



MEMBER BENEFITS AND SERVICES

PRODUCTION (Prepress, Pressroom, Bindery)

- Prepress / Print Production Services
- Lab Services
- Integrated Learning Center (*Online Workshops, Training / Education*)
- Center for Color Management
- Center for Lean Practices / JDF User Group
- Computer Integrated Manufacturing (CIM)
- Quality & Process Control Devices
- Guidelines for Best Business Practices
- Remote & Onsite Consulting / Training
- Technical Conferences & Workshops
- Plant Audit / Plant Layout
- Technical Hotline
- Educational & Training Videos, Curriculum & Publications
- Binding Industries of America (*Special Industry Group*)
- Continuous Improvement Network (*Special Industry Group*)
- Digital Printing Council (*Special Industry Group*)
- Digital Workflow Group
- Waste Paper Recycling Program
- Improvement Professional in Print Certification Program

HUMAN RESOURCES

- Payroll, Time and Attendance Service
- Labor Rules: Federal & State
- Background Verification & Drug Testing
- Job Descriptions / Sample Employee Manual/Policies
- Pre-Employment / Post Employment Tools & Resources
- HR Toolkit for Small Employers
- Job Applicant Assessment / Evaluations
- Guidelines: Incentive, Bonus and Recognition Plans
- Labor & EEO Compliance Tools
- Affirmative Action Plans (AAP)
- Employment Forms / Posters
- Immigration Related
- Performance Appraisal Forms
- Targeted / Customized Training & Education
- Wage & Benefits Report
- HR ListServ / HR Consulting
- Virtual Peer Groups / Peer-to-Peer Networking
- Quarterly Live HR Updates (*State Specific & Federal*)

SALES & MARKETING / CUSTOMER SERVICE

- PrintAccess Online Buyers Guide (*Member Listing*)
- CSR / Sales Training
- Customer Education Tools & Resources
- National Premier Print Awards
- Sales Compensation Study / Reports
- Sales Management Training
- Sample Sales Compensation Plans
- Printing Sales Contracts & Agreements

REGULATORY

- On Site Safety Training
- OSHA Compliance
- EPA/State Air Quality Compliance
- Hazardous Communication / Waste / Shop Towels

GROUP BUYING PROGRAMS

- Apple Hardware / Software Products
- Card Connect, Inc. (*discount CC processing fees / card acceptance*)
- ASI Advertising Specialty Institute (*member vendor program*)
- Local / National Shipping Program (*group buying program*)
- Independent Printers Alliance (IPA) (*group buying program*)
- Xerox Equipment & Supplies (*group buying program*)
- Staples (*group buying program*)
- Caliper (*workforce services & solutions*)
- Government Print Management
- Fork Lift Training / Service / Parts / Rental
- Plant Maintenance Equipment & Supplies
- BB Direct (*discount list acquisition & database hygiene services*)
- Republic Services Recycling Program (*waste audit program*)

GOVERNMENT AFFAIRS

- Lobbying at State and Federal Level
- PrintPAC Political Action Committee
- Regulatory Compliance

FINANCE / ESTIMATING / ECONOMICS

- Credit Collection & Reporting Services
- Financial RATIOS Survey & Reports / MIS Report
- Financial Performance Assessment
- Economic Trend and Forecast Reports
- Printing Industry Financial Executives (PIFE)

SERVICES THAT COVER ALL DEPARTMENTS

- PIA Publications: *The Magazine*
- Webinars / Seminars / Consulting / Training
- Telephone Support Hotline (*local and national*)

TOP MANAGEMENT

- Wage & Benefits Survey Report
- Presidents Conference / CI Conference
- Printing Executives Network (PEN Groups)
- E-Business Council (*Special Industry Group*)

INSURANCE / INVESTMENT

- Health / Dental / Life / Disability / Business
- Workers' Compensation Program
- Printers 401K Program (*designed exclusively for printer members*)

Printing Industries of America and its local affiliates offer members the products and services that enhance their growth, efficiency, and profitability. We are the world's largest graphic arts trade association, representing an industry of one million employees and serving the interests of thousands of member companies through advocacy, education, research, technical information, and cost-saving resources.