



# Multi-Line Rep Directory

Utilizing a multi-line rep can be a cost-effective, efficient way to expand your marketing reach and increase your company's brand awareness. While you may not have the resources to hire your own sales staff, multi-line reps can be an excellent option to help you level the playing field with your larger competitors. What follows is a complete listing of the industry's multi-line rep firms from ASI's database. Each entry contains the company name, contact person and information, the territories covered and the lines currently handled, where applicable.

*Compiled by Carole Seymour*

### Ad Specialty Sales

**David Friedman**  
(770) 888-1606  
thezizer@yahoo.com

**Area covered:**

Southeast, PR

**Lines carried:** MV

Sport/Weatherproof,  
Epoly Corp., AO Coolers,  
The Game Headwear,  
California Tatoos, Rite Line,  
Marathon, DixiLine

### Angello & Associates

**Joe Angello**

(972) 960-7978  
contact@  
angelloandassociates.com

**Area covered:** TX, OK, LA

**Lines carried:** High Sierra  
Sport Co., Holloway  
Sportswear Inc., Blue  
Generation, Storm Duds  
Raingear, Tingley Rubber  
Corporation, Ad-n-Art Inc.

### Big River Marketing

**Douglas Lenger**

(636) 390-8822  
(636) 399-1836  
doug@bigrivermktg.com  
**Area covered:** ND, SD, NE,  
KS, MO, IA, MN, WI, IL, IN,  
OH, MI, KY

**Lines carried:** Headwear  
USA, Leashables By  
Oralabs, International  
Merch Concepts, Quick  
Point Inc., Prorose Inc.,  
Totally Bamboo, Xpres  
LLC, Ads On Magnets,  
KEY-BAK Promotional  
Products, Kutmaster/Utica  
Cutlery Co., Custom Crest

### Bridge Mktg. Services

**Cory Schroepfer**

(636) 346-3664  
cory@bridgemktg.com  
**Area covered:** OH, MI, IN,  
IL, MO, MN, WI, IA, KS, NE,  
ND, SD

**Lines carried:** Spector  
& Co., Pro Towels, Numo  
Mfg., Gordon Sinclair,  
Visions Awardcraft,  
Pioneer Line, Midnite Snax

### Clark & Clark

**Jim Clark**  
(314) 994-9155  
jim.clark@clark-clark.net

**Area covered:** KS, IA, NE,  
MO, TN, Southern IL

**Lines carried:** Gempire/  
Floral Promotions,  
Hilasal, Taylor & Grant  
Specialties Ltd., MV Sport/  
Weatherproof, Coleman  
Co. Inc., Webb Company,  
GoodHopeBags, Inc.

### Cochran Sales & Marketing

**Steve Cochran**  
(940) 241-1118  
steve@csmreps.com

**Lines carried:**  
HandStands, Samsill  
Promo, River's End Trading

### Collins & Associates

**Robert M. Collins, CAS**  
(818) 253-6777  
mrmagic2@att.net

**Area covered:** Western  
**Lines carried:** Century  
Mfg. Inc., Strong Leather  
Co., Pentel Of America Ltd.,  
Webb Company, LarLu,  
Warwick Publishing Co.,  
Logoincluded Inc.

### Company A

**Will Beasley**  
(925) 570-6699  
will@companya.com  
**Jodi Spangrud-Beasley**  
(925) 785-8375  
jodi@companya.com  
**Area covered:** North CA,  
North NV, HI  
**Lines carried:** River's End  
Trading, Sweda Company  
LLC, Outdoor Cap Co.,  
Notes Inc.™, Midnite  
Snax®, Safehaven Products

### D H S Sales

**Craig Hulett**  
(404) 488-2130  
wadehulett@comcast.net  
**Area covered:** AL, FL,  
MS, GA, SC, NC, VA, WV,  
Western TN, Eastern TN  
**Lines carried:** Badger  
Sportswear, Game

Sportswear Ltd., NEP  
Promotions, Landway,  
Good Hope Game

### Direct Sales & Marketing

**Joe Azar**  
(719) 471-4282  
dsmktg@comcast.net  
**Area covered:** CO, NM,  
UT, AZ  
**Lines carried:** Coleman  
Co. Inc., Stormtech  
Performance Apparel Ltd.  
Canada, Fujifilm USA Inc.

### DManning Results Inc./D M H Marketing

**Deborah Mann, CAS**  
(773) 880-9802  
deborah@  
dmanndingresults.com  
**Area covered:** IL, IN, MI,  
OH  
**Lines carried:** Hirsch Gift  
Inc., Southern Plus, BizPins  
Inc., WOWLine, HPC  
Global, Best Promotions  
USA LLC, The Chest, Notes  
Inc.™

### Chris Dollar Marketing Group LLC

**Chris Dollar**  
(972) 679-2645  
chrisbnco@sbcglobal.net  
**Area covered:** TX, OK, CO,  
AR, LA, MO, NM, KS  
**Lines carried:** Outdoor  
Cap Co., The Stadium  
Chair Company,  
Tri-Mountain, ADG  
Promotional Products,  
Galaxy Balloons Inc.,  
Radius Display Products,  
Nolimit Coolers

### Jim Dunn & Company

**Jim Dunn**  
(419) 281-1305  
**Area covered:** OH, MI, IN,  
KY  
**Lines carried:** Goldstar,  
Snugz/USA Inc., Hit  
Promotional Products

### K C Fields & Associates

**K C Fields**  
(614) 777-5555  
kcfields@kcfieldsassoc.  
com  
**Area covered:** OH, PA, NJ,  
VA, DE, DC, MD  
**Lines carried:** Cap  
America Inc., Eversole Run,  
ShedRain Corporation,  
Snugz/USA Inc., 3M/  
Promotional Markets  
Dept., Starline USA Inc.,  
Flexible Innovations Ltd.,  
Starline Industries Inc.  
Canada

### Flanagan & Assoc.

**Tom Flanagan**  
(727) 943-7403  
Tom@FlanaganReps.com  
**Area covered:** FL, GA, NC,  
SC, TN, PR  
**Lines carried:** Paramount  
Apparel Intl. Inc., ShedRain  
Corporation, Snugz/USA  
Inc., Starline USA Inc.,  
Towel Specialties, Hub  
Pen Co., 3M/Promotional  
Markets Dept.,  
Clothpromotions Plus

### Flynn and Associates Inc.

**Tony Flynn**  
(636) 271-6283  
tony@flynnandassoc.com  
**Area covered:** MO, IA, NE  
KS, Southern IL, CO, UT  
**Lines carried:** Akwa,  
High Sierra Sport Co., Cap  
America, 3M Post-It, Cedar  
Crest, Gamehide, Sabina,  
Zorrel

### Freedom Line Marketing, LLC

**Mark Larned**  
(401) 434-7316  
mark@  
freedomlinemarketing.com  
**Area covered:** CT, MA, RI,  
ME, NH, VT, NY  
**Lines carried:** High Caliber  
Line USA, Landes Inc.,  
Dunbrooke, Golden Pacific  
Intl., Warwick Publishing  
Co., Jornik Manufacturing  
Corp., Tropar Mfg. Co. Inc.,  
TerryTown

**Hutchinson Marketing****Mike Hutchinson**

(973) 476-5272  
m.hutchinson@att.net  
**Area covered:** ME, NH, VT, MA, RI, CT, NY, NJ, MD, PA, DE, DC

**Lines carried:** LarLu, Display-Tec, ADG Promotional Products, Maglite Promo, Milestone Recognition, Samsill Promo, Sofia's Cookies

**In Stepp Marketing****Jeff Stepp, SE Team**

(404) 915-8129  
jeff@instepmarketing.com

**Nancy Jolly, SW Team**

(832) 642-1591  
nancy@instepmarketing.com

**Area covered:** Southeast: AL, FL, GA, KY, MI, PR, TN, DC, MD, NC, SC, VA, WV  
Southwest: AR, CO, LA, NM, OK, TX

**Lines carried:** Pioneer Balloon Co., Pedre Collection LLC, Landes Inc., American Zebra Line/AZL, Visions/Awardcraft, Gordon Sinclair, High Caliber Line USA

**Incentive Associates Inc.****Debra Hopson**

(913) 722-2848  
incentiveassociate@sbcglobal.net

**Area covered:** MO, IA, NE, KS

**Lines carried:** Howard Miller, Tri-Mountain, Visual Promotions, K & R Precision Corporation, Lapine Associates Inc., Illinois Glove Co., Tomax USA, Continental Headwear

**Incentive Solutions LLC****Marty Kaufman**

(435) 655-7933  
mkaufman@directincentives.net  
**Area covered:** AZ, NM, CO, WY, ID, UT, NV,

Southern CA

**Lines carried:** Bulova Corp., Nouv-Incentive Gourmet, Incentive Concepts LLC, Carson Optical, Elite Creations

**Incentives West****Mark Shinn, MASI**

(206) 241-0778  
mshinn@incentiveswest.com

**Area covered:** AK, AZ, ID, MT, NV, OR, WA, WY, CA, CO, HI, NM, UT

**Lines carried:** HandStands, Howard Miller, Boardroom Custom Clothing, ADG Promotional Products, Liqui-Mark Corp., Hirsch Gift Inc., Proinnovative Inc., Headwear USA

**JW Reps****Jim Woolard**

(770) 924-2401  
dale@jwreps.com

**Area covered:** GA, AL  
**Lines carried:** PMC/ALMO, Fersten Worldwide USA, Incentive Concepts LLC

**Dale B. Johnson Associates****Dale Johnson Cornell**

(781) 585-0426  
**Area covered:** ME, NH, VT, MA, CT, RI, NY, NJ, PA, MD, DE, DC, VA

**Lines carried:** Paul K Guillow Inc., Hospitality Mints LLC, Andrew Philips/Millennium Lthr., Sportco, Allen Company/The, Atlantis Time-Line, Marathon Mfg. & Supply Co., Diamond Cosmetics Inc., UV Promo Premium Apparel

**Karobyx Corporation****Rob Byxbe**

(800) 247-7042  
(608) 963-3017  
karobyx@centurytel.net  
**Area covered:** WI, MN, IL, ND, SD

**Lines carried:** K & R

Precision Corporation, PVH Corporate Outfitters, Visual Promotions

**Lange Marketing, LLC****Scott L. Lange**

(260) 414-3868  
scott@langemarketing.com

**Area covered:** Midwest  
**Lines carried:** Handy Products Line, Illinois Glove Co., Diversified-Adtee, Cedar Crest Manufacturing, Paul K Guillow Inc., Diamond Imprints, K & R Precision Corporation, Ouray Sportswear, Catania Medallie Specialty Inc.

**Langton Promotional Sales****Brad Langton**

(801) 628-2545  
gpbrad01@yahoo.com

**Lines carried:** Illini, HandStands, Ymlabs, Galaxy Balloons Inc., Way2Cool Inc., Shepenco/Shelbyville Pencil Co., Inc., Leed's

**LDK Marketing Services Inc.****Larry D Krause, MAS****Kyle Krause**

(972) 243-4404  
kyle@ldkmkt.com  
**Area covered:** AR, LA, NM, CO, OK, TX, MI, KS

**Lines carried:** Sacs and Boxes 2, Riteline LLC, The Allen Company/Colorcraft, Elliot-Barry Co., Nucom/Burk's Bay, Maglite Promo, Fields Manufacturing Inc.

**Marketing Motivators Inc.****Dean Theofanis**

(317) 842-6366  
dtheofanis@marketingmotivators.com  
**Area covered:** OH, IN, KY, MI, Western PA

**Lines carried:** Bulova Corp, Zane's Inc. - Johnson Outdoors, Omni Apparel Inc., Incentive Concepts LLC

**Mid Atlantic Factory Reps****MaryAnne Fontana**

(302) 376-4372  
MaryAnne@MAFReps.com  
**Area covered:** Southern NJ, DE, MD, DC, PA, VA, WV  
**Lines carried:** Incentive Concepts LLC, Castle Merchandising, Salisbury Inc., Hampden Corp., Vivitar Corp.

**MidSouth Marketing Group****Michael Beach**

(855) 464-3768  
Mbeach@midsouthmg.com  
**Area covered:** AR, MI, LA, West TN

**Lines carried:** Tri-Mountain, Outdoor Cap Co., GoodHopeBags Inc., OrigAudio

**Midwest Sports Sales, Inc.****Randy Fortner**

(630) 946-4036  
rfortner15@att.net  
**Area covered:** IL  
**Lines carried:** CHAMPRO Sports

**Linda Misiorowski & Associates****Linda Misiorowski**

(708) 448-3255  
lindamiz1@aol.com

**Rob Ball**

(773) 251-6481  
Rball629@gmail.com  
**Area covered:** IL, IN, WI  
**Lines carried:** HandStands, Maple Ridge Farms Inc., Towel Specialties (IL, IN), Snugz/USA Inc., Bishop®, The Garment Co., 3M/Promotional Markets Dept. (IL), Sweda Company LLC

**MLR Alliance, LLC**  
**Tony Tusso, MAS**  
(214) 707-8546  
tonyt@mlralliance.com  
**Area covered:** TX, OK, LA, AR, CO, NM  
**Lines carried:** 3M/  
Promotional Markets  
Dept., Hadrus Vinyl  
Graphics, California  
Tattoos, Totally Bamboo,  
Aqua Custom Label  
Bottling, Two Girls Toffery

**Modern Flare Sales**  
**Michael Fisher**  
(416) 402-7702  
michael@  
modernflaresales.com  
**Area covered:** Ontario,  
Eastern Canada  
**Lines carried:** John  
Forsyth Shirt Co. Ltd.,  
Bontius & Co., Illini, Haas-  
Jordan Umbrellas, Illinois  
Glove Co., Big K Clothing,  
Picquic, Midland Clothing

**Monahan & Associates**  
**David Monahan**  
(951) 500-8141  
dmonahan@4manda.com  
**Area covered:** AK, AZ, CA,  
CO, HI, ID, NV, NM, OR, UT,  
WA, WY, MO  
**Lines carried:** Spector &  
Co., Chocolate Chocolate,  
Bulldog Packaging, Gordon  
Sinclair, Express-A-Button,  
Pacificline, Paul K Guillo  
Inc., BizPins Inc.

**Shawn Naeter and  
Associates**  
**Shawn Naeter**  
(469) 715-8475  
shawnaeter@gmail.com  
**Area covered:** TX, OK, AR,  
LA, MO, KA  
**Lines carried:** Agua  
Promotions, Cap America  
Inc., Century Place  
Apparel, Gamehide,  
Precision Laser Art

**New Vistas Marketing**  
**Kim Lehere**  
(214) 862-5445  
kim@newvistasmarketing.  
com  
**Area covered:** National

**Northeast Marketing  
Assoc.**  
**Wayne G. Burden**  
(401) 825-7399  
wgburden@cox.net  
**Area covered:** Northeast  
**Lines carried:** Liqui-Mark  
Corp., Halls & Company,  
Minya International Corp.,  
Virginia Diner, Justin Case®,  
Genesis, Kutmaster/Utica  
Cutlery Co., MSG Engravers

**Paragon Sales Company**  
**David C. Menke**  
(937) 902-9143  
dave@  
paragonsalescompany.  
com  
**Area covered:** IN, KY, MI,  
OH, TN, WV  
**Lines carried:** Apogee  
Commemoratives Inc.,  
Bishop®, The Garment  
Co., Indiana Metal Craft,  
Webb Company, Zipline,  
Antigua Group Inc., Payne  
Publishers Inc., Pilot  
Corporation Of America

**Pearson Marketing Inc.**  
**Barry Pearson**  
Mary Beth Pearson, MAS  
(770) 579-9550  
pearsonmktg@earthlink.  
net  
**Area covered:** Southeast  
**Lines carried:** Gempire/  
Floral Promotions, Galaxy  
Balloons Inc., Picnic Time  
Inc., Best Promotions USA  
LLC, Crystal Images, Pilot  
Corporation Of America,  
YMLabs, Dard Products Inc.,  
Antigua Group Inc.

**Tom Powell & Associates**  
**Tom Powell**  
(336) 376-1387  
tpandassoc@aol.com  
**Area covered:** NC, SC, VA,  
WV, TN, GA, AL  
**Lines carried:** Blue  
Generation, Storm Duds  
Raingear, Maggie Lyon  
Chocolatiers Inc., Tingley  
Rubber Corporation

**Preferred Lines  
Marketing**  
**Kent Getsee**  
(636) 262-8796  
kent@preferredlines.net  
**Area covered:** MO, KS, IA,  
NE, MN, WI, IL, MI, OH, ND,  
SD, IN  
**Lines carried:** Pentel Of  
America Ltd., Compass  
Industries Inc., Rainkist  
Umbrella Co., DEVARA, Bay  
State Specialty Co., Tervis  
Tumbler Co.

**PRG**  
**Neil Mihan**  
neil@prg.ca  
**Christy Mihan**  
christy@prg.ca  
**Celine Verrier-Fletcher**  
(905) 761-7023  
celine@prg.ca  
**Area covered:** Canada  
**Lines carried:** Ariel  
Premium Supply Inc.,  
Goldstar, Showdown  
Displays, Peerless  
Umbrella Co. Inc., Bag  
Makers Inc., Compass  
Industries Inc., Bentley  
Wholesale, CPS Keystone

**Promo Pros**  
**Kelly Acton**  
(727) 946-2982  
krlacton@gmail.com  
**Lines carried:** Tropico  
Imports Ltd., Sportcover  
International Inc.

**Promopartner Inc.**  
**Sally Piitz**  
(416) 708-1551  
sally@promopartnerinc.  
com  
**Area covered:** Greater

Toronto, Ontario, Canada  
**Lines carried:** Chocolate  
Chocolate, Whiteridge Inc.,  
Culmer Pen Company Inc.,  
Pro Towels, Swissmar Inc.,  
Victorinox Swiss Army Inc.,  
Kanata Blanket Company,  
JWG Golf

**Promotional Service Inc.**  
**Jerry Hubbard**  
(561) 213-0424  
jerry@promotionalservices.  
net  
**Area covered:** FL, PR  
**Lines carried:** Seiko  
Corporation Of America,  
Blue Generation, Rainkist  
Umbrella Co., Illini, Tingley  
Rubber Corporation

**Reinecker Marketing  
Assoc.**  
**Patrick Reinecker**  
(281) 488-2105  
patrick@reinecker.com  
**Area covered:** TX, OK, LA  
**Lines carried:** Encore  
Etch Inc., Eversole Run,  
Paramount Apparel Intl.  
Inc., Snugz/USA Inc.,  
Starline USA Inc., Towel  
Specialties

**Reisack Sales &  
Marketing**  
**Bill Reisack**  
(281) 493-1840  
bill@reisack.com  
**Area covered:** TX, OK, LA,  
AR  
**Lines carried:** H T T  
Apparel & Headwear,  
Fossa Apparel Inc., Sweda  
Company LLC, Haas-  
Jordan Umbrellas, Berne  
Apparel, 3M/Promotional  
Markets Dept., Sundog  
Eyewear, Pebble Beach  
Apparel

**Reuter Marketing  
Associates**  
**Richard L. Reuter**  
(772) 999-2139  
dick@gographic.com



**Ribaudo & Associates Inc.****Joann Ribaudo**

(850) 267-0504  
jribaudo@aol.com

**Area covered:** Eastern PA, MD, DE, DC, VA, NJ, Eastern NY, Western PA, Western NY, MA, RI, CT, ME, UT, NV

**Lines carried:** Berne Apparel, Edwards Garment Co., Paramount Apparel Intl. Inc.

**Russell Agencies****Grant Russell**

(905) 824-2276  
granrussell@sympatico.ca

**Area covered:** ON

**Lines carried:** Promobilia Corp., Kobe Sportswear Inc., Omni Apparel Inc., Hub Pen Co., PVH Corporate Outfitters, Secrid

**S2 Marketing Group****Steven Rater**

(770) 331-5829  
steve@rater.com

**Area covered:** AL, FL, GA, MS, NC, SC, TN, PR

**Lines carried:** Elliot-Barry Co., Rainkist Umbrella Co., Cedar Crest Manufacturing, Omni Apparel Inc., Maglite Promo, Storm Creek, Discount Marketing Products, Numo, Webb Company, Payne Publishers Inc.

**Sales & Marketing Assoc.****Mike Evans**

(262) 255-6300  
mevans@smareps.com

**Area covered:** WI, MN, IA, IL

**Lines carried:** Top Brands Inc., Castle Merchandising, PMC/ALMO

**Jules Scheck Associates****Jules Scheck**

(973) 628-6005  
sales@JSAreps.com

**Area covered:** NY, NJ, PA, MD, DE, CT, MA, RI, NH, ME, DC, VA, WV

**Lines carried:** Compass Industries Inc., Gordon Sinclair, Headwear USA, Spector & Co., WOWLine, Pro Towels, Visions/Awardcraft, SIMBA, A Z X Sport America, Bencil, Gemaco Inc., Pioneer Balloon Co., Picnic Time Inc.

**Sequel Inc.****John M. Bennis**

(757) 425-7081  
jbennis@apparelpromos.com

**Area covered:** DE, MD, VA, WV, NC, SC

**Lines carried:** Gempire/Floral Promotions, River's End Trading, Crown Products, Nucom/Burk's Bay, Custom Color Solutions, Vitronic

**Sharp Incentives****Tasha Sharp**

(602) 268-7104  
tasha@sharpincentives.net

**Area covered:** AZ, NM, NV, CO, UT, WY, ID, MT

**Lines carried:** Power Sales And Advertising, Replogle Globes Inc., Canon Solutions America, High Sierra Sport Co., Omaha Steaks, Bushnell, Hamilton Beach, Jilco, Jura Capresso, LeCreuset, Movado, Tumi, Wine Enthusiast

**Theodore Short & Assoc. Inc.****Theodore Short**

(603) 306-4257  
tedshort@nc.rr.com

**Phillip J. Sibinski Inc.****Phil Sibinski, MASI**

(612) 889-3806  
pjsibinski@aol.com

**Area covered:** ND, SD, NE, MN, IA, WI, IL

**Lines carried:** LarLu, Advance Corporation, Bankers Pens Co. Inc., Alexander Mfg. Co.

**Simcor****Martin Myers**

(740) 392-5370  
martin.myers@simcorinc.com

**Area covered:** OH, IN, KY, IL, WI, MI

**Lines carried:** Power Sales And Advertising, Awards Inc.

**Sneller Creative Promotions****Jeff Snell**

(636) 236-1139  
jeff@snellercreative.com

**Area covered:** Nationwide

**Southeast Marketing Karin Otterstrom**

(941) 350-7781  
karinotter@aol.com

**Area covered:** AL, FL, GA, MS, NC, PR, SC, TN, VA

**Lines carried:** Dixieland Emblems Inc., Warwick Publishing Co., Shepenco/Shelbyville Pencil Co., Inc., Compass Industries Inc., Hirsch Gift Inc., KEY-BAK Promotional Products, WOWLine, Pentel Of America Ltd., The Chest, Hadrus Vinyl Graphics, Magnet America, Moderne Glass Co.

**Southwest Incentives****Don Rainwater**

(972) 437-4400  
donr@swii.com

**Area covered:** TX, OK, LA, AR

**Lines carried:** Premco Associates, Seiko Corporation Of America, Coleman Co. Inc., PMC/ALMO, Bushnell, Samsonite

**Paul W. Sprunk Associates****Paul W. Sprunk**

(201) 670-6757  
PaulSprunk@gmail.com

**Area covered:** Northeast  
**Lines carried:** Eversole Run, Galaxy Balloons Inc., Towel Specialties,

ShedRain Corporation, Starline USA Inc., Storm Creek, 3M/Promotional Markets Dept., Clothpromotions Plus

**Strategic Sales Team Inc.****Leslie Ashby**

(416) 587-2498  
leslie@strategicst.com

**Area covered:** Ontario

**Lines carried:** St. John's Trophies Ltd., Redi-Medic/WASIP Canada, Headwear Canada, Golf Trends Inc. Canada, ATTRACTION

**Team WalterB****Walter Brzyski**

(908) 461-1125  
walterb@teamwalterb.com

**Area covered:** NY, NJ, PA, MD, DC, DE

**Lines carried:** Illini, Tomax USA, Safehaven Products, Tri-Mountain, HPC Global, Rainkist Umbrella Co.

**Themco, LLC****Thomas Monahan**

(203) 226-4440  
themcollc@aol.com

**Area covered:** CT, RI, MA, ME, VT, NH

**Lines carried:** Sport Systems Custom Bag Corp., Ready 4 Kits, River's End Trading, Power Sales And Advertising, Samsonite/American Tourister, Hamilton Beach, ARC Intl. NA