



# 2016 LEADERSHIP CONFERENCE

SEPTEMBER 18-20, 2016 | QUEST BUSINESS CENTER | 8405 PULSAR PLACE, COLUMBUS, OH

**STATE OF THE INDUSTRY**

**MARKETING YOUR BUSINESS**

**SALES PERFORMANCE**

**HUMAN RESOURCES**

**VISION & INTEGRATION**

**NETWORKING & AWARDS**

BEST of SHOW

OPTIMUM POINT SOLUTIONS

BRAMK PRINTING COMPANY

BEST of SHOW

CINCINNATI INSURANCE COMPANY

IN DUALITY

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**LEADERSHIP & MANAGEMENT CONFERENCE**

September 18-20, 2016

**CASINO NIGHT**

September 18th, 2016

**GRAND CEREMONY SPONSORED BY MILLCRAFT**

September 19th, 2016

**2016 GOLF OUTING**

September 20th, 2016 | Bent Tree Golf Club

8:00 - 9:00AM REGISTRATION/DONUTS & COFFEE

9:00AM - 2:00PM SHOTGUN START/FOUR-PERSON SCRAMBLE

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### WE COULDN'T HAVE DONE IT WITHOUT YOU!

Thank you to **West-Camp Press** for the design of this conference binder. Our thanks also go to **Old Trail Printing** for printing the binder, to **Coyne Graphic Finishing** for providing the binding and to **Millcraft** for donating the paper.

# SCHEDULE AT A GLANCE

<b>SUNDAY</b>	3:00 - 6:00PM	<p><b>INTRO &amp; SESSIONS</b></p> <p><b>MEGA TRENDS IMPACTING THE GRAPHIC COMMUNICATIONS INDUSTRY</b> Paul Reilly, New Direction Partners</p> <p><b>WORKPLACE VIOLENCE &amp; HR UPDATE</b> Sarah Moore, Scott Gedeon, Jeff Smith, Fisher Phillips</p>
	6:15 - 8:15PM	<p><b>CASINO NIGHT</b></p>
<b>MONDAY</b>	7:30 - 12:15PM	<p><b>BREAKFAST &amp; SESSIONS</b></p> <p><b>STATE OF THE INDUSTRY</b> Michael Makin, President and CEO, PIA</p> <p><b>BREAK</b></p> <p><b>SALES PERFORMANCE</b> Duane Cashin</p> <p><b>BREAK</b></p> <p><b>HOW TO MARKET YOUR PRINT BUSINESS IN SEVEN EASY STEPS</b> John Foley, Jr., interlinkONE</p>
	12:15 - 1:45PM	<p><b>LUNCH WITH LISBETH LYONS, POLITICS UNPLUGGED</b></p>
	1:45 - 4:30PM	<p><b>SESSIONS</b></p> <p><b>ROCKET FUEL</b> Connie Chwan, PureDirection, LLC</p> <p><b>BREAK</b></p> <p><b>WHAT'S YOUR UBER™? GETTING BACK TO YOUR ENTREPRENEURIAL ROOTS</b> John Foley, Jr., interlinkONE</p>
	6:00 - 9:00PM	<p><b>17TH ANNUAL PRINT EXCELLENCE AWARDS GRAND CEREMONY</b></p>
<b>TUESDAY</b>	8:00 - 9:00AM	<p><b>GOLF TOURNAMENT</b> REGISTRATION/DONUTS &amp; COFFEE</p>
	9:00 - 2:00PM	<p><b>SHOTGUN START/FOUR-PERSON SCRAMBLE</b></p>
	2:00 - 3:00PM	<p><b>LUNCH &amp; AWARDS</b></p>

# WELCOME LETTER

## Welcome to the 2016 Leadership & Management Conference!

This binder is your guide to our 2016 Leadership and Management Conference. Although it has been a year of constant changes with our speakers, we still have an outstanding group. Our lineup for this year is a great combination of experienced industry speakers and fresh faces, bringing fresh views on significant topics.

The experienced speakers are, PIA President, Michael Makin, who is joining us to talk about the State of the Industry and Paul Reilly, founder of New Direction Partners and past Cenvo CEO and Board President. For the new speakers, we have added two very special guests to this year's line-up with John Foley, Jr., interlinkOne, presenting two sessions on creative marketing approaches, and Duane Cashin discussing "Creating Sales Champions to Create a Sustainable Advantage." John is one of our industry's most provocative marketing experts, and Duane will bring the same new and refreshing perspective to our members that he has shared with a number of Fortune 500 companies and clients including the NFL, and the Winter Olympics. Connie Chwan, of EOS, will be following up on Gene Moorhead's presentation from last year, "Are You Running Your Business or Is It Running You?" We will have a special presentation on Sunday to look at Workplace Violence and how to prevent it, and a brief update on the new DOL overtime changes and the legalization of marijuana by Association Labor and HR Attorney, Jeff Smith.

Finally, our guest speaker for lunch on Monday is joining us to give her perspective on the 2016 Presidential election. PIA V.P. of Government & External Affairs, Lisbeth Lyons, will be presenting an insider's look into Election 2016, providing an unvarnished commentary and hosting a freewheeling dialogue with audience members. She'll scrutinize, in real-time, the campaigns for White House, Senate and House, and game out what it all might mean for the printing industry's agenda in 2017. Come prepared with questions. As always, we will have our Casino Night on Sunday, with new and improved betting guidelines and great prizes! Our Grand Ceremony Awards presentation, sponsored by Millcraft, is planned for Monday evening with an expanded reception to allow for more networking and conversation. On Tuesday, we will have the ever-popular Printing Industries of Ohio • N.Kentucky Golf Tournament, sponsored by Sterling Distribution, which will be held this year at the Bent Tree Golf Club in Sunbury, Ohio. Bent Tree has been a favorite of mine and many others for years and I'm looking forward to a great turnout this year.

This conference binder offers information about our benefits and offerings and provides a guide to the various sessions. Additional supportive materials will be handed out at each session and our staff is available to answer your questions.

Please let us know what you think by filling out the evaluation forms at the end of each session. This is your conference and we want to know what you think. We want to provide you with an invaluable learning experience and opportunity for networking.

Thank you, and enjoy the 2016 Leadership & Management Conference.

**Jim Cunningham**  
President



SPECIAL THANKS

# Thank You

TO THE SPONSORS OF THE 2016  
LEADERSHIP & MANAGEMENT CONFERENCE

Because of the generous support of our sponsors, the Association is able to serve as an excellent resource for the graphic communications industry through the 2016 Leadership & Management Conference and other educational programs. The Printing Industries of Ohio • N.Kentucky thanks and recognizes the following companies for their contributions.

WE ENCOURAGE YOU TO SUPPORT THESE COMPANIES!

## Gold



## Silver



## Bronze



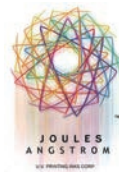
SPECIAL THANKS

# Thank You

TO THE SPONSORS OF THE 2016  
GOLF OUTING



PAPER • PACKAGING • OFFICE SUPPLIES • JANITORIAL



## GENERAL SESSION

## Mega Trends Impacting the Graphic Communications Industry

Sunday, September 19th | 3:00 – 4:30 PM

Scarlet & Gray Rooms

Paul Reilly, New Direction Partners

Paul Reilly will kick off the 2016 Leadership Conference with a 60,000 foot view of the “Mega Trends Impacting the Graphic Communications Industry.”

He will discuss today's Technology Differentiation and the attributes of Proprietary Customer Interface Technology. Can you identify what different actions, will make your company succeed? This session is a great lead in to two days of exceptional educational opportunities.

### SPONSORED BY:



Paul Reilly has been in the industry for over 30 years and for the last nine years has been providing investment banking and financial advisory services for sellers and buyers, valuation services, financing and refinancing efforts, turnaround and restructuring services, and temporary/interim management consulting. Reilly frequently speaks at industry conferences on leading, managing and M&A trends in the graphic communications industry.

Previously, Paul was CEO, President and Chairman of Cenevo, Inc. (NYSE:CVO), one of North America's leading graphic communications firms. Paul is the Founding Chairman of the Print Council, a business development alliance founded to promote the greater use of print media. Paul currently serves on the boards of Soft Print, a workflow software firm, Forces First, a provider of insurance products to European military personnel and CSG Solutions, a provider of outsourcing services.

Paul has a BBA in Finance and an MBA in Computer Methodology from Baruch College. Born and raised in Queens, New York, Paul now resides in Colorado and Florida with his wife of 40 years, Patty. They have three grown children and three grandchildren. His interests include skiing, mountain climbing, mountain biking, sailing and golfing.



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## GENERAL SESSION

**Workplace Violence & HR Update**

Sunday, September 18th | 4:30 – 6:00 PM

Scarlet &amp; Gray Rooms

Sarah Moore, Scott Gedeon &amp; Jeff Smith, Fisher Phillips

Would you be ready if someone entered your workplace with a gun? Although on-the-job shootings are becoming all too common, most employers have not prepared their workplace and their employees to potentially prevent or better respond to violent acts. What's more, because employers tend to believe such attacks unlikely within their companies, they do not see a need to proactively develop the policies and procedures that can keep their workers safe in the event of an incident.

**At the briefing, participants will learn:**

- What the law says about employer responsibility for workplace violence
- How to audit policies and protocols, and develop emergency response procedures
- The essentials of a "safe workplace policy" and reporting procedures
- The importance of safety training for all employees

Following Sarah and Scott, Jeff Smith will address the DOL's recent changes. Then Jeff, along with Sarah, will tell you what you can expect with the legalization of marijuana.

**SPONSORED BY:**  It's Our Business to Protect Yours  
**FEDERATED**  
INSURANCE



**Sarah Moore** is a partner in the firm's Cleveland office. She has extensive experience crafting practical solutions to legal challenges faced by public and private employers, with a primary focus on labor relations, employment, day-to-day operations, integrating technology, public relations, emergency response/crisis management, and strategic planning. Sarah taught labor law, employment law, collective bargaining, and human resources management courses to graduate and undergraduate students at the Cleveland-Marshall College of Law and Cleveland State University's Nance College of Business Administration. She has also served as an instructor of special education law for Cleveland State University's College of Science School Psychology Program.



**Scott Gedeon** is an experienced labor and employment attorney with an emphasis on trial practice. He has spent more than a decade helping companies of all shapes and sizes, from small, family-held businesses to large Fortune 500 multinationals, defend their rights and protect their interests, both in the courtroom and in the boardroom. In addition, he regularly counsels clients on a broad range of worker and workplace safety issues, including Occupational Safety and Health Administration (OSHA) compliance, on-the-job violence risk assessment and mitigation, accident and fatality prevention, and more. Scott also has an active workers' compensation defense practice, helping employers recover money before the courts, in Ohio and across the nation.



**Jeff Smith** is a partner in the Cleveland office and a member of the firm's Employee Benefits Practice Group. He works with clients to create, implement and maintain their retirement and health plans. He also advises employers on the impact of COBRA, HIPAA, MEWAs and VEBAs. He has been selected for inclusion in Ohio Super Lawyers - Rising Star three times.



# WHAT HAPPENS AT CASINO NIGHT STAYS AT CASINO NIGHT!

ODDS ARE GOOD THAT YOU WILL HAVE A GREAT TIME!

SPONSORED BY:



COCKTAILS SPONSORED BY:



SUNDAY, SEPTEMBER 18, 2016 | 6:15-8:15 PM | COLUMBUS ROOM

Games will include Blackjack,  
Roulette, Craps and Slot Machines

FREE FOOD - FREE DRINKS - GREAT FUN

PRIZES

Cleveland Cavaliers Tickets, 2 pairs | OSU Football Tickets, 1 pair

## Continental Breakfast

Monday, September 19th | Starting at 7:30 AM

SPONSORED BY:



## Coffee / Barista Bar

Morning Breaks at 9:15 AM and 10:45 AM

Cappuccinos, Lattes and More!

Featured Drink: New Direction Perk

SPONSORED BY:



## GENERAL SESSION

**State of the Industry**

Monday, September 19th | 8:00 – 9:15 AM

Columbus Room

Michael Makin, PIA

Michael Makin will address what the future holds for the printing industry. What segments are poised to fare better than others? What strategies should printers pursue to ensure a viable and profitable future? These questions and others will be explored during our opening keynote presentation.

**SPONSORED BY:**

Born and raised in Montréal, Canada, Michael attended Carleton University in Ottawa where he graduated with honors with a degree in Journalism. He also holds an MBA from the University of Phoenix. After a brief stint as a reporter and public affairs officer with the Canadian government, he began his career in association management 25 years ago. Prior to joining Printing Industries of America, Mr. Makin was President of the Canadian Printing Industries Association and for almost 10 years served as an executive with the Canadian Construction Association.

He serves as Secretary to the Board of Directors of the Graphic Arts Show Company as well as Secretary to the Graphic Arts Education Research Foundation. He is also President of the Print and Graphics Scholarship Fund (PGSF).

In 2005, Mr. Makin was honored with the Earl Sundeen Award and in 2006, he was named a member of the Ben Franklin Honor Society. He currently serves as a Chairman of the World Print and Communication Forum, based in Brussels.



## GENERAL SESSION

## Sales Performance

Monday, September 19th | 9:30 – 10:45 AM

Columbus Room

Duane Cashin

In this workshop, you will benefit from an overview of several sales management insights including: how buying behavior has changed and the adjustments salespeople need to make to be successful, understanding the facts about relationship building and creating customer loyalty in today's crowded marketplace. Learn the clues that help you identify the additional products and services that are wanted by your prospects and customers. Join us for this high-energy, interactive workshop which is full of street-smart strategies that are guaranteed to position your sales team with a competitive advantage and increase profitable revenues.

### SPONSORED BY:



Duane Cashin has an extraordinary range of experience. In addition to leading award-winning sales organizations in several Fortune 500 companies, and earning membership in both President's Club and Circle of Excellence, Duane founded and built a multi-million dollar wide format/grand format printing company that served clients including the NFL, the Winter Olympics, Radio City Music Hall, MTV Studios, and Rockefeller Center.

Duane has decades of experience across multiple industries and with companies of all sizes and uses real-life experiences and examples to illustrate his points. In his presentation he will share the strategies and insights he uses to get in front of and close business with decision makers at companies like LEGO, Mass Mutual, Sprint, AAA Insurance, Liberty Mutual as well as dozens of small privately held companies.





## GENERAL SESSION

## How To Market Your Print Business In Seven Easy Steps

Monday, September 19th | 11:00 – 12:15 PM

Columbus Room

John Foley, Jr., interlinkONE

The shift into the digital age was felt by every business operating in or around the print industry. Print shops that were once booming businesses are making cutbacks or even closing their doors for good. How can those remaining thrive in this ever-changing industry? Marketing! The answer sounds simple, but it is far more complex than once thought. In this presentation, John Foley, a leading business transformation and marketing expert in the print industry, and author of "Business Transformation: A New Path to Profit for the Print Industry," will share seven easy steps on how and what to market to ensure your print business thrives for years to come.

### SPONSORED BY:

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CareWorksComp™  
A York Risk Services Company



John Foley, Jr., is President and CEO of interlinkONE, CEO/CMO of sister company Grow Socially, and an influential business transformation expert. John and his companies use an arrangement of innovative marketing and software solutions to help printers nationwide increase revenue through inquiry and lead generation. To help clients exceed their goals, John and his team offer tools and services including ilinkONEpro, a distributed marketing communications platform, Grow Socially, which is comprised of several marketing services including strategic marketing plans, business development, and marketing consulting, and MAX, a simple marketing automation platform. John has also written countless educational materials, including white papers and eBooks; he is also a published author of 4 books for the industry. Additionally, John was recognized by Forbes Magazine as the 15th Most Influential CMO on social media.



## Lunch with Lisbeth Lyons, Politics Unplugged

Monday, September 19th | 12:15 – 1:45 PM

Columbus Room

Lisbeth Lyons presents an insider's look into Election 2016, providing unvarnished commentary and hosting a freewheeling dialogue with audience members. We'll scrutinize, in real-time, the campaigns for White House, Senate and House, and game out what it all might mean for the printing industry's agenda in 2017. Come prepared with questions!

### SPONSORED BY:



**Lisbeth Lyons** is the Vice President of Government & External Affairs, Printing Industries of America. She directs all aspects of the Government Affairs operations including direct lobbying before Congress and the Administration on key industry issues ranging from postal reform, health care, taxes, and regulatory reform, as well as directing political activities through PrintPAC and grassroots advocacy initiatives. Lisbeth also serves as Printing Industries of America's lead representative on coalitions working to support a pro-print, pro-business legislative agenda.

# NOTES

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SPONSORED BY:



## GENERAL SESSION

**Rocket Fuel****Monday, September 19th | 1:45 – 3:00 PM**

Scarlet &amp; Gray Room

Connie Chwan, PureDirection, LLC

Most true entrepreneurs are dreamers, hustlers, and some might say, visionaries. They see the world differently, constantly look for new ideas and find innovation kind of a hobby. Working for an entrepreneur is a little like driving down the highway about 60 miles an hour . . . with no steering wheel.

Enter the Integrator – the person who will complement the Visionary and has the talent for moving ideas forward, aligning schedules and tasks, creating focus and accountability and ensuring cohesion of people and processes. In other words, the Integrator executes the vision. Connie Chwan will define the roles and characteristics of a Visionary and Integrator, explain how the relationship can help a business thrive, show you how to find each other, and how to complement each other.

**SPONSORED BY:**

Connie Chwan has more than 40 years' experience as an entrepreneur in outdoor recreation, the health care industry, and, most recently, as the President and CEO of an economic development company that created more than 68,000 jobs in Ohio. She was the visionary who built the company's culture, established large relationships, and created new opportunities.

Connie spent her career developing people, helping companies grow locally and nationally, and creating strategic alliances and partnerships. She is especially skilled at public speaking, leadership development, team building, and customer relations. It has been a great journey.

Having adopted EOS (Entrepreneurial Operating System®) at her previous company, she knows what it means to Clarify Vision, Gain Traction, and Become Healthy. And it was a natural transition to become a Certified EOS implementer. Loving your work is the ultimate competitive advantage. Connie is prepared to help you love your work by implementing EOS in every level of your company.

# NOTES

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SPONSORED BY:



## GENERAL SESSION

## What's Your Uber™? Getting Back to Your Entrepreneurial Roots

Monday, September 19th | 3:15 – 4:30 PM

Scarlet & Gray Room

John Foley, Jr., interlinkONE

Disruption is everywhere, and is a means of harming a company's competitive advantage unless they're able to embrace new emerging shifts. Remaining unaware of what lies around the corner can be a costly form of ignorance for companies in any industry. John will open attendees' eyes to the fact that disruption inevitably will come your way, and you must be ready to capitalize on all opportunities provided to you to make the most of it. Whether it be technology, innovation, or some other disrupter, print business owners need to make research a top priority to remain competitive. He will also discuss the importance of getting back to your roots, tactics for recovering your entrepreneurial mindset and applying it to your business as it stands today. Finally, John will relate the shifts experienced by this industry to other verticals as well, including (you guessed it) the taxi market!

### SPONSORED BY:



John Foley, Jr., is President and CEO of interlinkONE, CEO/CMO of sister company Grow Socially, and an influential business transformation expert. John and his companies use an arrangement of innovative marketing and software solutions to help printers nationwide increase revenue through inquiry and lead generation. To help clients exceed their goals, John and his team offer tools and services including ilinkONEpro, a distributed marketing communications platform, Grow Socially, which is comprised of several marketing services including strategic marketing plans, business development, and marketing consulting, and MAX, a simple marketing automation platform. John has also written countless educational materials, including white papers and eBooks; he is also a published author of 4 books for the industry. Additionally, John was recognized by Forbes Magazine as the 15th Most Influential CMO on social media.





# GRAND CEREMONY

*Please join us at . . .*  
 THE 2016 PRINT EXCELLENCE AWARDS  
**GRAND CEREMONY**

SPONSORED BY:



On **September 19<sup>th</sup>** from **6:00 - 9:00 PM**  
 in the Columbus Room at Quest Business Center



The Print Excellence Awards just get better and better! This gala event is the culmination of our regional awards ceremonies and will bring together the winners of those events to recognize the best in each category and ultimately the Best of Show in each of the four divisions. You'll also see the Judge's Awards presented. Bring your artistic eye with you as you'll have the opportunity to choose this year's **Grand Ceremony - People's Choice Award**.

You are invited to this wonderful evening showcasing the very best in our industry!

**RECEPTION – 6:00 PM**  
**DINNER AND PROGRAM – 7:30 PM**

Reception Sponsored by:

**KOREnergy**

# 2017 PRINT EXCELLENCE AWARDS



Printing Industries  
of OHIO • KENTUCKY

To download an editable PDF of the  
entry form, go to [www.pianko.org](http://www.pianko.org).

Questions? Call the Printing  
Industries at (888) 576-1971.

## CALL FOR ENTRIES

## ASSOCIATION INSURANCE BENEFITS

You need it to protect your business, your employees and yourself. Fortunately, the Printing Industries of Ohio • N.Kentucky has partnered with several companies to bring you the insurance you need to protect it all.

### PROTECTING YOUR BUSINESS



**United Insurance Company Limited**  
Insurance Designed For Printers

**United Insurance Co. (UIC)** began offering Employment Related Practices Legal (ERPL) Expense Reimbursement Insurance coverage to the printing industry to assist those printers whose compliance with the employment laws that govern this market is questioned. The high dollar judgments and settlements imposed upon employers with or without merit threaten their companies' viability. Since its inception, UIC has paid out more than \$13 million to settle claims. It has helped to recover losses caused by work stoppages and, in some cases, provided the means of survival for many of its policy holders. UIC provides coverage for both union and non-union companies.



**Federated Insurance** provides many different coverage options for printers and graphic communications companies. They include: limited pollution coverage, equipment breakdown endorsement, publishers liability insurance, graphic edge commercial output policy, graphic arts errors and omissions insurance, and a graphic arts umbrella liability program.

### PROTECTING YOUR EMPLOYEES

The Printing Industries of Ohio • N.Kentucky health care plans can help you provide a great benefit to your employees while not hitting you where it counts – your pocketbook.

**Printers' Disability Trust** is a Printing Industries of America sponsored benefit of membership that enables you to provide short-term and long-term disability insurance to your employees at a minimal cost to you. Want to be a major player in the marketplace when trying to recruit employees? Then your benefits better be the cream of the crop. This benefit of membership enables you to provide the insurance at a reasonable cost. Your employees will be grateful.

## MEMBER BENEFITS

## BENEFITS OF MEMBERSHIP IN THE PRINTING INDUSTRIES OF OHIO • N.KENTUCKY

**WORKERS' COMPENSATION** – We have partnered with CareWorksComp (CWC) for our Group Rating Program and endorsed CareWorks as a Managed Care Organization. Through CWC, Association members may be eligible for up to a 53% discount on their workers' compensation premiums.

**DISASTER MUTUAL ASSISTANCE PLAN (DMAP)** – Do you have a plan in case of a work stoppage due to a strike or natural disaster? This alliance of members can help you get your product out and keep your customers. Numerous national print buyers are now requiring proof of a disaster plan as part of the RFQ process.

**KORENERGY DEMAND RESPONSE (DR) PROGRAM** – We have established a partnership with KOREnergy to provide energy-saving opportunities to our Association members. Demand Response is defined by the Federal Energy Regulatory Commission (FERC) as "changes in electric usage by consumers in response to incentive payments". This DR program pays quarterly premiums to our members who agree to reduce their electric consumptions during a peak period of time, if requested.

**PUBLICATION DISCOUNTS** – Members can save up to 40% on hundreds of the top industry publications through the Printing Industries of America Bookstore.

**GOVERNMENT AFFAIRS** – The Association works hard on behalf of member companies to make sure that the industry's voice is heard. We provide legislative updates on issues that affect your bottom line like healthcare mandates, tax proposals, and the many other issues that impact your business.

**BREAKFAST FORUMS** – The Printing Industries of Ohio • N.Kentucky offers free monthly Breakfast Forums that feature a variety of speakers who are helpful to our members on many levels and in many areas of business. These are a great networking and educational tool for you.

**FSC CERTIFICATION – RACG:** Participating member firms (with \$5 million or less in printing revenue) continue to save thousands of dollars with the Forest Stewardship Council® (FSC) certification through the group FSC program established by several PIA affiliates in late 2010. The Association has partnered with several of the industry's leading certification organizations for FSC Certification for larger members at a discounted rate. Our partnership will make your FSC certification process as smooth and efficient as possible.

**MY WELLNESS RESOURCE & TELADOC** – Teladoc provides free unlimited consultations to keep your employees healthy and present at work. Your employees will save money for basic medical care – not having to worry about deductibles or co-pays. The My Wellness Resource card also offers savings on medical, dental services & medical products.

**STERLING DISTRIBUTION** - Preferred Office Products Supplier– A local supplier with an additional discount for our members...because they are also members! Free next-day delivery. Easy ordering, your way.

# BUYING POWER PROGRAMS



**APPLE** - Apple and Printing Industries of America bring the membership a special program. Members qualify for preferred pricing on the latest Apple products and accessories. Program benefits include: exclusive promotions and complimentary shipping on all orders over \$50.00. To access this discount, go to [www.printing.org/apple](http://www.printing.org/apple).



**AMERICAN SAFETY AND HEALTH MANAGEMENT CONSULTANTS, INC. (ASH)** - Founded to fill the growing need for professional Safety and Health Management Services for companies of all sizes. ASH provides free safety evaluations for Association members. Contact the Association for more detail.



**ADVERTISING SPECIALTIES INSTITUTE (ASI)** - Members of Printing Industries of America affiliates can provide their clients access to a full lineup of branded products—such as writing instruments, trophies and awards, and apparel—through the Buying Power Program with Advertising Specialty Institute (ASI®), the largest education, media, and marketing organization serving the promotional products industry. Members receive greater supplier discounts—and can even use branded products to generate awareness for their business! Visit the members-only link to learn about the exclusive savings from ASI.



**BASYS PROCESSING** - A premier credit card processor, BASYS Processing provides their clients with unmatched customer service, always striving to make processes simple and services outstanding. To access this service, contact your Business Development Director at 614-794-2300 to obtain a personalized quote.



**BB DIRECT** - Offers data hygiene services at a discounted rate, including NCOA Link Process - 18 month, NCOA Link Process - 48 month, and Delivery Sequence File Processing. The program also offers savings on the Dun & Bradstreet database to acquire mailing lists both online or off. To access this discount go to [www.printing.org/bbdirect](http://www.printing.org/bbdirect).



**CALIPER** - Assess prospective employees and current employees on their suitability for a particular job with the Caliper Profile, an in depth personality assessment. Contact the Association for more detail.



**FEDEX** - Members save up to 15% on ground shipping, up to 26% on Fedex Express and international shipping and up to 64% on Less-Than-Truckload freight! Go to [www.printing.org/Fedex](http://www.printing.org/Fedex).

# BUYING POWER PROGRAMS



**FLEXO LABEL ADVANTAGE GROUP** negotiates national vendor contracts, leveraging the buying power of all of its Members. Group purchasing delivers bottom line savings on substrates, ink, tooling, shipping & more. Take their benchmarking survey to see how much you can save. Visit [www.flexolabeladvantagegroup.com](http://www.flexolabeladvantagegroup.com) for more details or contact your BDD.



**ITU ABSORBTECH** - Members earn a 3% rebate on rental services as a new customer and a 1.5% rebate on rental services ongoing as a current customer on printer towels and other rental service programs, including Sorblts® reusable absorbents, floor mats, garments, cotton roll towels, and mops. Members also receive a 15% discount on First Aid and other direct-purchase services. View our member benefits brochure for more information.



**UPS** - through a partnership with UPS, Association members can save up to 16% on domestic ground and up to 30% UPS Express Air and international shipments.

**UPS FREIGHT** now offers substantial savings on our dependable LTL services. Sign up now to begin taking advantage. Whether your LTL needs are coast-to-coast or close to home, you can trust that UPS Freight will pick up and deliver your shipments intact and on time. Go to [www.savewithups.com/enroll](http://www.savewithups.com/enroll) and enter the promo code CEN424.



**XEROX** - Members receive preferred pricing on the sale or lease of a range of Xerox products. This covers new purchases, plus it allows for trade-in credit and affordable leasing terms. When ordering, tell your Xerox representative you are a Printing Industries of America member. Learn more about this discount at [www.printing.org/xerox](http://www.printing.org/xerox).



## **Exclusive New Group Buying Program for Association members with revenues under \$5 million.**

Printing Industries of Ohio • N.Kentucky is pleased to announce an exciting new group-buying program for companies with revenues under \$5 million a year. The program will capitalize on the combined purchasing power of printers all across North America to realize discounts and rebates on LTL Freight and small packages. A printer must be a member in good standing with the Association to qualify for this exclusive program.

The program is offered through Independent Printers Alliance (IPA), a division of Independent Printers Worldwide, Inc. (IPW), a national procurement group specializing in superior vendor programs for independent printers. This type of supplier and product loyalty program brings win-win with increased preferred supplier business and pay back for printer's investment in Association membership.

According to Association President, Jim Cunningham, "We are excited about this new and unique benefit for our membership. This will greatly increase our offering to smaller printer members, and we see it as a great tool for recruiting new members into our organization. This new IPA program expands our capability to reach the smaller and start-up printer."

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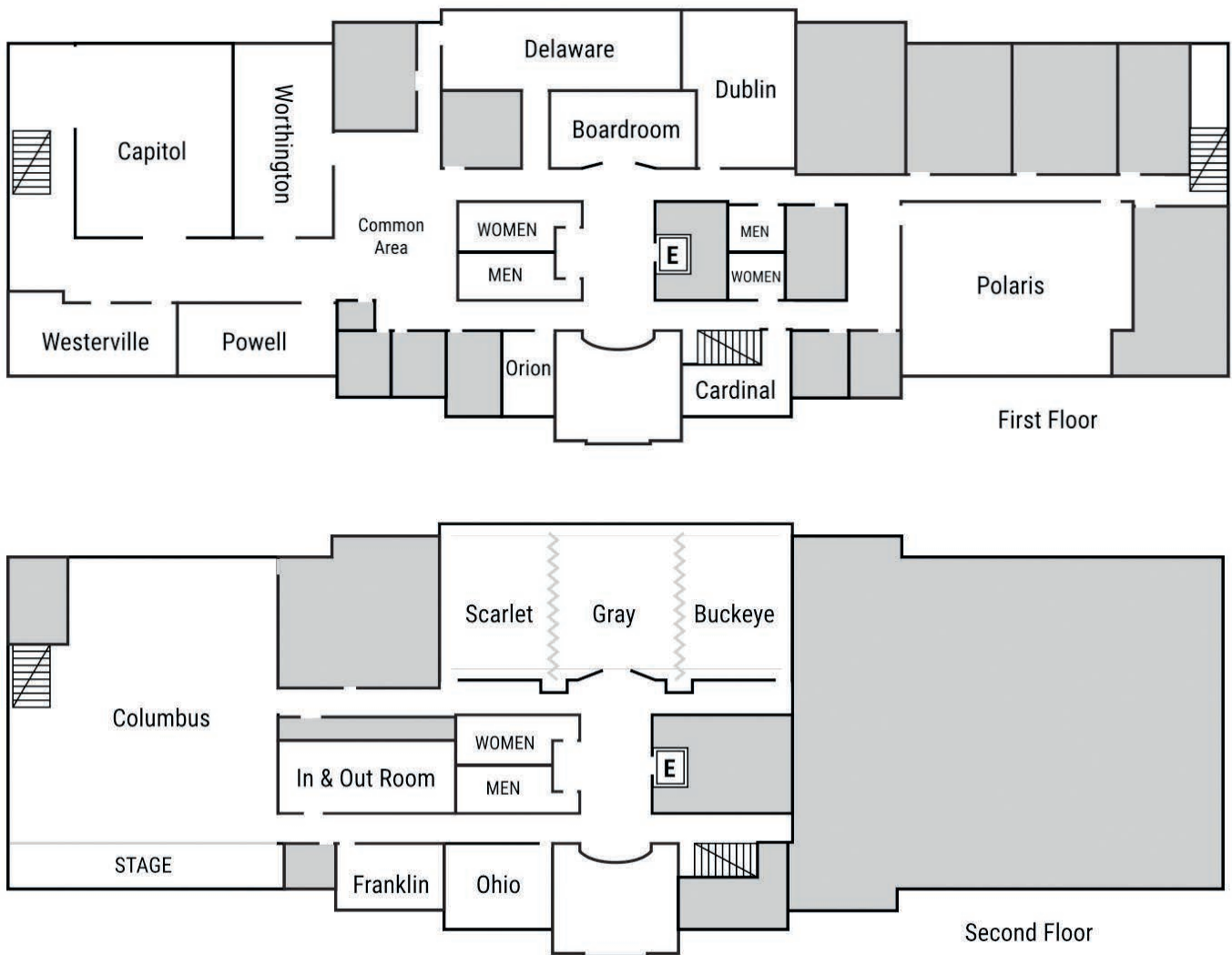
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# QUEST BUSINESS MAP



## Facility Map





# LOCAL AREA RESTUARNTS

## WEST OF HIGHWAY 71

(LEFT ON POLARIS PARKWAY)

### FAST CASUAL

Arby's | (614) 430-3189 | 1575 Polaris Pkwy  
 Chick-Fil-A | (614) 888-8787 | 8787 Sancus Blvd  
 Chipotle | (614) 781-1320 | 1140 Polaris Pkwy  
 Genghis Grill | (844) 200-2695 | 8742 Sancus Blvd  
 Greek Express | (614) 841-1700 | 8685 Sancus Blvd  
 Jersey Mike's Subs | (614) 433-0333 | 1489 Polaris Pkwy  
 Jimmy John's | (614) 854-9300 | 1039 Polaris Pkwy  
 Noodles & Co. | (614) 468-0500 | 1528 Gemini Pl  
 Panera Bread | (614) 410-6200 | 1391 Polaris Pkwy  
 Starbuck's | (614) 846-0902 | 1187 Polaris Pkwy  
 Subway | (614) 985-7827 | 8675 Sancus Blvd  
 W.G. Grinder's | (614) 436-6836 | 525 Lazelle Rd  
 Waffle House | (614) 433-0946 | 1183 Polaris Pkwy  
 Wendy's | (614) 781-0741 | 8585 Lyra Drive

### CASUAL

Applebee's | (614) 840-9092 | 1161 Polaris Pkwy  
 BJ's | (614) 885-1800 | 1414 Polaris Pkwy  
 California Pizza Kitchen | (614) 985-6304 | 1500 Polaris Pkwy  
 Dave & Busters | (614) 985-3322 | 1554 Polaris Pkwy  
 Carfagna's | (614) 848-4488 | 2025 Polaris Pkwy  
 El Vaquero | (614) 847-7326 | 8715 Sancus Blvd  
 Max & Erma's | (614) 840-9466 | 1515 Polaris Pkwy  
 Mimi's Café | (614) 433-0441 | 1428 Polaris Pkwy  
 TGI Friday's | (614) 825-1496 | 1330 Polaris Pkwy  
 Olive Garden | (614) 885-0080 | 1250 Polaris Pkwy  
 Pot Belly's | (614) 846-2745 | 1380 Polaris Pkwy  
 Quaker Steak & Lube | (614) 430-9464 | 8500 Lyra Dr  
 Red Robin | (614) 841-7708 | 1021 Gemini Place  
 Roosters | (614) 896-6460 | 1041 Gemini Place  
 Royal Ginger | (614) 846-1111 | 8591 Sancus Blvd  
 Texas Roadhouse | (614) 436-8300 | 8440 Lyra Dr

### UPSCALE CASUAL

Benihana | (614) 436-3705 | 8781 Lyra Dr.  
 Brio | (614) 410-0310 | 1500 Polaris Pkwy  
 Cheesecake Factory | (614) 848-6700 | 1566 Polaris Pkwy  
 House of Japan | (614) 781-1776 | 8701 Sancus Blv  
 Marcella's | (614) 844-6500 | 1319 Polaris Pkwy  
 Matt the Miller's Tavern | (614) 841-4430 | 1436 Gemini  
 Molly Woo's | (614) 985-9667 | 1500 Polaris Pkwy  
 Red Lobster | (614) 433-7175 | 1270 Polaris Pkwy  
 Fisherman's Wharf | (614) 431-1411 | 1611 Polaris Pkwy

## EAST OF HIGHWAY 71

(RIGHT ON POLARIS PARKWAY)

### FAST CASUAL

Burger King | (614) 898-7297 | 70 Polaris Pkwy  
 Firehouse Subs | (614) 515-5882 | 2140 Polaris Pkwy  
 Five Guys | (614) 436-5550 | 2134 Polaris Pkwy  
 McDonald's | (614) 847-4489 | 8555 Orion Pl  
 Raising Canes | (614) 847-0900 | 2085 Polaris  
 Skyline Chili | (614) 781-6370 | 8550 Orion Pl  
 Steak n' Shake | (614) 846-4141 | 1881 Polaris  
 Subway | (614) 888-9622 | 2109 Polaris Pkwy  
 Wendy's | (614) 847-0406 | 1500 Worthington Woods Blvd

### CASUAL

Blue Agave Mexican | (614) 891-6011 | 469 Polaris Pkwy  
 Buffalo Wild Wings | (614) 985-3164 | 2137 Polaris Pkwy  
 Donato's | (614) 891-6333 | 7568 Worthington Galena Rd  
 First Watch | (614) 846-2738 | 2103 Polaris Pkwy  
 Mellow Mushroom | (614) 885-6355 | 2170 Polaris Pkwy  
 Rusty Bucket | (614) 890-3663 | 400 Polaris Pkwy  
 Pei Wei | (614) 985-4845 | 2050 Polaris Pkwy

### UPSCALE CASUAL

Polaris Grill | (614) 431-5598 | 1835 Polaris Pkwy  
 Wendell's | (614) 818-0400 | 925 N. State St

### DINNER ONLY - OPENS @ 4PM

Bonefish Grill | (614) 436-0286 | 1930 Polaris Pkwy  
 (East of 71)  
 Carrabba's Italian Grill | (614) 880-2426 | 8460 Lyra Dr  
 (West of 71)

### DINNER ONLY - OPENS @ 5PM

Eddie Merlot's | (614) 433-7307 | 1570 Polaris Pkwy  
 Bar opens @ 4 (West of 71)  
 Mitchell's Steakhouse | (614) 888-2467 | 1408 Polaris Pkwy  
 (West of 71)