lasting. That's why it's no surprise that coveted brands depend on us.

MEETING NOTES:	

HAUTE INSPIRATIONS



Tina Slack Haute InspirationsMarketing and Promotions Manager

32623 Ritter Court Temecula, CA 92592 P: 951-676-4053 E: tina@hauteinspirations.com



COMPANY PROFILE

Annual Sales Volume: \$1,000,000-\$4,999,999

Number of Salespeople: 0-5 Years in Industry: 21-35

CUSTOMER PROFILE

Number of Active Clients: 26-50 Top 3 End-buyer Markets:

- 1. Beverage & Spirit Brands
- 2. Restaurants & Bars
- 3. Travel & Hospitality

SUPPLIER PARTNERSHIPS

The most important aspects of choosing Supplier partners are ...

- 1. Customer Service
- 2. Relationships
- 3. Response Time

UNIQUE APPROACH

[We are] a full-service team of marketing and event experts offering marketing solutions, event management, ad specialties and customized promotional materials. Relationship-driven, working with our clients as an extension of their marketing department.

MEETING NOTES:		

INFORM SYSTEMS DATA DOCUMENTS INC.



Russell Truluck Inform Systems Data Documents Inc. President

44 Buck Shoals Road, Ste. E1 Arden, NC 28704 P: 828-687-0816 E: rtruluck@isddinc.com



COMPANY PROFILE

Annual Sales Volume: \$1,000,000-\$4,999,999

Number of Salespeople: 0-5 Years in Industry: 21-35

CUSTOMER PROFILE

Number of Active Clients: 251-500

Top 3 End-buyer Markets:

- 1. Automotive
- 2. Education
- 3. Manufacturing

SUPPLIER PARTNERSHIPS

The most important aspects of choosing Supplier partners are ...

- 1. Customer Service
- 2. Price
- 3. Response Time

UNIQUE APPROACH

Our 13 employees average 16.5 years each in forms/promo products industries that lend itself to expertise in not only the above, but we are VARS for Zebra Technologies, Honeywell and others. We also have 34 Tajima embroidery heads and decorate [in house.]

IEETING NOTES:	

KASS MARKETING GROUP LLC



Kristin Thatcher
Kass Marketing Group LLC

President

4009 Old Denton Road, Ste. 114-322 Carrollton, TX 75007 P: 214-295-6065 E: kris@kasscorp.com



COMPANY PROFILE

Annual Sales Volume: \$1,000,000 - \$4,999,999

Number of Salespeople: 0-5 Years in Industry: 11-20

CUSTOMER PROFILE

Number of Active Clients: 101-250

Top 3 End-buyer Markets:

- 1. Health Care
- 2. Nonprofit
- 3. Professionals

SUPPLIER PARTNERSHIPS

The most important aspects of choosing Supplier partners are ...

- 1. Customer Service
- 2. Inventory
- 3. Product Quality

UNIQUE APPROACH

Our founder was an executive in the trade show industry. We understand the client because we were one. We value our relationships with clients and work hard to maintain them.

MEETING NOTES:		

KASS MARKETING GROUP LLC



Alan Thatcher Kass Marketing Group LLCSales Manager

4009 Old Denton Road, Ste. 114-322 Carrollton, TX 75007 P: 214-295-6065

E: alan@kasscorp.com



COMPANY PROFILE

Annual Sales Volume: \$1,000,000-\$4,999,999

Number of Salespeople: 0-5 Years in Industry: 11-20

CUSTOMER PROFILE

Number of Active Clients: 101-250

Top 3 End-buyer Markets:

- 1. Education
- 2. Health Care
- 3. Professionals

SUPPLIER PARTNERSHIPS

The most important aspects of choosing Supplier partners are ...

- 1. Customer Service
- 2. Inventory
- 3. Response Time

UNIQUE APPROACH

We are a full-service agency. Our tag line is "We can put your name on anything." We have a deep background in trade show needs and events, as well as branded items.

MEETING NOTES:	

LONG BUSINESS FORMS



Travin Gray Long Business Forms

Sales Consultant

7 N. Wenatchee Ave., Ste. 405 Wenatchee, WA 98801 P: 509-664-6685 E: travingray@nwi.net

COMPANY PROFILE

Annual Sales Volume: \$1,000,000-\$4,999,999

Number of Salespeople: 0-5 Years in Industry: 21-35

CUSTOMER PROFILE

Number of Active Clients: 251-500

Top 3 End-buyer Markets:

- 1. Casinos
- 2. Financial
- 3. Grocery

SUPPLIER PARTNERSHIPS

The most important aspects of choosing Supplier partners are ...

- 1. Customer Service
- 2. Price
- 3. Product Quality

UNIQUE APPROACH

Through our network of strategic partnerships with wholesale manufacturers, we are able to identify the best process to complete your project with the highest level of quality, efficiency and cost-effectiveness.

MEETING NOTES:		

MCKENZIE SEWON



Scott Burleigh McKenzie SewOn

Sales

1860 Laura St. Springfield, OR 97477 P: 541-343-2263 E: sburleigh@mcsewon.com



COMPANY PROFILE

Annual Sales Volume: \$5,000,000+ Number of Salespeople: 6-15 Years in Industry: 21-35

CUSTOMER PROFILE

Number of Active Clients: 251-500

- Top 3 End-buyer Markets:
- 1. Automotive 2. Construction
- 3. Utility

SUPPLIER PARTNERSHIPS

The most important aspects of choosing Supplier partners are ...

- 1. Customer Service
- 2. Price
- 3. Product Quality

UNIQUE APPROACH

Tell your story. Be a great teammate. Seek win-win solutions. Embrace challenges. Do what you say you will do. Support people who support us. Get better every day.

MEETING NOTES:		

MCKENZIE SEWON



Terri Wolle
McKenzie SewOn
Sales/Specialty Coordinator

2157 N. St. Bonita Lane Casa Grande, AZ 85122 P: 520-788-6224 E: twolle@mcsewon.com



COMPANY PROFILE

Annual Sales Volume: \$5,000,000+ Number of Salespeople: 6-15 Years in Industry: 21-35

CUSTOMER PROFILE

Number of Active Clients: 251-500 Top 3 End-buyer Markets:

- Beverage & Spirit Brands
- 2 Education
- 2. Education
- 3. Financial

SUPPLIER PARTNERSHIPS

The most important aspects of choosing Supplier partners are ...

- 1. Customer Service
- 2. Price
- 3. Product Quality

UNIQUE APPROACH

"Tell your story" is our main focus. Our core values are: Be a great teammate, seek win-win solutions, embrace challenges, do what you say you will do, support people who support us [and] get better every day.

MEETING NOTES:		

MERIDIAN DIRECT



Steven Schultz Meridian Direct Corporate Director of Sales

8173 Starwood Drive Loves Park, IL 61111 P: 815-885-4747 E: sschultz@meridian-direct.com



COMPANY PROFILE

Annual Sales Volume: \$5,000,000+ Number of Salespeople: 36+ Years in Industry: 21-35

CUSTOMER PROFILE

Number of Active Clients: 501+ Top 3 End-buyer Markets:

- 1. Financial
- 2. Nonprofit
- 3. Manufacturing

SUPPLIER PARTNERSHIPS

The most important aspects of choosing Supplier partners are ...

- 1. Customer Service
- 2. Price
- 3. Response Time

UNIQUE APPROACH

Meridian is an evolution of over 40 years in industry experience, along with cutting-edge, user-friendly technology. This combination of integrated services gives us the ability to provide our array of solutions to a diverse customer base.

MEETING NOTES:		

METROGRAPHICS



Mary Jo DeFranco Metrographics Account Executive

311 Rte. 46 W. Fairfield, NJ 07004 P: 973-882-6500

E: maryjo@metrographicsprinting.com



COMPANY PROFILE

Annual Sales Volume: \$1,000,000-\$4,999,999

Number of Salespeople: 6-15 Years in Industry: 21-35

CUSTOMER PROFILE

Number of Active Clients: 26-50 Top 3 End-buyer Markets:

- 1. Fitness & Gyms
- 2. Health Care
- 3. Nonprofit

SUPPLIER PARTNERSHIPS

The most important aspects of choosing Supplier partners are ...

- 1. Customer Service
- 2. Ease of Order
- 3. Product Quality

UNIQUE APPROACH

Metrographics was established in 1986 with the goal of providing our customers with a better way to handle print and print management. Over the years, we developed and strengthened a national network of suppliers that enables us to deliver lower-cost [solutions.]

MEETING NOTES:		

PRIMEDIA SOURCE LLC



Jennifer Cherney PriMedia Source LLC Owner

627 White Oak Way Yorkville, IL 60560 P: 630-362-0514 E: sales@primediasource.com



COMPANY PROFILE

Annual Sales Volume: \$1,000,000-\$4,999,999

Number of Salespeople: 0-5 Years in Industry: 11-20

CUSTOMER PROFILE

Number of Active Clients: 51-100 Top 3 End-buyer Markets:

- 1. Automotive
- 2. Trade & Professional Associations
- 3. Warehousing

SUPPLIER PARTNERSHIPS

The most important aspects of choosing Supplier partners are ...

- 1. Customer Service
- 2. Price
- 3. Product Quality

UNIQUE APPROACH

I have always kept in contact with my customers. I take an interest in their goals and growth, and make sure that they are confident that I can provide what they need. I am the single source for their printing and labels.

MEETING NOTES:		

PRINT HOUSE



Greg Doucette
Print House
Account Manager

200 Maplewood St.
Malden, MA 02148
P: 781-324-4455
E: gdoucette@printhouse.com



COMPANY PROFILE

Annual Sales Volume: \$5,000,000+ Number of Salespeople: 6-15 Years in Industry: 35+

CUSTOMER PROFILE

Number of Active Clients: 501+ Top 3 End-buyer Markets:

- 1. Education
- 2. Health Care
- 3. Nonprofit

SUPPLIER PARTNERSHIPS

The most important aspects of choosing Supplier partners are ...

- 1. Customer Service
- 2. Price
- 3. Product Selection

UNIQUE APPROACH

We take a hands-on approach and are viewed as a partner to our clients more than a vendor. By offering multiple services, we are able to sell deeper into their organization and build trust.

MEETING NOTES:	

PRO FORMS



Cheryl Sailer
Pro Forms
President

2359 Vermont Ave.
Bismarck, ND 58504
P: 701-222-1212
E: cheryl@proformsusa.com



COMPANY PROFILE

Annual Sales Volume: \$750,000-\$999,999

Number of Salespeople: 0-5 Years in Industry: 21-35 **Pro Forms** is affiliated with AlMastermind.

CUSTOMER PROFILE

Number of Active Clients: 101-250

Top 3 End-buyer Markets:

- 1. Construction
- 2. Professionals
- 3. Smaller Clients of All Types

SUPPLIER PARTNERSHIPS

The most important aspects of choosing Supplier partners are ...

- 1. Ease of Order
- 2. Price
- 3. Product Quality

UNIQUE APPROACH

We believe in a personal presence, not just a point-and-click internet store. We believe that meeting our customers face-to-face is the way to build a relationship with them. [We listen] to their needs to find the best solution for them.

MEETING NOTES:		

PRO FORMS



Kevin Sailer Pro FormsVice President

2359 Vermont Ave.
Bismarck, ND 58504
P: 701-222-1212
E: kevin@proformsusa.com



COMPANY PROFILE

Annual Sales Volume: \$750,000-\$999,999

Number of Salespeople: 0-5 Years in Industry: 21-35 **Pro Forms** is affiliated with AlMastermind.

CUSTOMER PROFILE

Number of Active Clients: 101-250

- **Top 3 End-buyer Markets:**
- 1. Construction
- 2. Government
- 3. Professionals

SUPPLIER PARTNERSHIPS

The most important aspects of choosing Supplier partners are ...

- Price
- 2. Product Quality
- 3. Response Time

UNIQUE APPROACH

Pro Forms serves all sizes of customers. Being in North Dakota, a lot of our customers are small orders, but we also serve large customers.

MEETING NOTES:		

PROFORMA BUSINESS FORMS & GRAPHICS



Jim Stedman
Proforma Business Forms &
Graphics
Owner

19818 5th Ave. N.W. Shoreline, WA 98177 P: 206-546-6028 E: jwstedman@aol.com

COMPANY PROFILE

Annual Sales Volume: \$750,000-\$999,999

Number of Salespeople: 0-5 Years in Industry: 35+ **Proforma Business Forms & Graphics** is affiliated with Proforma.

CUSTOMER PROFILE

Number of Active Clients: 26-50 Top 3 End-buyer Markets:

- 1. Construction
- 2. Logging
- 3. Trucking

SUPPLIER PARTNERSHIPS

The most important aspects of choosing Supplier partners are ...

- 1. Customer Service
- 2. Product Quality
- 3. Response Time

UNIQUE APPROACH

[We specialize in] primary print sales, customer service, professional, product acknowledgement, and are competitive.

MEETING NOTES:	

PROFORMA EXECUTIVE BUSINESS SERVICES



Charles Janosick
Proforma Executive Business
Services
President

1215 Lillibridge Drive Leland, NC 28451 P: 631-862-7555 E: charles.janosick@proforma.com



COMPANY PROFILE

Annual Sales Volume: \$1,000,000-\$4,999,999

Number of Salespeople: 0-5 Years in Industry: 21-35 Proforma Executive
Business Services is
affiliated with Proforma.

CUSTOMER PROFILE

Number of Active Clients: 101-250

Top 3 End-buyer Markets:

- 1. Beverage & Spirit Brands
- 2. Financial
- 3. Travel & Hospitality

SUPPLIER PARTNERSHIPS

The most important aspects of choosing Supplier partners are ...

- 1. Customer Service
- 2. Ease of Order
- 3. Product Quality

UNIQUE APPROACH

We are a proactive business more concerned about helping out our clients first. We send out creative self-mailer samples and branded samples to our clients. If we can make a client happy and successful with their project, they will come back again.

MEETING NOTES:		

PROFORMA HI-REZ



Terri Tolmack Proforma Hi-Rez Owner/CSO

23382 Madero St., Ste. F Mission Viejo, CA 92691 P: 949-837-4850 E: terri.tolmack@proforma.com

COMPANY PROFILE

Annual Sales Volume: \$750,000-\$999,999

Number of Salespeople: 0-5 Years in Industry: 21-35

Proforma Hi-Rez is affiliated with Proforma.

CUSTOMER PROFILE

Number of Active Clients: 101-250

Top 2 End-buyer Markets:

- 1. Health Care
- 2. Entertainment & Sports Retail

SUPPLIER PARTNERSHIPS

The most important aspects of choosing Supplier partners are \dots

- 1. Customer Service
- 2. Product Quality
- 3. Response Time

UNIQUE APPROACH

We approach each client through relationship-building first, and then focus on helping them versus selling to them. We are an extension of their team, and provide unique, custom solutions that add undeniable value to their brand and our relationship.

MEETING NOTES:		

QBF GRAPHICS GROUP



Ken Larney QBF Graphics Group

President

18650 Graphics Court Tinley Park, IL 60477 P: 708-781-9580 E: ken@qbfgraphicsgroup.com



18650 Graphics Court, Tinley Park, Illinois 60477 708-781-9580 • ken@qbfgraphicsgroup.com

COMPANY PROFILE

Annual Sales Volume: \$750,000-\$999,999

Number of Salespeople: 0-5 Years in Industry: 35+ QBF Graphics
Group is affiliated with
AlMastermind.

CUSTOMER PROFILE

Number of Active Clients: 101-250

Top 3 End-buyer Markets:

- 1. Health Care
- 2. Nonprofit
- 3. Restaurants & Bars

SUPPLIER PARTNERSHIPS

The most important aspects of choosing Supplier partners are ...

- 1. Ease of Order
- 2. Price
- 3. Product Quality

UNIQUE APPROACH

We share a building with a medium-sized commercial printer. In return for our business, they allow us use of 1,000 square feet of office space on their second floor. Our clients love the effect of having a brick-and-mortar supplier.

MEETING NOTES:		

QUALITY PRINTPRO INC.



Mike Arata
Quality PrintPro Inc.
Account Manager

9201 Leesville Road, Ste. 120 Raleigh, NC 27613 P: 919-848-2442 E: mike@qualityprintpro.com



COMPANY PROFILE

Annual Sales Volume: \$500,000-\$749,999

Number of Salespeople: 0-5 Years in Industry: 6-10 **Quality PrintPro Inc.** is affiliated with AlMastermind.

CUSTOMER PROFILE

Number of Active Clients: 26-50 Top 3 End-buyer Markets:

- 1. Education
- 2. Government
- 3. Health Care

SUPPLIER PARTNERSHIPS

The most important aspects of choosing Supplier partners are ...

- 1. Customer Service
- 2. Price
- 3. Product Quality

UNIQUE APPROACH

I don't believe I do anything differently than most of my print broker contemporaries.

IEETING NOTES:

RESOURCE SOLUTIONS PLUS LLC



Michael Ammirata
Resource Solutions Plus LLC

President

4951 Fall Creek Road Indianapolis, IN 46220 P: 317-999-7575 E: mjammirata@gmail.com



COMPANY PROFILE

Annual Sales Volume: \$1,000,000-\$4,999,999

Number of Salespeople: 0-5 Years in Industry: 11-20 Resource Solutions
Plus, LLC is affiliated
with AlMastermind.

CUSTOMER PROFILE

Number of Active Clients: 101-250

Top 3 End-buyer Markets:

- 1. Construction
- 2. Education
- 3. Trade & Professional Associations

SUPPLIER PARTNERSHIPS

The most important aspects of choosing Supplier partners are ...

- 1. Customer Service
- 2. Product Quality
- 3. Response Time

UNIQUE APPROACH

We simply believe and are committed to making our clients solutions the most important part of our focus.

MEETING NOTES:	

SAFEGUARD BY PRIME



Steve Slimak Safeguard By Prime Account Executive

PO Box 2430 Streetsboro, OH 44241 P: 330-379-0082 E: sslilmak@safeguardbyprime.com



COMPANY PROFILE

Annual Sales Volume: \$1,000,000-\$4,999,999

Number of Salespeople: 6-15 Years in Industry: 21-35 **Safeguard By Prime** is affiliated with Safeguard Business Systems.

CUSTOMER PROFILE

Number of Active Clients: 101-250

Top 2 End-buyer Markets:

- Financial
 Nonprofit
- SUPPLIER PARTNERSHIPS

The most important aspects of choosing Supplier partners are ...

- 1. Customer Service
- 2. Product Quality
- 3. Relationships

UNIQUE APPROACH

Along with the print, promotional and apparel items we provide, we offer the online and e-commerce solutions that enable companies of all sizes to manage their ordering, fulfillment and distribution requirements.

MEETING NOTES:	

SOLV



Denim Butler

Account Manager

1970 E 17th St., Ste. 111 Idaho Falls, ID 83404 P: 208-520-9000 E: dbutler@thesolvgroup.com



COMPANY PROFILE

Annual Sales Volume: \$5,000,000+ Number of Salespeople: 6-15 Years in Industry: 21-35 **SOLV** is affiliated with Safeguard Business Systems.

CUSTOMER PROFILE

Number of Active Clients: 501+ Top 3 End-buyer Markets:

- 1. Health Care
- 2. Professionals
- 3. Trade & Professional Associations

SUPPLIER PARTNERSHIPS

The most important aspects of choosing Supplier partners are ...

- 1. Ease of Order
- 2. Price
- 3. Product Quality

UNIQUE APPROACH

[Our approach is] to provide excellent service in a timely fashion. [We are a] one-stop shop for most businesses we approach.

MEETING NOTES:		

SYSTEMAX CORPORATION



Brett Jackson Systemax CorporationCEO

4501 Alex Blvd., Ste. A Springfield, IL 62711 P: 217-546-6646 E: bjackson@systemaxsolutions.com



COMPANY PROFILE

Annual Sales Volume: \$5,000,000+ Number of Salespeople: 6-15 Years in Industry: 35+

CUSTOMER PROFILE

Number of Active Clients: 501+ Top 3 End-buyer Markets:

- 1. Financial
- 2. Health Care
- 3. Professionals

SUPPLIER PARTNERSHIPS

The most important aspects of choosing Supplier partners are ...

- 1. Customer Service
- 2. Price
- 3. Product Quality

UNIQUE APPROACH

We sell our service to large organizations who have multiple locations. [We] sell the solution of solving their brand control problem. [We] implement a web interface, and then as a byproduct, we sell the print and promo.

MEETING NOTES:		

THUMBPRINT



Brian Gill thumbprint Vice President of Sales

2000 Platinum Road Apopka, FL 32703 P: 407-703-2806 E: brian@thumbprint.com



COMPANY PROFILE

Annual Sales Volume: \$5,000,000+ Number of Salespeople: 6-15 Years in Industry: 21-35

CUSTOMER PROFILE

Number of Active Clients: 101-250

Top 3 End-buyer Markets:

- 1. Financial
- 2. Health Care
- 3. Travel & Hospitality

SUPPLIER PARTNERSHIPS

The most important aspects of choosing Supplier partners are ...

- 1. Ease of Order
- 2. Relationships
- 3. Response Time

UNIQUE APPROACH

In a nutshell, we use cloud-based technology to make print and marketing easy for companies with lots of employees, locations, stores, vendors or clients.

MEETING NOTES:	

THUMBPRINT



Bryan Stevens thumbprint Business Development

2000 Platinum Road Apopka, FL 32703 P: 407-788-1234 E: bstevens@thumbprint.com

thembprint

COMPANY PROFILE

Annual Sales Volume: \$5,000,000+ Number of Salespeople: 6-15 Years in Industry: 11-20

CUSTOMER PROFILE

Number of Active Clients: 251-500

Top 3 End-buyer Markets:

- 1. Beverage & Spirit Brands
- 2. Health Care
- 3. Travel & Hospitality

SUPPLIER PARTNERSHIPS

The most important aspects of choosing Supplier partners are ...

- 1. Preferred Network
- 2. Relationships
- 3. Response Time

UNIQUE APPROACH

In a nutshell, we use cloud-based technology to make print and marketing easy for companies with lots of employees, locations, stores, vendors or clients.

MEETING NOTES:	