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January 14, 2020

# PRINT+PROMO THE PRESS

NEWS, OPINION AND STRATEGIES FOR PROFESSIONALS  
IN THE PRINT AND PROMOTIONAL INDUSTRY

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## TODAY'S TOP STORIES



### **GPO Reveals Top Private Sector Contractors for \$439M Federal Print Procurement Program**

The U.S. Government Publishing Office's (GPO) print procurement program awarded nearly \$439.7 million in contracts with private sector printing companies across the country to meet the printing and publishing needs of federal agencies in fiscal year 2019...



### **Continental Plastic Card and Biz-Mag Become Continental BizMag**

Representatives from Continental Plastic Card and Biz-Mag announced this week that the two companies have merged, resulting in Continental BizMag. Biz-Mag, specializing in high-quality magnet printing, was originally acquired by Continental Plastic Card in April 2019, but...



## FEATURED RESOURCE



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## THE BUSINESS SECTION



### How to Drink in Success Through the Beverage Labels Niche

by Joseph Myers

Now that the new year has found people striving to make good on various resolutions, we cannot overlook the desire among businesses to enforce some different practices, too. While many might see changing a calendar as only a symbolic move to make, others truly consider it a chance to boost their well-being, and we could argue that companies have the most to gain...



### Facilisgroup Appoints Ashley McCune as President

Facilisgroup, St. Louis, announced the appointment of Ashley McCune as president. McCune will assume leadership of the company as founder Dan Rochette and chief business development officer Martin Weber officially retire...



## OP-ED



### Leadership Matters to Everyone

by Ryan T. Sauers

This two-minute #RyansRemarks No. 48 video shows that everyone has the ability to become a great leader. It explains simple and tangible ideas anyone can follow to improve their leadership skills...



# THE BACK PAGE



## GOAT Status

by Elise Hacking Carr

Like many Americans, I'm currently obsessed with ABC's thrilling prime-time competition "Jeopardy! The Greatest of All Time." The tournament features the iconic trivia show's all-time best players: James Holzhauer, aka...



**SALES + MARKETING**



## Apple's Steve Wozniak Celebrates Technology Innovation with Proforma at The PPAI Expo

On Sunday evening, Apple Co-Founder Steve Wozniak joined Proforma at The PPAI Expo in a celebration of technology innovation. Wozniak was the 2020 featured speaker to launch Proforma's Annual Kick-Off Meeting...



**INDUSTRY NEWS**

Company (Ticker Symbol)		TEV/EBITDA	For 2020	1/10/20	For 2019	2019	2018	2017	2016
Cimpress (CMPR) fka Vistaprint		12.5X	-14.7%	107.25	+21.6%	125.77	103.42	119.88	91.61
Deluxe Corp. (DLX)		7.1X	-4.9%	47.48	+29.9%	49.92	38.44	76.84	71.61
Ennis (EBF)		7.5X	-1.1%	21.41	+12.5%	21.65	19.25	20.75	17.35
InnerWorkings (INWK)		31.1X	+0.4%	5.53	+47.3%	5.51	3.74	10.03	9.85
LSC Communications (LKSD)		-11.1X	+4.8%	0.22	-97.0%	0.21	7.00	15.15	29.68
Quad (QUAD)		4.7X	+1.3%	4.73	-62.1%	4.67	12.32	22.60	26.88
R.R. Donnelley (RRD)		6.1X	-8.6%	3.61	-0.3%	3.95	3.96	9.30	16.32
Market Cap in Mil \$: >>>>			-9.5%	6,707	+10.2%	7,408	6,724	10,879	10,861
DJIA			+1.0%	28,824	+22.3%	28,538	23,327	24,719	19,763
Nasdaq			+2.3%	9,179	+35.2%	8,973	6,635	6,903	5,383
S&P 500			+1.1%	3,265	+12.6%	3,231	2,507	2,674	2,239
Russell 2K			-0.7%	1,658	+23.7%	1,669	1,349	1,536	1,357
Total of 4 index composite: >>>>			+1.2%	42,926	+25.4%	42,411	33,818	35,832	28,742

**Note:** Values in Green are up, Black is "even" and Red means down from the previous month's close.  
 Information furnished above is from GoogleFinance except TEV/EBITDA from Yahoo! Finance which is from the prior day's close.  
 All information is deemed reliable, however no representation can be made as to its accuracy and may be subject to errors.  
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