



# PRESS RELEASE

## Leading printing industry M&A firm adds another former print distributor principal to its roster

SCOTTSDALE, AZ, November 2, 2016-**Corporate Development Associates** ("CDA") today announced that it has added former print industry owner Tom James to its deal-making team. Tom is the former owner of Goffstown, NH-based NTI Data Products, Inc. (a specialty label distributor) which was acquired by Peak-Ryzex in August 2016.

"We are delighted to announce the addition of Tom as a label specialist to our deal-making team." said Jim Anderson, CDA's President. "Together we felt that the label segment of the printing industry was not currently being properly served by M&A advisory firms. I fully expect that in short order Tom will be a great dealmaker and bring some much needed label expertise to CDA. It has been my experience that business owners in the printing industry like working with M&A consultants that understand their business...and Tom certainly knows the label industry."

"I am pleased to enter into this new relationship with CDA as Jim is a veteran and respected dealmaker who has a track record of success in the printing industry." said Tom James. "Jim not only has the experience and talent, but many long-standing personal relationships with print industry principals. My focus will be the label segment of our industry which will include both distributors like my former NTI Data Products as well as manufacturers. My affiliation with CDA should give my new deal-making future in the label segment a great kick-start."

Parties interested in hearing more may contact Tom James in Londonderry, NH by phone: 603-434-3741, Tom's cell: 603-505-0357 or email: [tjames@printmergers.com](mailto:tjames@printmergers.com) or Jim Anderson in Scottsdale, AZ by phone: 480-951-2441, Jim's cell: 602-432-0426 or email: [jaa@printmergers.com](mailto:jaa@printmergers.com)

### About Corporate Development Associates

CDA was founded in Indianapolis in June 1987 by Jim Anderson who is himself a former print distributor and trade manufacturer owner/principal. During the past 29+ years, CDA has become one of the leading intermediary firms serving the printing industry while completing over 200 transactions. Jim is also the author of the leading weekly e-Newsletter PrintStockWatch® which now boasts over 800 subscribers.

### About Tom James

Tom has been involved for more than 40 years in the fine paper, copy center/print shop, data processing/computer supplies and barcode/labeling industries.

In December 1981, Tom started his own copier toner and paper distributorship called **N**ortheast **T**oners, **I**nc. By 1998 the company had grown to several million in sales and Tom changed the company name to NTI Data Products, Inc. so that he could take advantage of the emerging computer supply industry. In 1998 Tom sold NTI (the first time) to a Cincinnati, OH-based public company named Miami Computer Supplies, Inc. (MCSI)

In August 2016, Tom sold NTI (the second time) to Columbia, MD-based Peak-Ryzex which is a portfolio holding of the Chicago-based private equity firm Keystone Capital.

Tom attended Curry College in Milton, MA (1972-1973) and then by way of a basketball scholarship attended Pierce College in Athens, Greece (1972-1973). Tom has been married to his high school sweetheart Sandra for 43 years. They reside year-round in New Hampshire (summers at Lake Winnepesaukee) and have three grown sons and five grandchildren.

You may view Tom's full bio under the "Principals" tab of CDA's website: [Tom James](#)