



PIVA is the trade association for the graphic arts industry in Virginia. We are affiliated with the Printing Industries of America and the Graphic Arts Technical Foundation (PIA/GATF), which together form the world's largest graphic arts trade association.

Since 1953, PIVA has been the advocate for the graphic arts community in Virginia. We work to meet the needs of those companies involved in the creation, production, finishing and distribution of all forms of graphic output. Our goal is to provide value through education, networking opportunities, information and advocacy. We seek to assist our members and their suppliers to grow their sales, improve their productivity, enhance product quality, and increase profits.

Membership

PIVA Membership Includes These Valuable Benefits

MANAGEMENT CONSULTING

PIVA's management hotline is a free service that provides members with answers on any industry or business-related topic. Let us save you time and trouble by doing the research and getting the answer back to you in a hurry. Members rate this as one of the most valuable services they obtain; just pick up your phone and give it a try!

- » Webinars
- » Classes
- » Online training

In addition, the Virginia Printing Foundation, a separate corporation from PIVA, sponsors scholarships for deserving students and promotes printing careers in Virginia through the Ambassadors for Print program.

INSURANCE PROGRAMS AT GROUP RATES

- » Group health, dental, and life
 - » Property and liability
 - » Auto
 - » Umbrella
 - » Long and short term disability
 - » Workers compensation
 - » Errors and omissions
 - » Employment related practices
-

SPECIAL EVENTS AND NETWORKING

One of the greatest values of PIVA membership is the chance to get to know other people in the industry to exchange ideas, overcome challenges, and share solutions among peers. The following events provide opportunities for learning, networking, and marketing your firm's abilities.

- » Best in Print awards
 - » Print Management Conference
 - » Golf outing
 - » Regional member roundtables
 - » Vendor nights
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MEMBER DISCOUNTS

- » Shop towels/uniforms (Coynce Textile Services)
 - » Xerox equipment and supplies
 - » Federal Express shipping
 - » Online job posting
 - » Resume searches
 - » Adobe software
 - » Office Max
 - » Caliper employment testing
-

MANAGEMENT AND FINANCIAL DATA

- » Ratio studies/industry statistics
 - » Wage, salary and benefit surveys
 - » Sales compensation plans
 - » Slow pay credit reporting
 - » Collections service
 - » Industry bookstore and library
 - » Best industry practices
 - » Member listing/buyers guide
-

EDUCATION AND TRAINING

For those brand new to the industry as well as for experienced personnel we offer a variety of opportunities to enhance one's background.

- » Seminars

HUMAN RESOURCES SUPPORT

- » Free online resume postings and searches
- » Best HR practices
- » Employment testing
- » Model employee handbooks
- » Job descriptions
- » OSHA and EPA assistance
- » SSN verification procedures
- » Regulation interpretations
- » Employee recognition programs

GOVERNMENT AFFAIRS

PIVA acts as the collective voice for the state's graphic arts industry and actively lobbies our legislators. We support or oppose legislation based on its potential to affect your company's operations. Through PrintPAC, we provide financial support for candidates who are friendly to your business. We monitor tax issues, employment bills, environmental matters, insurance concerns, and any other topic which can affect you. We also work with PIA/GATF's Government Affairs section to secure similar benefits on a national basis on your behalf.

COMMUNICATIONS

PIVA publishes a variety of materials to keep members updated on industry trends and news. Make Ready E-News is a weekly electronic newsletter. A printed newsletter is mailed quarterly. In addition, you will receive timely alerts with legislative or regulatory updates.

PIVA's web site (www.piva.com) is always available to you. It contains a wealth of information on industry news, upcoming events, member listings, job openings and candidates, and much more.

Visit PIVA.com today to join!

Two Memberships, One Price!



Membership in PIVA also brings you membership

in PIA/GATF, located just outside Pittsburgh. That means for ONE dues payment to PIVA you will receive a variety of free or discounted services and benefits from BOTH organizations. Together PIVA and PIA/GATF provide resources for all your business needs.

Your membership in PIA/GATF through PIVA entitles you to:

Free Benefits/Services

- » Access to the Graphics Arts Information Network (www.gain.net), the largest portal to the graphic arts world
- » Government affairs updates and lobbying on a national level
- » Economic and industry research
- » Periodic industry reports
- » Membership in the Digital Print Council, including update reports
- » Membership in S&ME (Sales & Marketing Executives)
- » Membership in PIFE (Printing Industry Financial Executives)
- » Subscriptions to GATF World and Management Portfolio magazines
- » Library and research capabilities
- » Member-only phone consultations:
 - technical
 - environmental, safety, and health
 - human relations and economics

Discounted Benefits/Services

Members receive 10-50% discounts on:

- » Buying power programs
- » Conferences
- » Bookstore publications
- » Workshops
- » Process-control devices
- » Lab services and print quality analysis
- » Consulting services
- » Product testing
- » Online and in-person training
- » Plant design and expansion assistance



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Visit our site today to join!