



Unite with the Strongest in Our Industry



we believe

That print is—and will remain—a vital and exciting piece of business communication.

we champion

The value of print in all forms to the greater community.



Member Benefits: Take a moment to **THINK** about how  
Printing and Imaging Association of MidAmerica might be able to help in the area of:

### Human Resource Management

- "No cost" phone consultation
- Handbook and policy development
- Crisis management
- Union avoidance
- Training
- Job bank and resume referral
- Wage, salary and benefit surveys
- Employment Practices Liability Insurance
- Labor Rules: Federal and State
- Job Descriptions / Sample Employee Manual / Policies
- Guidelines: Incentive, Bonus and Recognition Plans
- Labor and EEO Compliance Tools
- Employment Forms / Posters
- Immigration Related
- Workforce Development / Staffing / Job Postings

### Environmental, Health and Safety

- OSHA/environmental audits
- OSHA training (24/7 in your facility)
- Permitting assistance
- EHS Conference, seminars and webinars
- Model policies and procedures

### Green Sustainable Printing Services

- Group FSC certification
- Chain of Custody consultation
- Sustainable Green Printing Partnership (SGP)

### Specialized Round Tables

- Lean Manufacturing
- Young Print Executives Printing Industry
- Executive and CEO
- G.R.E.A.T.S

### Annual Graphics Excellence Awards Competition Gala

### Annual Golf Event

### Insurance

- Insurance & Employee Benefits
- Long Term Disability Insurance
- Short Term Disability Insurance
- Workers' Compensation Safety Group (Texas)
- Employment Practices Liability Insurance
- Printers 401(k) plan
- Cornerstone Credit Union

### Government Affairs and Advocacy Services

- Representing the graphic communications industry on issues such as postal reform, sales tax, "Do Not Mail" and more.
- PIA Legislative Action Center
- PrintPAC

### Buying Power Discounts

- BB Direct
- FSC certification
- OSHA Training
- Xerox Equipment and Supplies
- Printing Industries of America products & services
- Adobe
- Apple
- Commercial Collection Services
- Credit card processing
- Employee relations and legal services
- Fedex (overnight and freight)
- UPS (freight and ground)
- Life and disability insurance
- ASI membership
- Office products
- 401(k) Administration
- Government printing bid procurement
- Performance Plus freight logistics
- Hazardous Waste Disposal
- Employee testing
- Shop towels
- Staples Discounts
- And more!

### Credit Services

- Printing Industries Credit Bureau collection services
- Slow Pay – online credit reporting service

### Newsletters, Bulletins, E-Newsletters

- PIA MidAmerica Advisor
- PIA MidAmerica Hotline
- "The Magazine"
- Economic Flash Reports
- HR Updates

### Training, Seminars, Webinars, Conferences and Workshops

### Print Access

- Online Print Buyers directory featuring PIA members exclusively

### Complimentary Membership in Printing Industries of America

- Digital Printing Council
- Environmental, Health & Safety Services
- Economics and Industry Research
- Technical Assistance Hotline
- www.printing.org member only content
- HR, Environmental, Health and Safety, Financial Executives and Production Managers Listserves
- Conference, Workshops, Training
- Technical Consulting
- Government Affairs
- Benchmarking
- Books and Publications
- "The Magazine"
- Printing Industry Financial Executives (PIFE)
- Sales & Marketing Executives (S&ME)
- Job Bank
- Quality & Process Control Products
- Printing Executive Network (PEN)
- Laboratory Services

### Printing Industry Support

- Choose Print
- Print Grows Trees
- The Print Council
- Print in the Mix
- Value of Print

## Return On (Your Industry) Investment

Annual Sales	Services	Annual Member Savings
<b>\$1,000,000</b>	<ul style="list-style-type: none"> <li>Credit Card Processing ..... \$400.00</li> <li>FedEx Shipping ..... 700.00</li> <li>Adobe Purchase ..... 105.00</li> <li>UPS LTD ..... 100.00</li> <li>Xerox Purchase ..... 1,500.00</li> </ul>	
	<ul style="list-style-type: none"> <li><b>Real Dollar Savings:</b> ..... <b>\$2,805.00</b></li> </ul>	
<b>Annual Dues Investment \$1,100.00</b>	<ul style="list-style-type: none"> <li>Return On (Your Industry) Investment ..... \$1,705.00</li> </ul>	
<b>\$5,000,000</b>	<ul style="list-style-type: none"> <li>Credit Card Processing ..... 1,500.00</li> <li>Hazardous Waste Disposal ..... 800.00</li> <li>Wage &amp; Benefit Survey ..... 250.00</li> <li>FSC Certification ..... 2,000.00</li> <li>Free Employee Handbook ..... \$1,500.00</li> <li>Publication – “Survey of Management Information Systems” ..... 250.00</li> </ul>	
	<ul style="list-style-type: none"> <li><b>Real Dollar Savings:</b> ..... <b>\$6,300.00</b></li> </ul>	
<b>Annual Dues Investment \$2,700.00</b>	<ul style="list-style-type: none"> <li>Return On (Your Industry) Investment ..... \$3,600.00</li> </ul>	
<b>\$10,000,000</b>	<ul style="list-style-type: none"> <li>Savings on 401(k) Administration Costs ..... \$1,200.00</li> <li>Participation in Printing Industries of America “Best Workplace in America” ..... 300.00</li> <li>Credit Card Processing ..... 2,200.00</li> <li>Hazardous Waste Disposal ..... 1,600.00</li> <li>Wage &amp; Benefit Survey ..... 250.00</li> <li>Free Employee Handbook ..... 1,500.00</li> <li>FedEx/UPS Savings ..... 1,100.00</li> <li>Free One-Day OSHA “Walk Through” ..... 1,200.00</li> <li>Model Comprehensive Safety &amp; OSHA Compliance Manual ..... 350.00</li> </ul>	
	<ul style="list-style-type: none"> <li><b>Real Dollar Savings:</b> ..... <b>\$9,700.00</b></li> </ul>	
<b>Annual Dues Investment \$3,200.00</b>	<ul style="list-style-type: none"> <li>Return On (Your Industry) Investment ..... \$6,500.00</li> </ul>	
<b>\$20,000,000</b>	<ul style="list-style-type: none"> <li>Savings on contingent collection fees through Printing Industries Credit Bureau ..... \$750.00</li> <li>Member Savings on Continuous Improvement Conference ..... 1,000.00</li> <li>Member Savings on CEO Conference ..... 750.00</li> <li>Savings on Xerox iGen Purchase ..... 3,000.00</li> <li>Member savings on Sustainable Green Partnership Certification ..... 1,800.00</li> <li>Hazardous Waste Disposal ..... 3,500.00</li> <li>Wage &amp; Benefit Survey ..... 250.00</li> <li>Free One-Day OSHA “Walk Through” ..... 1,200.00</li> <li>Member pricing for air emission calculations ..... 750.00</li> <li>Model Comprehensive Safety &amp; OSHA Compliance Manual ..... 350.00</li> <li>Printing Industries of America sheetfed and digital press test forms ..... 600.00</li> </ul>	
	<ul style="list-style-type: none"> <li><b>Real Dollar Savings:</b> ..... <b>\$13,950.00</b></li> </ul>	
<b>Annual Dues Investment: \$3,480.00</b>	<ul style="list-style-type: none"> <li>Return On (Your Industry) Investment ..... \$10,470.00</li> </ul>	

All “Member Savings” data referred to above are documented real life examples of savings achieved through PIA MidAmerica Membership.

**Make Association Membership a Profit Center – Join PIA MidAmerica!**

### Printing and Imaging Association of MidAmerica Membership Return on Investment

Like any business decision, becoming a member of PIA MidAmerica should be evaluated based on each company’s assessment of its potential Return on Investment for its dues dollar.

Of course, every membership needs to take into consideration intangible benefits including networking opportunities, fellowship with other graphic communications firms and having a trusted confidant at the PIA office to discuss business issues with. However, at the end of the day, an organization needs to be able to show concrete, real dollar value for its membership.

The following ROI examples are based on four company sizes: \$1 million, \$5 million, \$10 million and \$20 million in annual sales, with the assumption that the programs/services illustrated will be utilized. All examples of member savings are real life examples and can be documented.

These ROI examples illustrate real dollar savings that are achievable but do not take into account intangible benefits that are also available through membership. In our estimation, both should be evaluated when making the decision to become Printing and Imaging Association of MidAmerica members.



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**PIA MidAmerica provides a Return On (Your Industry) Investment. Open for details...**

#### RESPONSE FORM

I am interested in more information on how I can save money through membership in PIA MidAmerica.

#### Company Information:

Contact		
Title		Email
Company Name		
Address		
City	State	Zip
Phone		Fax
Website		No. of Employees

#### Areas of Interest:

- |   |   |
|---|---|
| <input type="checkbox"/> FSC Certification                              | <input type="checkbox"/> Adobe  |
| <input type="checkbox"/> Credit Card Processing                         | <input type="checkbox"/> Apple  |
| <input type="checkbox"/> FedEx  | <input type="checkbox"/> Shop Towels  |
| <input type="checkbox"/> Commercial Collection                          | <input type="checkbox"/> Office Products                                    |
| <input type="checkbox"/> UPS Freight & Ground                           | <input type="checkbox"/> Government Bid Print Procurement                   |
| <input type="checkbox"/> Xerox Equipment                                | <input type="checkbox"/> Employee Testing & Assessment                      |
| <input type="checkbox"/> Global Shipping Program with Time Saving Tools | <input type="checkbox"/> ASI Membership                                     |
| <input type="checkbox"/> Disability Insurance                           | <input type="checkbox"/> OSHA Training                                      |
| <input type="checkbox"/> 401(k) Administration                          | <input type="checkbox"/> Printing Industries of America Products & Services |
| <input type="checkbox"/> Job Bank and Print Access                      | <input type="checkbox"/> Environmental, Health and Safety Services          |

Comments: \_\_\_\_\_

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**Please return to PIA MidAmerica via:**

**Mail:** 1349 Empire Central Dr., Suite  
220, Dallas, TX 75247

**Email:** joep@piamidam.org  
**Call:** 800-600-8555