



2025 PGCA MEMBER SOLUTIONS CATALOG AND MEMBERSHIP DIRECTORY

YOUR REGIONAL RESOURCE PROVIDING BUSINESS SUPPORT
SERVICES AND CONNECTIONS TO THE

PAPER / PRINT / PACKAGING / MAILING COMMUNITY

IN NEW YORK, NEW JERSEY, PENNSYLVANIA, MARYLAND, VIRGINIA,
DISTRICT OF COLUMBIA, AND DELAWARE

Working to build a

STRONGER PRINTING INDUSTRY!

ENGAGE. EXPLORE. ENERGIZE. EXCEL.

WWW.PRINTCOMMUNICATIONS.ORG

Think of PGCA When You Need ...



→ Human Resource Solutions

- Answer your day-to-day issues
- HR communications and alerts
- HR webinars and annual conference



→ Industry Advocacy

- PGCA monitors and advocates on behalf of the industry
- Prevailed against the threat of a Carbon Black ban in NY/NJ
- Alerts on time-sensitive issues



→ Insurance Solutions

- Help navigating the complexities of health insurance
- Group 401(k) program saves admin time, reduces fiduciary liability and eliminates annual audit
- Strategic risk assessment of your business



→ Business Management Solutions

- Executive/Team professional development
- Access to industry experts and peer groups
- Benchmarking reports on financial trends, revenue outlook and more
- Sales and marketing webinars



→ Workforce Development

- Online webinars on print fundamentals for onboarding new hires
- Wage + Benefit survey provides industry benchmarks
- Job posting service



→ Environmental, Health & Safety

- Safety and environmental audits
- Regulatory programs
- Online and on-site training programs



→ Member Discounts

- Printer towels, credit card processing, sustainability programs
- Savings on equipment and software
- UPS shipping, energy procurement
- Packsize “on demand” packaging equipment



→ Educational & Networking Opportunities

- Informal events throughout our footprint
- Meet your peers and make new connections
- Webinars and Training

Contact us for any business challenge!
We're here for you!

(716) 691-3211 | info@printcommunications.org | www.printcommunications.org



Contact Us! 

WELCOME TO THE PRINT & GRAPHIC COMMUNICATIONS ASSOCIATION

The Print & Graphic Communications Association is the trade association serving the paper, print, packaging and mailing community in New York, New Jersey, Pennsylvania, Maryland, Virginia, District of Columbia and Delaware. Our members have chosen PGCA as their trusted support resource for all things PRINT!

PGCA has a wealth of services and benefits available to our member companies and their entire staff. We are constantly adding new ones to help our members grow and enrich their businesses.

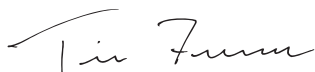
The PGCA team stands ready to assist if you have any questions, concerns or challenges of any kind – if we don't offer the service for some reason, we can connect you with an expert who can help you!

The most popular PGCA services that guarantee your dues ROI are:

- **Access to Industry Experts** – Human resources, EHS, insurance needs, consultants, peer groups...you name it, we can help answer those tough questions!
- **Continuing Education** – Print University online training, in-person and virtual interactive training sessions on a wide range of topics, expert presenters and more.
- **Environmental, Health & Safety** – Need help with Safety training, OSHA concerns, or navigating an audit? Give us a call!
- **Industry Advocacy** – PGCA monitors legislation and advocates on behalf of the industry, at the federal, state and local level.
- **Discount Buying Power Programs** – Big savings on UPS, printer towels, equipment, software, business insurance, employee benefits and more.
- **Community Networking** – We bring the print industry together with many local networking events. Come out and meet someone new!
- **Customer Referrals** – We constantly connect our members with print seekers who don't know where to go for specific projects. Our members receive those leads!
- **And much, much more!**

Take a look at the services detailed in this catalog and contact us if we can assist with any questions. Check out our membership directory listed in this booklet. We are grateful for their support!

Just remember to contact PGCA for any business challenge. We're here for you!



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HUMAN RESOURCE SOLUTIONS

Problem: Today's printing manager is faced with a complex tangle of state and federal HR laws and issues. FMLA, ADA, workplace harassment, training, recruiting ... the list goes on and on. How do we stay in compliance while maintaining a positive and productive workforce?

Solution: Human Resource Solutions

PGCA has long been a recognized leader in the development and implementation of proactive human resource management programs tailored to the needs of our members.

Services are provided by our Partner Organization, Ferrara Fiorenza PC, one of the leading employment law firms in the Northeast, and directly from PGCA staff. Working together, we will assist your company in navigating the maze of federal, state, and local employment law while maintaining a positive workplace culture and productive workforce, so necessary for success in today's graphic communications industry.

SOLUTIONS FOR MANAGERS WHO LEAD PEOPLE

(OWNERS, HR MANAGERS, LINE SUPERVISORS, ETC.)

■ **Help With Your "Day to Day" HR Issues and Crisis Management**

■ **Assist with Complex HR Issues with Cost Effective Legal Resources**

■ **HR Training Programs**

- Ongoing HR Academy Webinars: Essential Training for Managers and Supervisors
- Periodic Webinars on Topics such as Immigration, Changes in Employment Law, Overtime Classification
- Annual HR Conference, May 1 & 2, 2025, Turning Stone Resort, Verona, NY

■ **Annual Wage + Benefit Survey, Holiday and Mini-Surveys**

■ **Human Resource Documents and Forms, Job Descriptions**

■ **Workplace Development Services**

- Job Posting Service
- Print University – Online Training on Print Fundamentals (for new employees or updating existing employees)

■ **Union Organizing Drive Assistance**

■ **Union Employer Services**

■ **Human Resource Communications and Alerts**

■ **Management & Professional Development Programs**

- Senior Leader Conference, March 20, 2025, Harrisburg, PA

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"The PGCA has been an important resource for our company for decades. The organization has connected us with other industry partners, secured a better rate with the credit card processing company and we save money with the workers' compensation insurance program year after year. Nick Fiorenza and his law firm have always offered timely and sage advice regarding HR matters and union contract negotiations. I appreciate the partnership with the entire PGCA team."

— **Denise Padula, President, Alchar Printing, Troy, NY (and PGCA Board Member)**



MEMBERS-ONLY RESOURCES

Problem: I need to update my skills, research a new area of the industry, complete mandatory safety training, or upgrade my sales skills. How can I fit virtual learning into my busy day?

Solution: PGCA Members-Only Resources

PGCA provides many resources in the members-only area at www.printcommunications.org. Have a few minutes to spare? Login and take a class, brush up on your training and learn something new. Resources are available anytime, anywhere, on your mobile device or laptop. Contact PGCA for assistance with login credentials.

SOLUTIONS FOR MANAGERS WHO NEED TO OBTAIN TRAINING OR LEARN A NEW SKILL

(MEMBER STAFF AT ANY LEVEL IN THE ORGANIZATION)

■ Print University Webinars

- Over 80 webinars on print fundamentals
- Ideal for onboarding new hires
- Existing employees can learn more about the industry
- Targeted tracks for industry segments

■ OSHA Compliance On Demand Webinars

- 17 recorded webinars (5 in Spanish) available on mandatory and recommended topics
- Employees can access training at their convenience
- Get the training you need, anytime, anywhere

■ Sales, Company Culture and Marketing Webinars

- Recordings from Kelly Mallozzi's monthly briefs
- Topics covered include:
 - Confidence: The Game-changer in Sales
 - Navigating Shifting Buyer Behavior, AI, and the Future of Sales
 - Bridging the Skills Gap and Building Resilient Workforces

■ Industry Benchmarking Reports

- 2024 Financial Benchmarking Findings
- Revenue Trends
- Workplace Branding

■ Member Ask a Member

- Answers to member questions, from fellow members, such as:
 - Locating a hard-to-find stock of paper
 - Sample bereavement policies
 - Locating a printer who can provide an obscure service

Send your question for Member Ask a Member to info@printcommunications.org.

■ PrintAccess listing

- PrintAccess is our online print buyers guide
- Update your listing to show off your capabilities and services
- Make it easier for buyers to find you on the web

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Caroline Wawrzyniec

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"The new training through Print University is ideal for onboarding new hires and refreshing current employees, and the targeted tracks help make sure each audience is receiving specific content tailored to their work experience," said Melissa Jones, PGCA Co-President.



GOVERNMENT RELATIONS AND ADVOCACY SOLUTIONS

Problem: I'm just one person, how can I make my voice heard on issues that are important to me?

Solution: PGCA's **Government Relations and Advocacy Solutions** program provides members with information on key industry issues and the ability to connect with local, state, and federal officials to make your views known.

Understanding how complex laws and regulations may impact your firm can be arduous and daunting. Experienced staff are protecting your ability to conduct business every day. Whether it is at the federal, state, or local level, we advocate on your behalf, supporting public policies, legislation, and regulations that will help your graphic communications business.

SOLUTIONS FOR MANAGERS WHO NEED HELP MAKING THEIR VOICE HEARD

(OWNERS, SENIOR MANAGERS, CFO'S, HR MANAGERS)

Industry advocacy has always been a huge focus of the Association, but this past year found the Print & Graphic Communications Association very hard at work on issues critical to the industry's future success.

Without the support of our membership dues, the Association would not have the resources to act on these issues as they arise.

Recent Advocacy Efforts

PGCA mobilized grassroots campaigns through our Legislative Action Center, hired trusted lobbyists, contacted legislators directly, arranged meetings between members and legislators and other elected officials, partnered with other businesses and organizations, launched extensive social media campaigns and distributed fact sheets and white papers to legislators.

Recent Advocacy Topics:

➤ **New York State: Carbon Black** – Without our focus on this critical issue, it is doubtful that the proposed ban, *which would have essentially destroyed the packaging and label business in NYS*, would have been removed from the overall bill.

➤ **New Jersey: EPR and Carbon Black** – PGCA's efforts, in collaboration with other business associations, succeeded in removing the ban on Carbon Black, when used for print, from the proposed Extended Producer Responsibility (EPR) Bill.

➤ **Virginia: Sales Tax** – Virginia's sales tax exemption provides parity between Virginia advertising agencies and out of state agencies when producing printed material qualifying for the exemption. PGCA has been working to have the exemption extended for another three years.

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"You should all be very proud of yourselves for what you did for the printing industry - again."

— **Victoria Heikkila, LPI Envelope, Bay Shore, NY**

"Congratulations on a job well done. We really appreciate everything the Association did on behalf of the industry!"

— **Tom Quartier, President, The QMC Group, Liverpool, NY**

"Nice job! Our Association comes through for us again!"

— **Kathie Hartmans, President, Quality Bindery Services, Buffalo, NY (Past Chairwoman, PIA)**



EDUCATIONAL AND NETWORKING OPPORTUNITIES

Problem: How can I get the training I need to upgrade my skills, successfully run my company, keep my employees safe and manage our workforce? I would also like the chance to meet other printers in my area to make new connections.

Solution: PGCA's Educational and Networking Opportunities

PGCA offers a full schedule of educational webinars and in-person events. Check out our calendar of events at www.printcommunications.org/events.

SOLUTIONS FOR MANAGERS SEEKING TO NETWORK WITH THEIR PEERS, BRUSH UP ON THEIR SKILLS AND BECOME BETTER MANAGERS

(OWNERS, CFO'S, CONTROLLERS, HR MANAGERS)

■ **Annual Senior Leader Conference**

- March 20, 2025 in Harrisburg, PA

■ **Sales and Marketing Training**

- Ongoing webinar series on Sales, Company Culture and Marketing presented by Kelly Mallozzi
- Discount Sales Vault subscription (live webinars, templates, scripts and archived content). Visit salesvault.com/partners

■ **Human Resources Training**

- Ongoing HR Academy Webinars, essential training for Managers and Supervisors
- Periodic webinars on topics such as Immigration, Changes in Employment Law and Overtime Classification
- Annual HR Conference, May 1 & 2, 2025, Turning Stone Resort, Verona, NY

■ **Golf outings**

- Terry Hills Golf Course, Batavia, NY, July 25, 2025
- The Woodlands Golf Course, Windsor Mill, MD, June 12, 2025
- *More dates coming soon! (TBA)*

■ **Women in Print Luncheons**

- April 10, 2025, Plymouth Meeting, PA
- June 4, 2025, Syracuse, NY
- June 5, 2025, Buffalo, NY

■ **Management Skills and other training**

- April 8 & 9, 2025, Project Management 2-part webinar
- June 4 & 5, 2025, Lean Six Sigma 2-part webinar
- October 21–23, 2025, Mail Piece Design Consultant (MDC) Certification webinar

■ **Informal networking events and holiday parties**

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"PGCA's HR Conference presenters were just great as they are always super engaging – makes listening and retaining info so much easier."

— *Lyndsay Fitzmaurice, Human Resources Director, Mercury ~ An Innovative Solutions Company, Rochester, NY*

"Syracuse Women in Print Luncheon with Deborah Corn was a great time! Thanks for hosting us!"

— *The crew at Dupli Envelope & Graphics, Syracuse, NY*



ENVIRONMENTAL, HEALTH & SAFETY SOLUTIONS

Problem: OSHA, Environmental Protection Agency and various state and local regulatory agencies are out there – waiting to pay you a visit. When they do, will your permits, policies and training be up-to-date and help you avoid thousands of dollars in fines?

Solution: Environmental, Health & Safety Solutions

PGCA's Environmental, Health and Safety (EHS) Department headed by Steve Stankavage, Director of EHS, is ready to assist your company in navigating through the regulations, interpretations and guidance documents that make up the realm of environmental and safety compliance. Noncompliance can adversely affect employee health, public relations and the company's bottom line. We can provide you with realistic, practical and economical solutions to your issues.

SOLUTIONS FOR MANAGERS IN CHARGE OF KEEPING THEIR WORKFORCE SAFE

(OWNERS, EHS MANAGERS, HR MANAGERS, OPERATIONS MANAGERS)

■ Complimentary Safety Walk-throughs

■ Safety Audits

- Written safety programs, injury recordkeeping activities, training programs, machine guarding, materials handling and other safety issues will be reviewed during the audit.

■ Environmental Audits

- Written programs, hazardous waste generation, air pollution issues, waste water issues, spill response capabilities, training documentation and waste minimization possibilities will be reviewed during the audit.

■ Regulatory Questions

- PGCA has the resources available to research any environmental or safety issue. Our staff will assist you in implementing any measures necessary to obtain, maintain or document compliance.

■ Written Programs

- Site-specific safety and environmental programs including Hazard Communications, Lockout/Tagout, and many other required programs.

■ Training Programs

- Training programs including Hazard Communication, Lockout/Tagout, Forklift Operations, Hazardous Waste Handling, Fire Extinguishers and more.

■ Environmental and Safety Reporting

- PGCA will complete or train your in-house staff to complete the environmental and safety reports required by your facility for federal, state and local agencies.

■ Webinar-based, On-Demand OSHA Training

- Available 24/7 in our members-only section on printcommunications.org on mandatory and recommended training topics

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"The EHS resources provided by PGCA's Steve Stankavage have been invaluable to me over the years. His expertise has guided me through numerous compliance challenges, including OSHA topics, Operation Permitting, Hazard Communication, and Safety Training. Having a resource tailored specifically to our industry is crucial for maintaining compliance, and the materials provided to members are exceptional. Steve's support has been instrumental in ensuring our operations run smoothly and safely. I highly recommend Steve's services to anyone in our industry."

— **Julia Farmer**, Operations Manager, Prestige Color, Lancaster, Pennsylvania



INSURANCE, BENEFITS, AND RISK MANAGEMENT SOLUTIONS

Problem: Insurance is complicated, costs are skyrocketing and they are consuming an ever-increasing portion of my bottom line. How can I make sure my coverages match my exposures, maximize my company's insurance investment, and obtain the savings and personal service normally offered to only the largest firms?

Solution: Insurance, Benefits, and Risk Management Solutions

PGCA's longtime insurance and risk partners, Gilroy Kernan & Gilroy, who are well known to many members, work tirelessly to find the best solutions for your business. GKG brings a team of seasoned experts who offer insights, answer your questions, and ensure you're well-informed to make sound decisions as they relate to your insurance and risk needs.

SOLUTIONS FOR MANAGERS MAKING INSURANCE DECISIONS

(OWNERS, CFO's, CONTROLLERS, HR MANAGERS)

■ **New York State Workers' Compensation Safety Group**

- (Up to) 62.5% annual savings
- 70+ PGCA members in the group
- 30% dividend checks for last policy year averaged \$6,247.87
- Save more than your dues investment
- Gilroy Kernan & Gilroy, Safety Group Manager, ensures that group members receive record dividends

■ **Employee Benefits Connection**

- Health Insurance
- Dental
- Disability
- and more

■ **Print and Graphic 401(k) Retirement Plan, a Multiple Employer Plan (MEP)**

- Minimize fiduciary liability
- Lower 401(k) cost
- No individual audit
- Flexible plan features
- Reduced administrative time



■ **Cyber Insurance Program**

■ **Employee Benefits Benchmarking**

■ **Complimentary Risk Assessments**

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■ **Business Owners Commercial Insurance Program**

"As a member of PGCA, we have the privilege of participating in their MEP 401(k) plan. This plan has been a game-changer for our business. The collective power of the Association's pooled resources not only allowed for the strongest fiduciary protections available but also led to reduced costs for our business and employees."

— **Leonard Nangle, Controller, Precise Continental, Harrison, New Jersey**

WESTERN NEW YORK

American Packaging Corporation

777 Driving Park Avenue
Rochester, NY 14613
(585) 254-9500
Mr. Peter Schottland
pschottland@americanpackaging.com

Ashton-Potter (USA) Ltd.

10 Curtwright Drive
Williamsville, NY 14221
(716) 633-2000
Mr. Kelly Smith
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Ashton-Potter Stamped Envelope

40 Curtwright Drive
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(716) 894-1576
Mr. Jay Middaugh
jmiddaugh@ashtonpotter.com

BCO Industries of WNY, Inc.

P.O. Box 100, 77 Oriskany Drive
Tonawanda, NY 14150
(716) 877-2800
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BNP Empowered Print

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Mr. Thomas J. Majerski
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Bristol ID Technologies

1370 Rochester Street
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(585) 582-5120
Mr. Joshua Hellman
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Compu-Mail, LLC

3235 Grand Island Boulevard
Grand Island, NY 14072
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D & D Printing

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Delft Printing Inc.

1000 Commerce Parkway
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Mr. Kamal Jowdy
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Diamond Packaging

P.O. Box 23620, 111 Commerce Drive
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DKM-Ad Art

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Downtown Graphics

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Eagle Graphics, Inc.

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Elma Press

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Enterprise Folding Box Co.

75 Isabelle Street
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Evenhouse Printing

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Exclair D.C.

120 Elmview Avenue
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Excelsus Solutions, LLC

12 Pixley Industrial Parkway, Suite 40
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Falconer Printing & Design

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Flower City Printing, Inc.

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Grover Cleveland Press, Inc.

2676 Sweet Home Road
Amherst, NY 14228
(716) 564-2222
Mr. Michael Degen
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Hammer Packaging, A Multi-Color Corporation

200 Lucius Gordon Drive
West Henrietta, NY 14586
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Hodgins Engraving

3817 West Main Street Road
Batavia, NY 14020
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Insty-Prints of Buffalo

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Katz Americas

3685 Lockport Road
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Keller Bros. & Miller, Inc.

401 Franklin Street
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Matrix Imaging Solutions

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Mercury Print Productions Inc.

2332 Innovation Way #4
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North Delaware Printing, Inc.

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Nosco

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O.L.P. Print Finishing

38 Saginaw Drive
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Panther Graphics Inc.

465 Central Avenue
Rochester, NY 14605
(585) 546-7163
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Partners Press

1881 Kenmore Avenue
Kenmore, NY 14217
(716) 876-2284
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Penny Lane Printing Inc.

P. O. Box 340, 1471 Route 15
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Phoenix Graphics, Inc.

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Rochester, NY 14606
(585) 232-4040
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Pioneer Printers, Inc.

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Premier Packaging

275 Wiregrass Parkway
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Print2Web, LLC

25 John Glenn Drive, Suite 102
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(716) 768-4329
Mr. Gene Szerbiak
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Printed Image of Erie County

1906 Clinton Street
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Mr. Richard Zavarella Sr.
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Quality Bindery Services Inc.

501 Amherst Street
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Register Graphics, Inc.

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**Rochester Institute of Technology,
Print & Postal HUB**

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Service Print Shop

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Shipman Print Solutions

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SupremeX

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The Copy Store

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Buffalo, NY 14202
(716) 847-6400
Mr. Chris Riordan
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TLF Graphics

235 Metro Park
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Twenty-First Century Press

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Ultrapak

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**CENTRAL / EASTERN
NEW YORK****3i Graphics & Signs Inc.**

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Ansun Graphics, Ltd.

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Apple Converting

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Battenkill Press

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Canastota Publishing Co., Inc.

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Cathedral Corporation

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