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# The Standard Group Acquires Donald Blyler Offset



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*Acquisition brings together two Pennsylvania companies with a desire to meet the new value-added needs of today's customers.*

The Standard Group, headquartered in Reading, Pa., has acquired Donald Blyler Offset (DBO) of Lebanon, Pa. Both companies have deep roots in the printing industry, while also demonstrating success at growing, changing, and expanding to meet the full service and value-added needs of today's customers.

"This transaction speaks volumes about the consolidation trend in the printing industry," says John Hyde, NAPL Senior Vice President, who along with the M&A Consulting Practice of NAPL's Consulting Team, facilitated the acquisition.

"Our mission is to simplify the art of communication for our customers, clients, and partners, and Donald Blyler Offset fits squarely into achieving that mission," says Scott Vaughn, Chief Executive Officer of the \$25 million Standard Group. "We've admired the company, the way it treats its customers and employees, and the high quality of products it produces for a long time. The addition of DBO to the Standard Group is a great fit."

Donald Blyler, Owner of DBO, echoed Vaughn's comments: "Over the years, I have turned down many opportunities for a sale or merger with very good printing companies because they were not the right partner for us. That all changed, however, when I toured The Standard Group, met their key people, and had the chance to learn about the future direction of the company.

"Through that meeting, and several others in which NAPL's Consulting Team played a major role, I accepted an offer from The Standard Group. This offer represented an excellent opportunity for my clients, sales team, employees, my family, and The Standard Group. I'm excited about the future for all concerned."

## Strategic Planning

Hyde, who has been involved with mergers and acquisitions in the printing industry for nearly 20 years, sums up the deal this way: "One company is seeking growth through strategic acquisition as a way to build long term shareholder value, while the other side is planning an exit strategy to move from ownership toward retirement.

"The dynamics exemplified by The Standard Group and Donald Blyler Offset reflect careful ownership considerations about growth and succession planning, and we commend them both for their strategic planning and management."

DBO, which over the years has received several prestigious honors, including the Silver Award for Printer of the Year from SAPPI North America and the Top Businessman Award from the Small Business Association of Eastern Pennsylvania, will continue to operate as a stand-alone organization for the foreseeable future, according to Vaughn.

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