

Leading printing industry M&A firm adds a veteran print manufacturer to its roster



SCOTTSDALE, AZ, January 4, 2021-**Corporate Development Associates** (“CDA”) today announced the addition of printing industry veteran Allen Simon to its deal-making team as an Associate. Allen spent the bulk of his previous career (beginning in 1982) at Datatel Resources Corporation based in Monaca (Pittsburgh), PA serving as President/CEO from 1993 until Datatel’s sale to Wise Business Forms in October 2017 which was orchestrated by CDA. Allen remained with Wise in a sales capacity for a three (3) year transition period which ended in November 2020 following Datatel’s acquisition by Wise.

“We are delighted to announce the addition of Allen as an Associate to our deal-making team.” said Jim Anderson, CDA’s Founder & President. “My associates Roger Buck and Stuart Boyar and I feel that the industry is not currently being properly served by M&A advisory firms and the “printing industry” is huge. I fully expect Allen will in short order be a great dealmaker and bring not only additional manufacturing expertise to CDA, but add his absolutely incredible base of PSDA Member contacts.”

"I am pleased to enter into this new relationship with CDA as Jim, Roger and Stuart are all industry veterans. Jim is a respected dealmaker and CDA has a track record of success in the printing industry." said Allen. "CDA not only has the experience and talent, but many long-standing personal relationships with print industry principals particularly within the business forms and label segments of our industry which is my area of expertise. My affiliation with CDA should give my new future as a dealmaker a great kick-start as it has for both Roger and Stuart."

Parties interested in hearing more may contact Allen Simon in Pittsburgh, PA by phone: 412-445-9403 or email: asimon@printmergers.com or Jim Anderson in Scottsdale, AZ by phone: 480-951-2441 or email: 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. Since June 1987, CDA has emerged as the leading intermediary firm serving the printing industry while completing over 225 transactions. Jim is also the Founder & Publisher of the highly popular weekly e-Newsletter [PrintStockWatch](#)® which currently boasts over 1,000 printing industry subscribers.

About Allen Simon

Allen has been involved his entire business career (since 1980) in the business forms/documents segment of the printing industry. He joined Datatel Resources Corporation based in Monaca (Pittsburgh), PA in 1982 initially as Vice President of Marketing and developed the company’s national presence as a trade manufacturer for long run business forms products.

In 1993, Allen was named President/CEO of Datatel and served in that position for almost 25 years until its sale to Wise Business Forms in October 2017. During that period he transitioned Datatel from a traditional business forms manufacturer to a specialized producer of jumbo rolls and cut sheets for laser and ink jet imaging.

Datatel was an active Member of the Print Services Distribution Association (PSDA). Allen served on the Board of Directors of the Association (then known as DMIA) from 1995-1999 being named Manufacturer Vice President in 1998. Additionally, Allen was awarded “Forms Pro of the Year” in 1996 by a leading industry publication.

Allen is a 1982 graduate of the University of Cincinnati where he earned a BS in Business Administration and received his Masters in Business Administration from Duquesne University (Pittsburgh) in 1991.

Allen and his wife of 32 years (Theresa) have 2 adult children and reside in Upper St. Clair, PA a suburb of Pittsburgh. Allen is an avid tennis player and Pittsburgh sports fan. Additionally, he proudly supports the University of Cincinnati Carl H. Lindner College of Business through an annual scholarship fund.

You may view Allen Simon’s full bio at: <http://www.printmergers.com/associateallensimon.html>