



PIA/GATF NATIONAL BUYING POWER PROGRAM

The PIA/GATF National Buying Power Program offers discounts exclusive to our membership on products and services used every day. So, members can not only take advantage of some of the best services available, but they can do so at a substantial discount. And, if you already have a relationship with a Partner, your account can be linked seamlessly so you can take advantage of the discounted rates—with no disruption in service.

- **Adobe Systems**

- **Adobe Creative Suite 2 Premium Software**

- Members enjoy special competitive pricing offering a 12.5 percent discount on Adobe Creative Suite 2 Premium Software, a unified design environment that combines full versions of Adobe Photoshop® CS2, Illustrator® CS2, InDesign® CS2 and Acrobat® 7.0 Professional Software with new Version Cue®CS2, Adobe Bridge, and Adobe Photos.

- **Caliper**

- **Human Resources Services**

- Caliper's solutions enhance performance. They provide consulting services, tools and advice in the areas of hiring & selection, employee development, team building and organizational development. Its most popular tools include FirstStep, NextStep and the Caliper Profile, which is a proprietary assessment instrument that objectively quantifies an individual's competencies and identifies candidates with the strongest potential.

- **Concord/First Data Corporation**

- **Credit Card Acceptance Program**

- Concord/First Data offers members savings on the fees charged when accepting credit or purchasing cards. This program gives PIA/GATF members rates as low as 1.78% on swiped transactions, with an \$0.11 transaction fee, and a low \$15 minimum monthly charge. For Members with little or no retail business, Concord offers a unique Web-based processing option that does not require the use of a separate Point-of-Sale terminal or the purchase of separate PC software. Members that sell business-to-business also enjoy the additional support for Purchasing Card Level III (line item detail) processing.

- **Enfocus Software**

- **Software Products**

- Beyond preflight, Enfocus products allow for automatic error correction. Enfocus' proven Certified PDF technology guarantees reliable PDF creation and file exchange. The unique editing capabilities of both PitStop Professional and PitStop Server are indispensable in any environment. Members receive 20% off selected software products.

- **FedEx**

- **Express and Ground Shipping**

- Members save on FedEx shipping—the world's premier delivery service. Shipping discounts include up to 26% off FedEx Express delivery and up to 15% off FedEx Ground delivery.

- **PROCOM Management Group, Inc.**

- **Management Consulting**

- Members need to continually deliver at, or above, customers' expectation levels. PROCOM serves the graphic arts industry exclusively by assessing current and potential products and markets, as well as, crafting innovative methods to help firms find, win, and keep profitable customers.

- **OfficeMax Partner Advantage**

- **Office Supplies, Technology Products and Furniture**

- Members-only pricing, online, in store or catalog ordering, low-price guarantee and free next-day delivery are just a few of the features of this program. Member savings range from 15% up to 70% on the products businesses use most. World-class customer service provided by a personal Account Manager and Employee Discount Cards are also features of this program.

- **Xerox**

- **Printing Equipment and Supplies**

- Save on the entire line of Xerox products and services, including the award winning Xerox iGen3® Digital Production Press, the DocuTech and the DocuColor Publishing series. And effective July 1, 2005, PIA/GATF members qualify for the maximum level discount available.

Easy enrollment information and specifics on each program are available online at www.gain.net. Click on PIA/GATF on the left and then click on "National Buying Power Program" on the right. You can also call **800-910-4283 x837** or fax **412-749-9890**. We will be happy to share information on our Partner's capabilities, provide rate comparisons and help you with the enrollment process. So enroll today and benefit from the Power.



The power of membership includes participation at the local and national level. As a member, you can opt-in to any of the newsletters listed below as part of your membership. The following are newsletters hosted and archived on www.gain.net that you can subscribe to as a PIA/GATF member:

E-notes from GAIN

E-notes from GAIN deliver the latest industry news, feature articles, and tips to 35,000 registered GAIN users and PIA/GATFs' members. To subscribe, please email gain@piagatf.org or visit the www.gain.net website.

TradeMarks E-Newsletter

TradeMarks is an opt-in newsletter from the Printing Industries of America/Graphic Arts Technical Foundation (PIA/GATF) highlighting different graphic communications trade publications monthly and providing useful tips and tricks related to those subjects. To subscribe, please email gain@piagatf.org or visit the www.gain.net website.

PDF Pointers

PDF Pointers is an opt-in newsletter from PIA/GATF. This newsletter contains PDF tips and tricks that you can use immediately, as well as valuable tools and training opportunities—outstanding workshops and publications specific to PDF issues. To subscribe, please email gain@piagatf.org or visit the www.gain.net website.

WOA Quick Clicks Newsletter

The Web Offset Association (WOA) offers programs and services to **web offset printers in all areas**, including magazines, catalogs, inserts, direct mail, and general commercial printers. This newsletter contains valuable information specific to web offset printers in all areas. To subscribe, please email lreynolds@piagatf.org or visit the www.gain.net website.

imPRINT Newsletter (formerly Capital Letter)

imPrint is PIA's legislative and political advocacy update newsletter. Email and printed copies are archived on GAIN. To subscribe, please email llyons@piagatf.org or visit the www.gain.net website.

Designing 4 Digital Online

Designing4Digital is a free monthly online newsletter on how to effectively design for digital printing from the Digital Print Council (DPC). To subscribe, please email jvinyard@piagatf.org or visit the www.gain.net website.

Put the power of PIA/GATF membership to work for you!
Find out more by calling Gerri Peluso-Acri at 800-910-4283, ext. 833 or email gpeluso-acri@piagatf.org



PIA/GATF members can opt-in to the following newsletters through any of our PIA/GATF special interest groups, councils, and sections membership. Find more information about our special interest groups at www.gain.net.

Digital Impact

The Digital Impact is a quarterly newsletter for Digital Printing Council (DPC) members. The newsletter is printed on a different digital press and includes a special bound-in, “live” application with production notes. Your PIA/GATF membership gives you the opportunity to join DPC, so please email jvinyard@piagatf.org or visit the www.gain.net website.

E-Business Workflow Report

This is a monthly newsletter written by Frank Romano which focuses on pre-media, PDF, and workflow trends and issues. Your PIA/GATF membership gives you the opportunity to become a member of E-Business Council (EBC). For more information, email jvinyard@piagatf.org or visit the www.gain.net website.

LPIA QuickClix Newsletter

LPIA QuickClix is the bi-monthly newsletter of the Label Printing Industries of America. Your PIA/GATF membership gives you the opportunity to become a member of LPIA. For more information, email lreynolds@piagatf.org or visit the www.gain.net website.

The Binding Edge and the Binder’s Bulletin

Both newsletters are the Binding Industries of America (BIA) official newsletters. Your PIA/GATF membership gives you the opportunity to join BIA. For more information, email bparrott@piagatf.org or visit the www.gain.net website.

PIFELines

This is a quarterly newsletter dedicated to Printing Industries Financial Executives (PIFE). Your PIA/GATF membership gives you the opportunity to join PIFE. For more information, email sgoulding@piagatf.org or visit the www.gain.net website.

Sales and Marketing Success

This is a quarterly newsletter sponsored by the Sales and Marketing Executives (S&ME). You must be employed by a PIA/GATF member company to become an S&ME member. For more information, email bparrott@piagatf.org or visit the www.gain.net website.

For more information, please visit the www.gain.net website, call 800-910-4283 x833 or email gain@piagatf.org.



**PRINTING INDUSTRIES OF AMERICA
GRAPHIC ARTS TECHNICAL FOUNDATION
FAST FAX INFORMATION FORM**

**FAST FAX TO:
(412) 741-2311**

Please send brochures and information on the following services that I have requested below:

Full Name _____ **Title** _____

Company _____

Address _____

City _____ **State/Province** _____ **Zip** _____

Country _____ **Email** _____

Phone (_____) _____ **Fax** (_____) _____

I would like more information about the following products and services:

Training Programs

- Conferences Workshops Webinars Seminars Onsite Training _____
- Training Curriculums SHOTS (Computer Simulated Training Systems)

Consulting Services

- Press Testing Press Acceptance for New/Used Press Installation
- Technical Plant Audits Business Management/Strategic Planning
- Prepress Color Management
- Environmental Other _____

QC and Process Control Products and Information

- Research Capabilities** **Lab Testing** **Product Testing/Press Testing**

PIA/GATF Press (Books & Publications)

Special Interest Groups/Sections

- Digital Print Council (DPC) Binding Industries Association (BIA)
- Label Printing Industries of America (LPIA) Printing Executive Network (PEN)
- Web Offset Association (WOA) Printing Industry Financial Executives (PIFE)

Awards & Recognition Programs

- Premier Print Awards InterTech Technology Awards
- Best Workplace in the Americas Employee Recognition Program

Member Discount Programs (Buying Power)

- Adobe Enfocus Xerox FedEx Office Max All Buying Power Programs

Help us understand your needs! What would you like to know about PIA/GATF or how can we better help you?



PIA/GATF Membership Is Power!

There is no better value than a membership with PIA/GATF. The power of membership includes participation at the local and national level. This includes:

- Services to enhance your company's profitability
- Education and professional development
- Legislative affairs representation, locally and nationally
- Technical support and consulting
- Seminars, conferences, and trade shows
- Local business and networking opportunities

Read on for just some of the benefits provided to all employees of a member company—at no cost!

- Members-only content on GAIN (www.gain.net), the PIA/GATF website. This site houses a wealth of information useful in day-to-day operations.
- *GATFWorld* and *Management Portfolio* magazines; sent bi-monthly to member companies.
- Opt-in complimentary membership to the Digital Print Council (DPC) basic core services.
- Newsletters on topics from legislative affairs to color management that include relevant updates and technical tips and tricks. We won't clutter your in-box, either—these great publications are “opt-in,” you receive them only if you want them.
- PIA/GATF experts are there when you need them! One-on-one consultations by phone are available on virtually any topic from labor relations and environmental, health, and safety to economics and pressroom issues.
- Access to the PIA/GATF Library—the largest English-language collection of materials on the print and graphic communications industry.
- Member discounts through the PIA/GATF National Buying Power Program on a variety of services and products including Adobe, FedEx, Xerox, Enfocus, and more.



Below are some of the services available to all employees of a member company—at a reduced cost thanks to your membership!

- Up to 50% off standard prices on PIA/GATF Press publications, reports, training curriculums, textbooks, CDs, and more! Order using the catalog, toll-free phone number or the convenient, on-line Bookstore.
- Member pricing—that is 25 to 30% lower than standard—on PIA/GATF quality control (QC) devices that enable you to control the entire printing process from copy preparation through press. The devices complement other services from PIA/GATF such as applied testing, research, and consulting.
- Expert PIA/GATF consultants at rates 50% less than non-member rates. When you hire PIA/GATF Consulting Services, you benefit from the expertise and technical resources of the entire PIA/GATF organization.
- Training and Education program savings range from 20% to 50% off standard pricing. Webinars let you choose the time and place most convenient for training. Workshops provide intense, hands-on learning experiences that you will be able to apply as soon as you return to your plant. Annual Conferences educate and inform on a variety of topics key to the industry—and the future—with programs that feature riveting keynote speakers, experts sharing their knowledge and experience, and roundtables where you can learn from your peers.
- Lab Services and Print Quality Analysis are performed for members at 30% off standard rates. PIA/GATF can evaluate the quality of paper and ink using TAPPI (Technical Association of the Pulp & Paper Industry), ASTM (American Society of Testing Materials), and other established industry tests.

PIA/GATF members gain access to an abundance of resources that deliver results to enhance your growth, efficiency, and profitability today and into the future. Put the power of a PIA/GATF membership to work for you. Find out more by calling Gerri Peluso-Acri at 800-910-4283, ext. 833.