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TODAY'S TOP STORIES



What to Do If You're Dealing With Burnout

by Mark Jenkins

It has been a tough year. No matter what kind of success we have had (or not had) as salespeople, work has been harder and the stress level has been off the charts. Our personal and professional lives have been upturned, and the changes and unknowns have given us more to simultaneously deal with than ever...



Vote Now for the 2021 Supplier Excellence Awards!

It's been an interesting year, to put it mildly. Yet, with all the supply chain challenges, we've seen suppliers going above and beyond, doing everything in their power to assist their distributor partners. It's time to recognize the best of the best in our annual Supplier Excellence Awards! Voting is now open...



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THE BUSINESS SECTION



Executive Perspectives: Brad Thompson of EM Print Group

by Elise Hacking Carr

As part of Print+Promo Marketing's ongoing feature, Executive Perspectives, we get to know leading professionals in the print and promotional industry. This month, we interviewed Brad Thompson, president of EM Print Group, Elyria, Ohio. Here, he reflects on his professional path, addresses the skilled labor shortage and shares how he's investing in the future...



The Power of Confidence and Taking Risks With the Former Executive Leader of Coca-Cola

by Greg Muzzillo

"Don't be afraid to take risks. Be innovative and differentiate yourself," says John Sheppard, former executive leader of Coca-Cola's international divisions. Sheppard discusses his experience working with both private and public companies and offers advice about effective communication, building confidence and knowing when you need to adjust your leadership style...



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OP-ED



What's the Easiest Way to Place a Reorder in QuickBooks?

by Harriet Gatter

A reader asks, "A customer is placing a reorder. Is there an easy way to do that in QB Premier?" Read today's edition of "Ask the Accountant" for the answer...



THE BACK PAGE



I.D. Images LLC Relocates Headquarters to Accommodate Accelerated Growth

I.D. Images LLC, a leading pressure-sensitive label converter with headquarters in Brunswick, Ohio, has announced a headquarter move to a larger facility in Brunswick. I.D. Images will be moving its two facilities located at 3005 and 2991 Interstate Parkway, Brunswick, Ohio to 1120 W. 130th Street, Brunswick, Ohio...



PRINT PRODUCTS



PPAI Announces Promotional Products Work! Day on October 20, 2021

Promotional Products Association International (PPAI) has designated October 20, 2021, as Promotional Products Work! Day. The celebration will reflect the original program's concept of celebrating the power of promotional products, but on a single day instead of over a full week...



PROMO PRODUCTS



September 10, 2021

| Company (Ticker Symbol) | TEV/EBITDA | For 2021 | 9/10/21 | For 2020 | 2020 | 2019 | 2018 | 2017 |
|----------------------------------|------------|----------|---------|----------|--------|--------|--------|--------|
| Cimpress (CMPR) fka Vistaprint | 16.5X | -3.4% | 84.79 | -30.2% | 87.74 | 125.77 | 103.42 | 119.88 |
| Deluxe Corp. (DLX) | 12.7X | +27.1% | 37.10 | -41.5% | 29.20 | 49.92 | 38.44 | 76.84 |
| Ennis (EBF) | 7.9X | +4.9% | 18.73 | -17.6% | 17.85 | 21.65 | 19.25 | 20.75 |
| Quad (QUAD) | 5.3X | +6.3% | 4.06 | -18.2% | 3.82 | 4.67 | 12.32 | 22.60 |
| R.R. Donnelley (RRD) | 6.6X | +99.6% | 4.51 | -42.8% | 2.26 | 3.95 | 3.96 | 9.30 |
| Market Cap in Mil \$: >>>> | | +9.4% | 5,230 | -33.2% | 4,782 | 7,153 | 6,296 | 9,806 |
| | DJIA | +13.1% | 34,608 | +7.3% | 30,606 | 28,538 | 23,327 | 24,719 |
| | Nasdaq | +17.3% | 15,115 | +43.6% | 12,888 | 8,973 | 6,635 | 6,903 |
| | S&P 500 | +18.7% | 4,459 | +16.3% | 3,756 | 3,231 | 2,507 | 2,674 |
| | Russell 2K | +12.7% | 2,228 | +18.5% | 1,977 | 1,669 | 1,349 | 1,536 |
| Total of 4 index composite: >>>> | | +14.6% | 56,409 | +16.1% | 49,228 | 42,411 | 33,818 | 35,832 |

Note: Values in Green are up, Black is "even" and Red means down from the previous month's close.

Information furnished above is from Google Finance 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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