#### **AD IMPRESSIONS STUDY**

2023 EDITION

## Demonstrating the value and effectiveness of promotional products to consumers

A PDF of this report (plus end-buyer-friendly, downloadable charts) can be found at asicentral.com/study.





©Copyright 2023 Advertising Specialty Institute.

This report may be reproduced and used in presentations by active supplier, distributor and decorator members of the Advertising Specialty Institute\* (ASI) to educate the public about advertising specialties. Such use must not alter the information and must set forth the following legend: "Research provided by the Advertising Specialty Institute, ©2023, All Rights Reserved." No other use is permitted without the express written consent of ASI.

## **Sections of the Ad Impressions Study**

Advertising Preferences 3

Made in the USA

Impact on Business

Environmentally Friendly 35 50 Longevity

Number of Impressions

65

Cost Per Impression.

96

Most Influential Products 112

Findings based on data collected over a 12-month period from 04 2021 through 04 2022.







# PROMO PRODUCTS ARE U.S. CONSUMERS' <u>FAVORITE</u> FORM OF ADVERTISING!

RANK OF ADVERTISING PREFERENCE

#### 1. Promotional Products



2. Radio



3. Newspaper



4. Television



5. Magazine



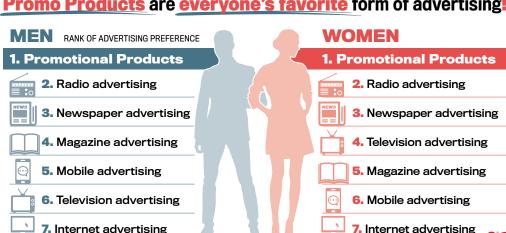
6. Mobile



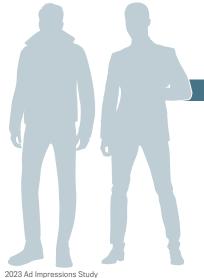
7. Internet



## Men and women have their differences, but they can agree on this: <a href="Promo Products">Promo Products</a> are <a href="everyone's favorite">everyone's favorite</a> form of advertising!







#### MEN

RANK OF ADVERTISING PREFERENCE

#### 1. PROMOTIONAL PRODUCTS



2. Radio advertising



3. Newspaper advertising



4. Magazine advertising



5. Mobile advertising



6. Television advertising



7. Internet advertising





#### WOMEN

RANK OF ADVERTISING PREFERENCE

#### 1. PROMOTIONAL PRODUCTS



2. Radio advertising



3. Newspaper advertising



4. Television advertising



Magazine advertising



6. Mobile advertising



7. Internet advertising



## Whether you're young or just young at heart, it's unanimous: **Promo is everyone's favorite** form of advertising!

RANK OF ADVERTISING PREFERENCE 18-24 55-64 25-34 65+ 45-54  $\odot$ 



RANK OF ADVERTISING PREFERENCE

#### 1. PROMOTIONAL PRODUCTS

<u>-</u>

2. Mobile advertising



3. Radio advertising



4. Newspaper advertising



5. Magazine advertising



6. Television advertising



7. Internet advertising





# Consumers who are between **25-34** prefer **Promo Products** over all other forms of advertising!

RANK OF ADVERTISING PREFERENCE

#### 1. PROMOTIONAL PRODUCTS



2. Radio advertising



3. Television advertising



4. Internet advertising



5. Mobile advertising

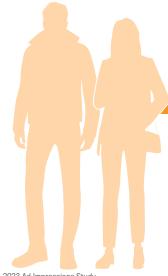


Magazine advertising



7. Newspaper advertising



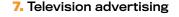


#### Consumers who are between 35-44 prefer Promo Products over all other forms of advertising!

RANK OF ADVERTISING PREFERENCE

#### 1. PROMOTIONAL PRODUCTS

Radio advertising 3. Newspaper advertising 4. Internet advertising Magazine advertising Mobile advertising







#### Consumers who are between 45-54 prefer Promo Products over all other forms of advertising!

RANK OF ADVERTISING PREFERENCE

#### 1. PROMOTIONAL PRODUCTS

2. Radio advertising



3. Newspaper advertising



4. Television advertising



Mobile advertising



Magazine advertising



7. Internet advertising





#### Consumers who are between 55-64 prefer Promo Products over all other forms of advertising!

RANK OF ADVERTISING PREFERENCE

#### 1. PROMOTIONAL PRODUCTS

2. Radio advertising



3. Newspaper advertising



4. Television advertising



Magazine advertising



6. Mobile advertising



7. Internet advertising





# Consumers who are 65+ prefer Promo Products over all other forms of advertising!

RANK OF ADVERTISING PREFERENCE

#### 1. PROMOTIONAL PRODUCTS



2. Radio advertising



3. Newspaper advertising



4. Magazine advertising



5. Mobile advertising



6. Internet advertising



7. Television advertising





## Consumers in the <u>Midwest</u> prefer <u>Promo Products</u> over all other forms of advertising!

RANK OF ADVERTISING PREFERENCE

## 1. PROMOTIONAL PRODUCTS



2. Radio advertising



3. Newspaper advertising



4. Magazine advertising



5. Mobile advertising



6. Internet advertising



7. Television advertising



Consumers in the **Northeast** prefer **Promo Products** over all other forms of advertising!

RANK OF ADVERTISING PREFERENCE

#### 1. PROMOTIONAL PRODUCTS



2. Radio advertising



3. Newspaper advertising



4. Magazine advertising



**5.** Television advertising



6. Internet advertising



7. Mobile advertising



## Consumers in the **South** prefer **Promo Products** over all other forms of advertising!

RANK OF ADVERTISING PREFERENCE

#### 1. PROMOTIONAL PRODUCTS



2. Radio advertising



3. Newspaper advertising



4. Television advertising



Internet advertising



6. Mobile advertising



Magazine advertising



#### Consumers in the West prefer **Promo Products over all other** forms of advertising!

RANK OF ADVERTISING PREFERENCE

#### 1. PROMOTIONAL PRODUCTS



2. Radio advertising



3. Newspaper advertising



4. Mobile advertising



5. Magazine advertising



6. Television advertising



7. Internet advertising







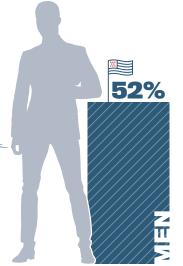


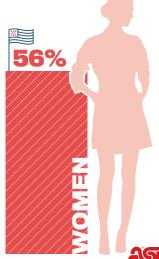
54%

of consumers would feel more favorable about the advertiser who gave them a promo **product** if it was **Made in the USA** 



Over half of men and women would feel more favorable about the advertiser who gave them a promo product that was **Made in** 







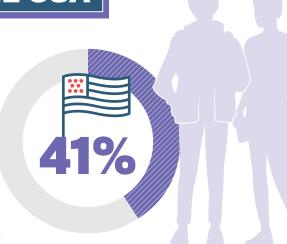
More than half of women would feel more favorable about the advertiser who gave them a promo product if it was Made in the USA



**More than half** of men would feel more favorable about the advertiser who gave them a promo product if it was Made in the USA

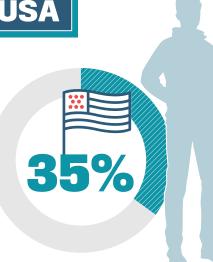


Four in 10 consumers ages 18-24 would feel more favorable about the advertiser if the promo product was Made in the USA

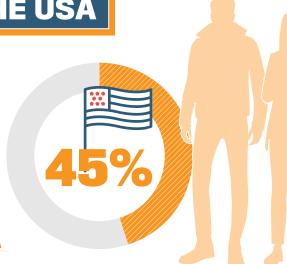




More than a third of consumers ages **25-34** would feel more favorable about the advertiser if the promo **product** was **Made in the USA** 

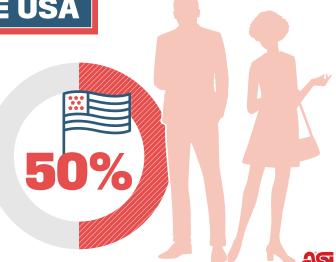


**Nearly half** of consumers ages 35-44 would feel more favorable about the advertiser if the promo product was Made in the USA

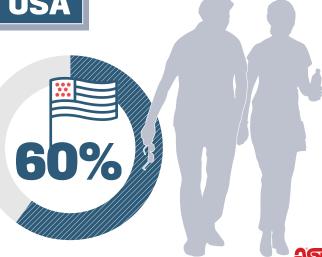




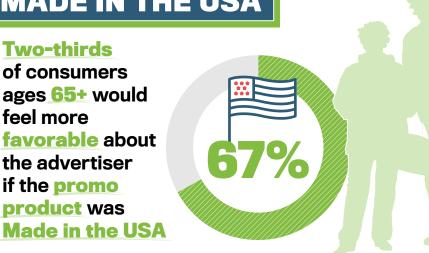
**Half** of consumers ages **45-54** would feel more favorable about the advertiser if the promo **product** was **Made in the USA** 



Six in 10 consumers ages **55-64** would feel more favorable about the advertiser if the promo product was **Made in the USA** 



**Two-thirds** of consumers ages 65+ would feel more favorable about the advertiser if the promo **product** was



of consumers in the Midwest would feel more favorable about the advertiser if the promo product was Made in the USA



of consumers in the **Northeast** would feel more favorable about the advertiser if the promo product was **Made in the USA** 





of consumers in the **South** would feel more favorable about the advertiser if the promo product was Made in the USA



of consumers in the West would feel more favorable about the advertiser if the promo product was Made in the USA









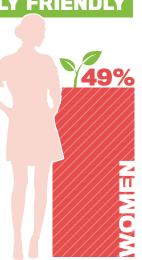
#### **ENVIRONMENTALLY FRIENDLY**

46%

of consumers would feel more favorable about the advertiser who gave them a promo product if it was Environmentally Friendly



**Nearly half** of women and men would feel more favorable about the advertiser who gave them a promo product that is **Environmentally Friendly** 





**Half** of women would feel more favorable about the advertiser who gave them a promo product if it was **Environmentally Friendly** 

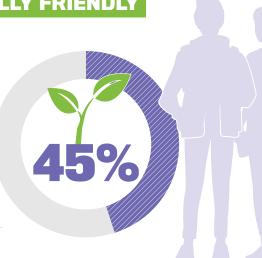




Four in 10 men would feel more favorable about the advertiser who gave them a promo product if it was **Environmentally** Friendly



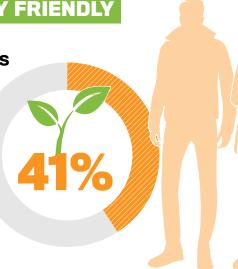
**Nearly half** of consumers ages 18-24 would feel more favorable about the advertiser if the promo **product** was **Environmentally** Friendly



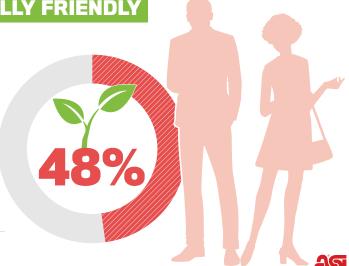
Four in 10 consumers ages 25-34 would feel more favorable about the advertiser if the promo **product** was **Environmentally Friendly** 



Four in 10 consumers ages 35-44 would feel more favorable about the advertiser if the promo **product** was **Environmentally** Friendly



**Nearly half** of consumers ages **45-54** would feel more favorable about the advertiser if the **promo** product was **Environmentally Friendly** 



**Half** of consumers ages **55-64** would feel more favorable about the advertiser if the promo product was **Environmentally** Friendly



Half of consumers ages **65+** would feel more favorable about the advertiser if the promo **product** was **Environmentally Friendly** 



50% of consumers in the **Midwest** would feel more favorable about the advertiser if a promo product was **Environmentally Friendly** 



of consumers in the **Northeast** would feel more favorable about the advertiser if a promo product was **Environmentally Friendly** 





of consumers in the **South** would feel more favorable about the advertiser if a promo product was **Environmentally Friendly** 



45%

of consumers in the <u>West</u>
would feel more <u>favorable</u> about
the advertiser if a <u>promo product</u>
was <u>Environmentally Friendly</u>







of consumers would keep and wear promo outerwear for 2 years or longer!



of consumers would keep and use promo drinkware for 1 year or longer!



of consumers would keep and use a promo calendar for 1 year or longer!



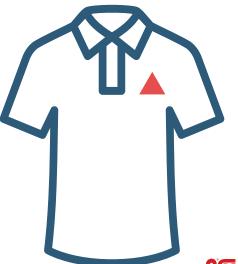


of consumers would keep and use a promo umbrella for 2 years or longer!



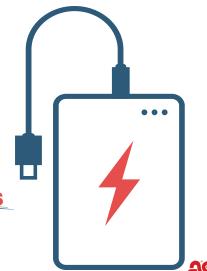


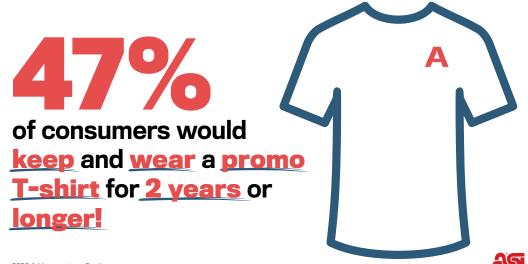
of consumers would keep and wear a promo polo for 1 year or longer!



51%

of consumers would keep and use a promo power bank for 2 years or longer!





of consumers would keep and wear promo performance apparel for 1 year or longer!



of consumers would keep and use promo desk accessories for 1 year or longer!





of consumers would keep and use a promo bag for 2 years or longer!



of consumers would keep and wear a promo cap for 1 year or longer!





of consumers would keep and use a promo **USB drive for 2 years** or longer!

of consumers would **keep** and **use** a promo writing instrument for 1 year or longer!





of consumers would keep and use a promo health item for 1 year or longer!







# Number of Impressions













Calendars 673

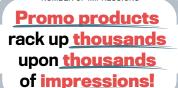


Drinkware

3.162

















Performance Wear 2,336









# **Writing Instruments generate**



## **Drinkware generates**



# **Umbrellas generate**



# **Health Products generate**



# **Performance Wear generates**



# **Headwear generates**



#### **Power Banks generate**



#### **Bags generate**



#### **Outerwear/fleece generates**



#### **Polo shirts generate**



#### **T-shirts generate**



#### **USB** Drives generate



#### **Calendars generate**



#### **Desk Accessories generate**





## **Cost Per Impression**



A metal pen that costs 000 **S1** will have a **cost per** impression of less than LIBERTY of a cent!



An insulated travel mug that costs \$10 will have a cost per impression of of a cent!



A <u>travel umbrella</u> that costs \$10 will have a <u>cost per impression</u> of

# of a cent!





A travel health and safety kit that costs

S5 will have a cost per impression of

1 cent!





A moisture-wicking performance polo that costs \$20 will have a cost per impression of less than

### cent!





A baseball cap that costs **\$8** will have a cost per impression of less than of a cent!



A power bank that costs \$8 will have a cost per impression of just under

1 cent!





A nonwoven tote bag (COD that costs \$2 will have a cost per impression of of a cent!



A half-zip fleece that costs \$30 will have a cost per impression of less than of a cent!



A cotton polo that costs \$15 will have a cost per impression of just under

1 cent!





A <u>super-soft T-shirt</u> that costs **10** will have a cost per impression of of a cent!

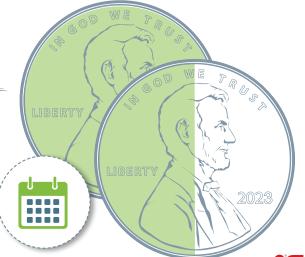


A 1GB USB flash drive that costs \$5 will have a cost per impression near of a cent!



A 12-month wall calendar that costs \$10 will have a cost per impression of

1.5 cents!



A desk accessory that costs \$10 will have a cost per impression of less than

1/2
of a cent!







### Impact on Business



### **Promo Products** influence behavior and the likelihood of consumers to do **business** with the **advertiser**.

PERCENTAGE OF CONSUMERS MORE LIKELY TO DO BUSINESS WITH THE ADVERTISER THAT GAVE THEM THE PROMO PRODUCT 50 40% 40 37% 36% 31% 30% 30% 29% 30 26% 26% **25**% 24% 20% 20 10 0

of consumers who receive a T-shirt are more likely to do business with the advertiser who gave it to them!





of consumers who receive an Umbrella are more likely to do business with the advertiser who gave it to them!





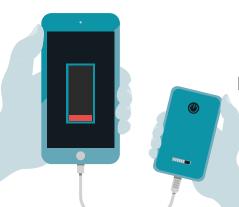
### 31%

of consumers who receive a USB Drive are more likely to do business with the advertiser who gave it to them!



of consumers who receive a Writing Instrument are more likely to do business with the advertiser who gave it to them!





40%

of consumers who receive a Power Bank are more likely to do business with the advertiser who gave it to them!



of consumers who receive a **Bag** are more likely to do business with the advertiser who gave it to them!





of consumers who receive a **Calendar** are more likely to do business with the advertiser who gave it to them!





24%

of consumers who receive

a Desk Accessory
are more likely to
do business with
the advertiser who
gave it to them!







of consumers who receive **Drinkware** are more likely to do business with the advertiser who gave it to them!



of consumers who receive **Headwear** are more likely to do business with the advertiser who gave it to them!





of consumers who receive a Health **Product** are more likely to do business with the advertiser who gave it to them!



41%

of consumers who receive Outerwear are more likely to do **business** with the advertiser who gave it to them!



of consumers who

receive **Performance** Wear are more likely to do business with the advertiser who gave it to them!





## 29%

of consumers who receive a Polo Shirt are more likely to do **business** with the advertiser who gave it to them!





## Most Influential Products



## 5 MOST INFLUENTIAL **PRODUCTS**



5 MOST **PRODUCTS** 



5 MOST INFLUENTIAL PROMO **PRODUCTS** CONSUMERS YEARS OLD



5 MOST INFLUENTIAL **PRODUCTS** CONSUMERS YEARS OLD



5 MOST INFLUENTIAL **PRODUCTS** CONSUMERS YEARS OLD



5 MOST INFLUENTIAL **PROMO PRODUCTS** CONSUMERS YEARS OLD



5 MOST INFLUENTIAL **PRODUCTS AMONG CONSUMERS** YEARS OLD



5 MOST INFLUENTIAL **PRODUCTS** CONSUMERS YEARS OLD



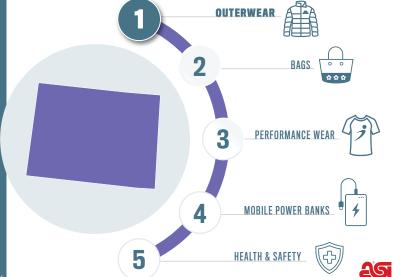




























5 MOST **PRODUCTS RESIDENTS OF** 



5 MOST **PRODUCTS** RESIDENTS OF











2023 Ad Impressions Study









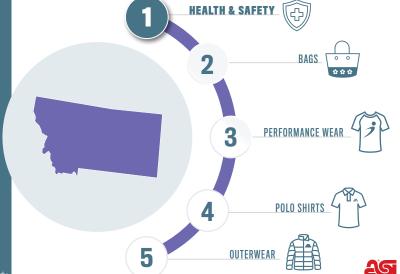
5 MOST **PRODUCTS RESIDENTS OF** 















































5 MOST **PRODUCTS RESIDENTS OF** 











5 MOST <u>inf</u>luential **PROMO PRODUCTS RESIDENTS OF** 



5 MOST INFLUENTIAL **PROMO PRODUCTS** FOR CONSUMERS



5 MOST INFLUENTIAL PROMO **PRODUCTS** FOR CONSUMERS



5 MOST INFLUENTIAL **PRODUCTS** FOR CONSUMERS



5 MOST INFLUENTIAL **PRODUCTS** FOR CONSUMERS



5 MOST INFLUENTIAL **PROMO PRODUCTS** FOR CONSUMERS



5 MOST INFLUENTIAL **PROMO** PRODUCTS FOR CONSUMERS



## UMBRELLAS ARE MORE INFLUENTIAL IN THE NORTHEAST THAN ANY OTHER REGION





### WRITING INSTRUMENTS ARE MORE INFLUENTIAL IN THE **SOUTHEAST** THAN **ANY** OTHER REGION





OUTERWEAR IS MORE INFLUENTIAL IN THE NORTHEAST THAN ANY OTHER REGION





### DESK ACCESSORIES ARE MORE INFLUENTIAL IN THE **SOUTHEAST** THAN **ANY** OTHER REGION







HEALTH & SAFETY PRODUCTS ARE MORE INFLUENTIAL IN THE **NORTHEAST**THAN ANY OTHER REGION





# BAGS ARE MORE INFLUENTIAL IN THE SOUTHEAST THAN ANY OTHER REGION





### USB DRIVES ARE MORE INFLUENTIAL IN THE NORTHEAST THAN ANY OTHER REGION





#### PERFORMANCE WEAR IS MORE INFLUENTIAL IN THE **SOUTHWEST** THAN **ANY** OTHER REGION





#### CAPS & HEADWEAR ARE MORE INFLUENTIAL IN THE NORTHEAST THAN ANY OTHER REGION





# T-SHIRTS ARE MORE INFLUENTIAL IN THE SOUTHEAST THAN ANY OTHER REGION





#### CALENDARS ARE MORE INFLUENTIAL IN THE NORTHEAST THAN ANY OTHER REGION





**DRINKWARE** IS **MORE INFLUENTIAL** IN THE THAN **ANY** OTHER REGION





**POLO SHIRTS** ARE MORE INFLUENTIAL IN THE THAN **ANY** OTHER REGION

