



**University of Maryland, Baltimore County**

9/16/2026

# Presentation Overview

- Introduction
- Company Overview
- Team Experience
- Punchout
- 4imprint Updates
- Questions
- Thank you!



# Introductions

## Compass

- **Char Hudson**
  - VP of Strategic Accounts
  - Email: [chudson@4imprint.com](mailto:chudson@4imprint.com)
  - Phone: 888-238-9785
- **Karla Kohlmann**
  - Director of Licensing and Strategic Accounts
  - Email: [kkohlmann@4imprint.com](mailto:kkohlmann@4imprint.com)
  - Phone: 800-760-4137
- **Matt Dahm**
  - Senior Manager – Licensing
  - Email: [mdahm@4imprint.com](mailto:mdahm@4imprint.com)
  - Phone: 800-260-5647
- **Licensing Team Contact Information**
  - Email: [Licensing@4imprint.com](mailto:Licensing@4imprint.com)
  - Phone: 866-624-3694



# Company Overview



## Main Office

Since 1985 in Oshkosh, WI

US Corporate Office, Hybrid work environment



## Distribution Center

Since 2008 in Oshkosh, WI

4 shifts operating nearly 24/7

475,000 sq. ft. climate-controlled facility. In-house apparel decorating (Embroidery, DTG, Digital Transfers, Laser etched) along with Marketing Services



## Screen-print Facility

Since April 2023 in Appleton, WI (15 miles away)

2 shifts (M-F)

50,000 sq. ft. screen printing operation.

# In-House Capabilities

- Expansive apparel decorating:
  - Embroidery
  - Screen Printing
  - Direct-to-Garment printing (multi-color imprints on t-shirts and fleece)
  - Digital (Direct-to-Film) - Ideal for multi-color imprints on performance fabrics
  - Laser engraving on leather patches for headwear and more
  - Banners
- Kitting services:
  - No added cost for kitting



# Experience & Reach

## Experience - Celebrating our 40<sup>th</sup> Anniversary!

- 1,600+ Associates in Oshkosh
  - 500+ in Customer Service (Oshkosh)
    - **Dedicated Team for UMBC customers**
  - 85+ In House Graphic Artists (Oshkosh)
- # 1 Distributor in the U.S.
  - Average annual growth of 16% over the last 10 years
  - #1 or #2 customer to our suppliers
  - Great buying power and faster production times

*Reflects our ability to deliver high-quality promotional products with great customer service!*



# Licensing Team

## Industry Experience

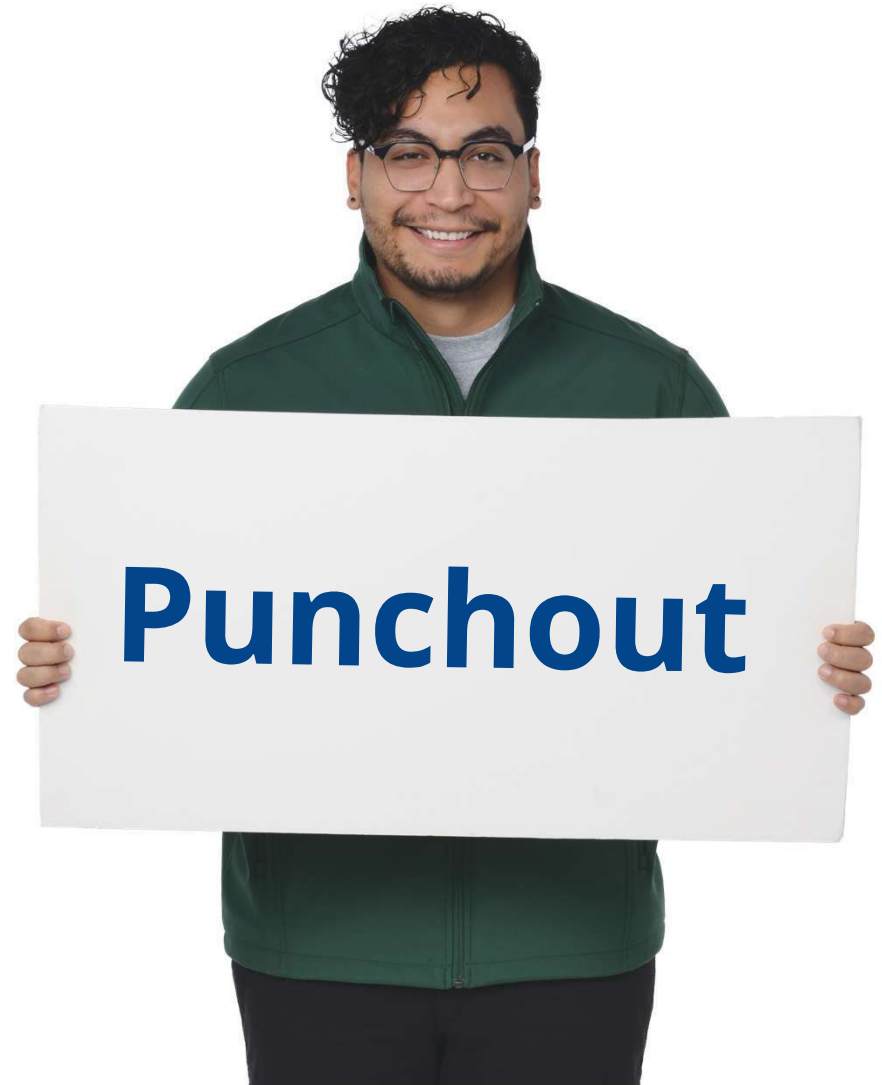
- Licensee with CLC since 2005
  - Internal Licensee
- Licensee of UMBC since 2014
  - A well-established, enduring partnership
- Dedicated and experience team focused on support and control of your brand.
  - The team consists of 30 sales representatives and 8 brand support specialists.
  - Reps average over 12 years of 4imprint experience



# E-Procurement

**For use on orders over \$5000**

- **Proven integrations**
  - Over 55 integrations with our 4imprint.com website
- **Level one punchout**
  - Punchout is integrated directly into our website
- **A familiar order process**
  - Your customers order the way they already know
- **Ongoing collaboration**
  - We are working continuously with partner institutions and Jaggaer to improve upon the punchout process.



# Our Guarantees

**For Certain!**

**Be certain with our 360° Guarantee®**  
You're covered from every angle.

## **Certain** delivery

It's on time or it's on us. If your event is missed because we didn't ship on time, your order is free.

## **Certain** value

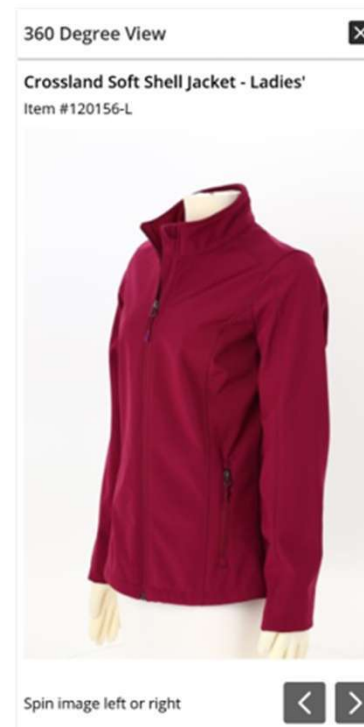
If you find within 30 days of your purchase that your order would've cost less elsewhere, let us know and we'll refund double the difference.

## **Certain** happiness

If you're not 100% satisfied with your order, we'll pay to pick it up and rerun it or refund your money—your choice.

# 4imprint.com

- #1 searched website in the US for promo items
- Proprietary database of over 40,000 products
- Glide™ Pricing
- AI Summarized product reviews
- 360-degree product views
- Majority of orders ship in 3-7 business days after art/order approval
- Over 4,600 products available on 24-hour rush service
- 1,000 products exclusive to 4imprint
- Hundreds of new items added each month



**Choose Your Quantity:**

Enter the quantity you'd like, or drag our orange 'Y' to find a quantity and price that's best for you.  
(Patent 7,979,318)

Quantity: 64 Price Each: \$9.98 Subtotal: \$638.72  
You save \$103.04 over minimum quantity pricing

**Choose Your Quantity:**

Enter the quantity you'd like, or drag our orange 'Y' to find a quantity and price that's best for you.  
(Patent 7,979,318)

Quantity: 346 Price Each: \$8.84 Subtotal: \$3058.64  
You save \$951.50 over minimum quantity pricing

# Outlet.4imprint.com

## Stretch Your Budget with the Outlet

- **What the Outlet is**

- A separate storefront for overstock, seasonal and discontinued items, sold at reduced prices while supplies last

- **Real savings**

- Outlet pricing runs roughly 15–60% below original price, with 500+ items listed at any time

- **Browse by category**

- Bags, Drinkware, Office & Technology, Outdoor, Stationery, Writing, and Auto, Home & Tools

- **Same 4imprint experience**

- Your logo, free art assistance and e-proof, and the same 360° Guarantee® as the main site

24 Hour Rush Hot Products New Products On Sale Outlet

### steal a deal®

Name your own price on select Outlet items:

- Click “Make an Offer” and enter your quantity and price
- The system accepts or counters immediately
- Up to three offers per item per 24 hours
- Accepted offers hold for 24 hours — inventory isn’t reserved until checkout

*Nearly 500 items are open to offers today.*



Almost Gone



Just Added



Best Deals



Hottest Products



Items

## Promotional products



**Apparel**  
23.5%



**Bags**  
13.9%



**Drinkware**  
12.3%



**Writing**  
8.7%



**Trade Show**  
5%



**Technology**  
4.2%



**All other**  
32.4%

# Corporate Responsibility

- Member of Fair Labor Association (FLA) since 2005
  - Industry leading practices for responsibly sourcing promo items. Code of Conduct aligns with FLA.
- Compliance
  - Dedicated internal team who vets all items for product safety, along with labor, social, and environmental compliance.
- Certified Carbon Neutral through Sept. 2027
- Solar Array
  - 1.3 Megawatt at 4imprint Distribution Center



**Select products that deliver a greater positive environmental impact and are sourced from companies leading the way in fostering exceptional workplace cultures.**

- Better Materials
  - Recycled Materials
  - Carbon Neutral Products
  - Responsible Forestry
  - OEKO-TEX®
  - Sustainable Cotton
- Better Workplaces
  - B Corporations
  - Fair Labor Association (FLA)
- Additional Standards & Certifications
  - ANSI & NFPA Safety Standards
  - Sun Protection
  - Antimicrobial Additives
  - Technology Standards
  - Children's Safety

# Distribution Center

Virtual tour of space before 2026 expansion

## Distribution Center



## 2026 Updated DC

- Made a strategic investment in our Oshkosh, WI distribution center to consolidate operations and bring all team members together under one roof.



# Questions?



# Thank you!

