



As we close out another successful year with our members, we want to pause in this joyous season to thank you for being part of a resilient industry. We know that you work hard every day to make sure your business is thriving, and we are honored to be a part of the team that helps you grow. We can't wait to see what the next year brings!

From all the staff at IOPFDA and ISSA, we wish you a safe holiday season and a happy new year.

**We would like to extend a warm welcome to our newest members:**

[Schoen and Associates, Inc.](#)  
[Greenville Office Supply](#)

## In the News



### Jennifer Smith with Innovative Passes Away

Our Industry has lost one of its best. On December 3rd Jennifer Smith, founder of Innovative Office Suppliers, lost her battle with Leukemia. Jennifer was a wonderful person who touched many lives in our industry, as well as the community her business served. She will be sadly missed. The IOPFDA family extends its condolences, thoughts and prayers to her family, friends and colleagues.



### 2023 Scholarship Program

IOPFDA 2023 Scholarship program is open for applications starting January 3rd. Save the date and get ready to apply.

[More updates to follow](#)



### ECI's Bowerfind highlights "complementary" ES Tech acquisition

The ES Tech acquisition closed at the start of October, bringing – among other things – its EvolutionX e-commerce solution and the FusionPlus data repository platform under the ECI umbrella.

[Read more](#)

## Furniture



### You'll be seeing RED in 2023

Pantone has crowned Viva Magenta their 2023 color of the year.

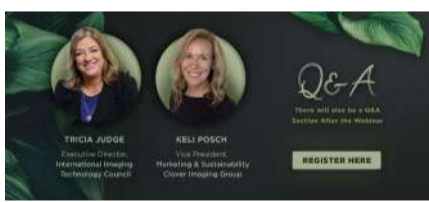
[Read More](#)



### Save the Date! Project Management Training

We are excited to announce our new Project Management Training for non-aligned furniture dealers! This specialized professional development program is geared toward people who manage or support contract furniture projects. Registration will open December 20th with the course starting in February so mark your calendars and check [iopfda.org](#) for more information.

## Technology



### Environmentally Sustainable Office Printing Webinar December 14, 1 PM CST

Learn more about the environmental impacts of office printing and the strategies and best practices to address these factors both from a systems and product-level perspective. Hosted by Clover December 14

[Register Today!](#)



### Supply Chain Cyber-attacks Will Ramp Up in 2023

Tech executive puts supply chain risk at the top of a list of cybersecurity trends to watch in the year ahead.

[Read More](#)

## Advocacy



### Labor Costs Point to Corporate Profit as Inflation Driver

As the labor market continues to tighten, economists are pointing to private sector profits as a main driver of inflation. This undercuts arguments from the Federal Reserve regarding its plan to bring down consumer prices that remain around 40-year highs.

[Read for More](#)

## ISSA News



### What You Don't Know Can Hurt You

An audit will improve your cleaning quality. Article by Randy Burke.

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### Envoy Acquires Iconic Jan San Company

Envoy Solutions has acquired the company whose building is used on the opening credits of the US version of The Office.

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## Smart Business Source



### The War for the Customer: How distributors can quantify risk from Amazon business

[Read More](#)



### Market throws last-mile providers a change-up as consumers, retailers pivot

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### Employees are losing leverage in push for remote work

[Read More](#)



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