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October 8, 2019

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

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TODAY'S TOP STORIES



GENUMARK

Genumark Acquires Rightsleeve as Its Founders Focus on commonsku

by Brendan Menapace

Genumark, Toronto, announced that it has acquired Rightsleeve to strengthen its position in the Canadian branded merchandise market. "Although both companies are based in Toronto, there is virtually no overlap in client accounts," said Mark Freed, president and CEO of...



Proforma Announces an Evening with Steve Wozniak

Proforma, Cleveland, is excited to announce that Steve Wozniak, co-founder of Apple, has accepted an invitation to join Proforma in a celebration of its new business management technology platform, ProVision, on Jan. 12, 2020 at The PPAI Expo. After a considerable vetting process by Wozniak's team, he accepted...



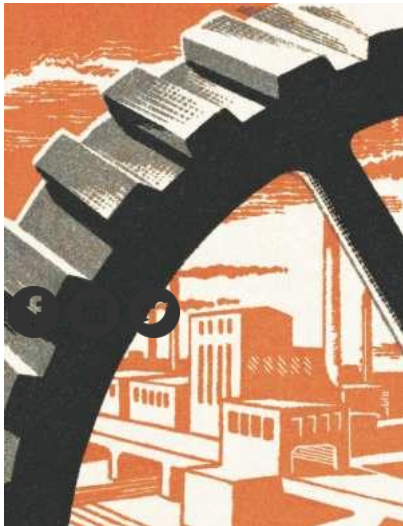
THE BUSINESS SECTION



How Custom Tags and Labels Help Secure Strong Connections

by Joseph Myers

We all know how adversely labels can affect a person's self-image. A well-constructed product label or custom tag, on the other hand, can enhance a company's image, reminding us that these are the only descriptives needed...



Who Are Disproving Gender Stereotypes

...ture in the May issue of Print+Promo, we
...ng a woman in a traditionally male-
...lds true for the manufacturing divisions at
...his plant managers are deserving of our



Selling Outside the Box

by Ryan T. Sauers

In this two-minute #RyansRemarks video, you will gain insights of what “selling outside the box” means and why it matters. And, learn how to close more prospects and grow existing clients...



THE BACK PAGE

osKamp, Label Art, a Div. of WS



its inaugural “CSR All-Stars” feature. These omers—even when those customers are not i their way to solve challenges with an .osKamp, customer service representative gning Group Inc...



SALES + MARKETING




Industry Veteran Les Dorfman Joins iPROMOTEu as Senior Vice President

iPROMOTEu, Wayland, Mass., has announced that industry veteran Les Dorfman has joined the company's executive team as senior vice president. In his new role, Dorfman will manage and accelerate iPROMOTEu's recruiting efforts...



INDUSTRY NEWS

 October 4, 2019								
Company (Ticker Symbol)	TEV/EBITDA	For 2019	10/4/19	For 2018	2018	2017	2016	2015
Cimpress (CMPR) fka Vistaprint	15.8X	+20.7%	124.78	-13.7%	103.42	119.88	91.61	81.14
Deluxe Corp. (DLX)	6.8X	+18.2%	45.45	-50.0%	38.44	76.84	71.61	54.54
Ennis (EBF)	6.9X	+2.3%	19.69	-7.2%	19.25	20.75	17.35	19.25
InnerWorkings (INWK)	27.2X	+20.6%	4.51	-62.7%	3.74	10.03	9.85	7.50
① LSC Communications (LKSD)	11.1X	-83.4%	1.16	-53.8%	7.00	15.15	29.68	~
Quad (QUAD)	5.2X	-22.0%	9.61	-45.5%	12.32	22.60	26.88	9.30
② R.R. Donnelley (RRD)	6.2X	-10.6%	3.54	-57.4%	3.96	9.30	16.32	14.72
Market Cap in Mil \$: >>>>		+9.2%	7,344	-38.2%	6,724	10,879	10,861	9,749
DJIA		+13.9%	26,573	-5.6%	23,327	24,719	19,763	17,425
Nasdaq		+20.3%	7,982	-3.9%	6,635	6,903	5,383	5,007
S&P 500		+12.6%	2,952	-6.2%	2,507	2,674	2,239	2,044
Russell 2K		+11.1%	1,498	-12.2%	1,349	1,536	1,357	1,140
Total of 4 index composite: >>>>		+15.3%	39,006	-5.6%	33,818	35,832	28,742	25,616
① LSC Communications (NYSE: LKSD) was "spun-out" of RRD and began trading as a separate public company on October 3, 2016. ② Shares of RRD <i>reverse</i> split 1-for-3 after the "spin-outs" of LKSD and DFIN (Donnelley Financial Solutions) on October 3, 2016								
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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