

SAGNY
Life

NOVEMBER



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From the Executive Director



Welcome to Fall. SAAGNY hosted its annual Fall Showcase on Tuesday, September 26, at Teaneck Marriott at Glenpointe. The show attendance was brisk and included new members (Welcome!) and old (Thank you for your support!). We hosted a Meet N' Greet the evening before the Showcase in the Glen Bar in the Teaneck Marriott – that was very popular and afforded exhibitors and attendees staying in the hotel and who live close by an opportunity to chat and get to know one another in a relaxed atmosphere. Show day began with an education presentation by Paul Bellantone, President, PPAI and Mary Jo Tomasini, Chairman, PPAI. Their discussion was entitled – Success in an Era of Transformation.

Twelve Past Presidents of SAAGNY gathered with some current board members for an evening of camaraderie, dinner, and sharing stories from the past. This was the second Annual Past President Dinner held in New York City. These personalities helped shape SAAGNY into the rich organization it is today. Through the reminiscing, laughs, and stories those that could not join us, were there in spirit.



From the Executive Director



It is Awards Season at SAAGNY. Choose the winner – Distributor, Supplier, and Humanitarian of the Year and many more. Vote Today! Winners will be announced live at the SAAGNY Holiday Party on Wednesday, December 6.

Please make sure to visit the SAAGNY website today for the most up-to-date industry news, photos, social media links, and much more!

Make sure you login to your profile and update your contact information so fellow SAAGNY members can find you in our online membership directory which is exclusively for SAAGNY members.

Any questions – do not hesitate to reach out!

Best,
Donna-Jean

Awards Season



It is time to honor the Best of the Best!

Distributor of the Year
Supplier of the Year
Supplier Sales/Factory Representative of the Year
Customer Service Representative of the Year
Multi-line Representative of the Year
Distributor Company Technology Award
Supplier Company Technology Award
Humanitarian of the Year Award.

**Winners will be announced and awards will be presented at the
SAAGNY Holiday Party and Awards Presentation
Wednesday, December 6
Glen Island Harbour Club
New Rochelle, NY**

Remembering John Pagano

As his family announced the passing of John Pagano, CAS, the promotional industry took time to pause and remember a friend, a mentor, and a larger than life personality whose presence cannot be replaced.

John began his career after college at Latama Inc., which he left to form JAC Marketing. He will best be remembered as one of the northeast's most well-known and respected multi-line representatives. His storied career covered many years and many miles, and ultimately lead his enshrinement in the SAAGNY Hall of Fame.



His family has been overwhelmed by the remembrances and words of support and kindness...many tinged with tears and even more with humor. John's no-filtered approach to speaking his mind might have raised a few eyebrows over the years, but people always knew where they stood with him. When she learned of John's passing, Eileen Lynch of Bic Graphic said, "May he rest in peace – but he is probably telling God a thing or two".

Perhaps it was his outspokenness that lent itself to his becoming such a renowned mentor and friend to so many people. Whether you wanted it or not, John was at the ready with constructive criticism and helpfulness. Mike Schenker, now of GCPPA, remembers how, when John was a multi-line rep working with him, he would critique Mike's presentation, clothes, shoes...all for what Mike believes was his ultimate betterment.

John's personality might have only matched by his personal style and flair. Ike Haskins, a former industry supplier rep, remembered, "He would always straighten my tie and say, 'Now you're ready...go get'em Ike'. I know there is an angel in heaven straightening his wings saying, 'Now you're ready...go get'em John'".

John's status was never in question. Christine Lovell of ASI said, "John was a rock star in our industry and a person that was loved by everyone. His smile was infectious and he will be missed". Former industry supplier Rick Friedman remembered, "We traveled together for three to four months a year. I have such vivid memories of those great times. An awful lot of my younger life was spent being schooled and taught by (John)".

John Pagano will be remembered for his legacy of greatness, warmth, humanity and professionalism. He leaves behind his wife of 25 years, Laura, and his daughters Patty, Francesca and Catherine, as well as their spouses and children, and an entire industry who will remember his grace, style and personality.

Funeral services were held privately. The family requests that, in lieu of flowers, donations be made to the St. Jude Children's Research Hospital.

Remembering John Pagano



Leader, great rep, best dresser, lover of cars, mentor, gentleman and friend. These are all words used to describe our friend John Pagano on the occasion of his untimely passing. As a leader within SAAGNY John was responsible for hiring the first management team, the first attorney and the first accountant to get SAAGNY on track for the future. Many of the systems that John and his board of directors started are the backbone of SAAGNY today. John was inducted into the SAAGNY Hall of Fame in 1989 for his tireless work on behalf of SAAGNY.

In the early 80's John was one of the multi line reps that started NERA (Northeast Rep Association) the very first traveling showcase for multi line reps to go out and set up mini trade shows in multiple cities to bring in distributors to showcase the products of the suppliers each rep was representing. This successful format continues in the Northeast and now around the country.

Joel Schaffer, MAS recalls he first met John when he (John) worked with his brother-in-law Sam at Latama in the 1970's. All along their 40 year friendship, John and Joel debated the industry, the people, the future, etc. John had his opinion and had a better grasp on the reality of the special industry than most others. His knowledge, his sales skills, his marketing savvy and his very presence made everyone take note that he was a very special person. John was the most forceful advocate for what he believed in and would not go down easily. That's what made him a "force". He was a great guy who loved his kids, his wife, his clothes and his wine. Wine and women, how befitting. He would often open his "attaché case" and whip out his 8" X 10" studly glossy ready for his shot on the runway or in Hollywood. He didn't make it there, but he is among the stars and probably now organizing some kind of a dinner at an Italian restaurant in the sky.

Of course, we know John also loved his golf, he only let Joel play with him once and that was enough for him. Joel is sure that even though didn't get to finish all 18 down here, he probably already has a game going up there.

His friend Gail Deutchman, MAS recalls John as a great mentor and friend. In her early days in the industry John sat with Gail to teach her the products, learn the catalogs and brainstorm for upcoming presentations. In 30 years of knowing him, John always returned Gail's phone calls, assisted with ideas, concepts or factory resolution when necessary. John and his wife Laura attended many events with Gail and her son Matthew, only missing Matthew's graduation because John was celebrating his grandson's birthday.

Ellen Bernstein recalls that John was one of the first industry people she met and she was instantly impressed. From his days as a rep, being impeccably dressed, to the baseball games at The Concord, to the SAAGNY Foundation golf tournaments and of course, always letting his opinions know, John was unique.

While he might not have known John as well as some, Jonathan Riegel knew him well enough to know that he was passionate about most things he took on, be it the industry in general, SAAGNY, the companies he worked for and perhaps most especially his family.

Remembering John Pagano



Jonathan doesn't recall a conversation with John where he didn't somehow work in a story about one of his daughters or the grandkids. John was one of the few that always called him Jonathan and it always sounded like he was about to get scolded, being on the wrong side of a debate with John was never a good place to be. He was never afraid to share his opinion, letting you know when you were wrong.

Fellow multi line rep Nick LePore recalls John always having a smile on his face when they talked. Even when you would see him walking around a show, his mannerism was always positive. He was always there to help if you needed it and was always available to answer any questions even if you thought they were dumb ones. He never took advantage of you but was always willing to help. He will be missed.

Neil Kirschner recalls a story about his early days in the industry and what a gentleman John was. John and Laura were quick to reach out to Neil at his first road show. Neil was at the elevator when the doors opened and he saw this tall white haired good looking man giving a kiss to this petite woman. Neil thought that he was getting into a "very friendly" industry. Of course, he learned very quickly that the loving couple was actually happily married. He introduced himself to them and explained his ignorance of what he was supposed to do at his first show, where to go, and where to set up. At that point John asked Neil what he was doing for dinner and invited him to join them. What Neil didn't know at the time was that John only liked the best restaurants and wines. Luckily he had an expense account! Looking back, Neil can truly say John and Laura were his first friends in the industry.

Alan Baker, an upstate NY distributor, recalls John as a true gentleman and the best presenter in the industry. Watching him describe products and case histories for those products was like watching a great painter create a work of art on a canvas. With each brush stroke it was a masterful thing to experience. Alan always looked forward to John visiting him in Albany and their meals at Caffè Italia.

Long time friend Brad Adolph shared his thoughts on John, a wonderful man who always treated him with kindness and affection. In the early 80's John and Brad were on their first trip together working for Key industries. They shared a suite together, (John in the bedroom and Brad on the coach) as the lights went out Brad heard John say "goodnight sweetheart". As described by many, John was very fastidious in the way he dressed and Brad remembers John critiquing him for wearing winter loafers with golf shorts at the recent SAAGNY golf outing in June.

Recounting comments made by one of John's daughters at his funeral mass, even though there were 4 women in their household John took longer to get dressed and groomed than the woman did and had more products for hair and skin than they did.

Mark Your Calendar



Visit Our Website For The Most Up-to-date List Of Events And Programs.
We Are Always Adding New Offerings!

SAAGNY Webinars
November 16

SAAGNY Showcases

Winter Showcase - February 1
Crown Plaza Suffern

Meet N' Greet
January 31

Summer Showcase - May 22

Fall Showcase - September 26

SAAGNY Events

December 6
Holiday Party, Glen Island Harbour
Club

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SAAGNY Member News

MasterCast Ltd. completes the integration of the Amcraft product line.

When Amcraft was purchased by MasterCast Ltd. in 2016, it remained an independent selling division. Now Amcraft has been fully integrated into MasterCast and will use the parent's PPAI #, ASI # and SAGE #. Amcraft products will continue to be searchable through SAGE and ESP under either Amcraft or MasterCast line names.

Marken Industries, MasterCast Ltd.'s other selling division, will continue with its own independent listings in SAGE and ESP.

Orbus Recycles 77% of Total Waste Year to Date & Partners with Donco Recycling Solutions for Cardboard Core Recycling

Marken Industries, MasterCast Ltd.'s other selling division, will continue with its own independent listings in SAGE and ESP.

Woodridge, IL- October 2, 2017: Orbus Exhibit & Display Group, one of North America's leading trade suppliers of display, exhibit and event solutions is pleased to announce that year to date it has recycled 77.3% of its total waste. To help in the continued recycling efforts, Orbus recently partnered with Donco Recycling Solutions to recycle cardboard cores left over after the company's dye-sublimation printing process. Orbus prints over 26,000 sq. ft. of display graphics each day, resulting in a large quantity of leftover cardboard cores from the rolls of paper used in the dye sublimation printing process. The size and weight of the cores made it difficult to find a suitable recycling situation.

Since May 2017, Orbus has recycled over 180,000lbs of cores, which have been turned into book covers, board games and boxes. Donco Solutions is conveniently located to Orbus' Woodridge facility, allowing for easy pick up. Once picked up, the cores are brought to a waste paper plant or paper mill to be repurposed. Orbus is pleased to have found a partner in Donco, and looks forward to a continued partnership with them.



Step 1: Cores are taken from Orbus.



Step 2: Cores are shredded into usable materials.



Step 3: Cores are repurposed into boxes, board games, paper and more.

SAAGNY Member News

“This partnership is a win-win for everyone involved,” said Donco President, David Mendelson. *“Orbus is able to maintain its environmentally friendly policy and Donco was able to open up a new market that will hopefully open other opportunities moving forward”.*

As a company, Orbus places continuous focus on environmental protection recycling and reducing its carbon footprint The partnership with Donco to recycle the leftover cores is the latest of the company’s efforts Certified under the ISO 14001:2004 standard,Orbus is recognized as having the highest level commitment to environmental protection

Orbus Reaches 400 Full-Time Employees Milestone

Woodridge, IL-September 5, 2017: Orbus Exhibit & Display Group®, one of North America’s leading trade suppliers of display, exhibit and event solutions is pleased to announce that the company has reached a milestone of 400 full-time employees between its Woodridge, IL and Las Vegas, NV facilities. Of the 400 full-time employees, 76 have been hired in 2017. This achievements help Orbus continue to maximize its production potential and ensure optimal quality and project turnaround time for its clients as well as continuously expanding service to clients



Rosalind Molina
Art Coordinator



Francisco Cordova
Shipping



Robert Bolos
Shipping



Logan Barnes
Production Associate



Chris Snyder
Sales



Katharyn Bryant
Sales



Vincent Van Exel
Web Development



Maria Zepeda
Sewing

SAAGNY Member News

Orbus' staff consists of 369 employees in Woodridge, IL and 31 employees in Las Vegas, NV. Departments that have seen the most recent additions of personnel include sewing, wood working, metal fabrication and sales. As Orbus' graphic and production capabilities increase, staff in those departments have added support

"Orbus' many achievements over the past 16 years are made possible our talented and ever expanding family," said Giles Douglas, CEO & President of Orbus. *"As Orbus continues to expand our capabilities and offerings, we look forward to seeing continuous growth and staff additions."*

About Orbus

[Orbus Exhibit & Display Group](#) is a market-leading, privately owned group of companies that specialize in the manufacture and trade only supply of portable modular and custom modular exhibit and display products, graphics and solutions. Companies and brands within the group include [Orbus365®](#), [SignPro Systems®](#), [Origin®](#) and [Nimlok®](#).

Orbus is a proud member of the ISA, SGIA, ASI, PPAI, UPIC, SAGE and EDPA; the company boasts G7 Master IDEAlliance certification and is registered to ISO 9001:2008 for the highest manufacturing quality standards and ISO 14001:2004 for its environmental management system and "green" efforts.

Orbus' supply and manufacturing facilities reside in Woodridge, IL and Las Vegas, NV. For more information, visit www.orbus.com.

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SAAGNY Members On the Move

David Katseff, President and CEO of **MasterCast Ltd.**, announced that Joshua Katseff was recently elected Vice President of **MasterCast Ltd.** and he continues as General Manager of all selling divisions. Patti Quinn continues as National Sales Manager and will be helping distributors with MasterCast, Amcraft and Marken product lines.

PRIME LINE® ENHANCES AND ADDS TO SALES & CUSTOMER SERVICE TEAMS

With the continuing growth of both Prime Line® and Jetline, Prime has made some changes to sales territories to better serve customers including the hiring of Madison Mastro to provide sales support in the mid-Atlantic region.



Mastro will work in concert with Jon Granek to provide a higher level of service to accounts in the territory, which spans from New Jersey to northern Virginia. She is available for sales calls, ideation and regional shows.

The company also increased customer service personnel by 20% in both in Gaffney, S.C. for Jetline and Bridgeport, Conn. for Prime to ensure the highest levels of service.

Prime Line® has been a leading promotional products industry supplier since 1980 and is headquartered in Bridgeport, Conn. It is a founding member of the Quality Certification Alliance (QCA) and has an industry leading focus on product safety and regulatory compliance. In 2016, Prime acquired Jetline, which is now known as Prime's value line. For more information, visit primeline.com and jetlinepromo.com.

MAC Specialties, Inc. is pleased to announce that effective September 5, 2017, Maria D. LaFichi will be joining MAC Specialties as Vice President of Sales. Maria brings over 40 years of industry experience to our company, most recently as Executive Vice President for Zenith Promotions, a position she held for 20 years.

In addition to sales, Maria will assist in new product research and development as well as marketing, catalog and web development. We are excited to have her on board and encourage you to contact Maria via email: sportpromaria@gmail.com to help welcome her to her new position! She is looking forward to hearing from the too-numerous-to-mention industry relationships that she has developed over the years, and is eager to assist you with our fabulous line of products!

SAAGNY Members On the Move

Hub Pen Recognizes Multi-Line Rep Scott Schaefer

Veteran promotional products sales representative Scott Schaefer joined Hub Pen as a multi-line sales rep in 2010 representing his native Upstate New York as well as Western Pennsylvania and later the entire state of Pennsylvania.



He started his career in 1998 with promotional products distributor Ribaud & Associates, going on to become an award winning independent multi-line sales rep. He was voted Multi-line Rep of the year by TRASA, the Three Rivers Advertising Specialty Association which serves Pittsburgh and the surrounding tri-state area Western Pennsylvania, eastern Ohio and West Virginia.

Since joining Hub Pen, the company has recognized Scott as Hub Pen Sales Rep of the Year two times. "It's been a pleasure to represent Hub over the years," says Schaefer.

"My customers love Hub's quality and great customer service!"

"Scott Schaefer was one of the first multi-line reps we formed a relationship with. He is a consummate professional, and his creativity and drive to exceed expectations never ceases to amaze me," says Dan Broudy of Pittsburgh distributor Clayton Kendall. "He represents what the industry is supposed to be about. Partnering with great vendors to grow your company and exceeding client expectations."

"I love representing a company that makes me feel like part of the family," Scott says about Hub. "Since Beacon Promotions has joined the family, I've experienced the same feeling and I very much look forward to educating my customers about the Beacon experience." Scott and his wife Sue were both born and raised in upstate New York. They reside in the Finger Lakes region with their two children.

Beacon Promotions Hires Lori Pietz as Customer Care Representative.

Beacon Promotions, Inc. has hired Lori Pietz as a Customer Care Representative. Lori will be handling accounts in New Mexico, Oklahoma and Texas.

Lori is originally from the Twin Cities, but has lived in New Ulm for the past 17 years. She was most recently an educator for 14 years and prior to that worked in Sales and marketing for an Accounting Software reseller. Here's what Lori has to say about her first few weeks at Beacon. "The people at Beacon are all very friendly, patient, helpful and willing to assist colleagues to meet our customer's needs. Every day is an adventure in which I am learning and discovering more about our product offerings. I really enjoy talking with our customers and find great satisfaction in working with them and providing assistance."

SAAGNY Members On the Move

Lori and her husband Rob have two children who are both nearing the end of their college careers. Lori enjoys going to outdoor music and arts festivals, gardening, cooking, and reading. Although she and her husband are “empty nesters”, they have recently refilled their nest with 6 hens that provide them with lots of entertainment and delicious eggs daily!

Customer Care Manager, Carrie Forstner, says “Lori demonstrates her professionalism and knowledge of the promotional products industry in all that she does. Customers are sure to enjoy the thoroughness and excellent customer care she provides.”

About Beacon; we are a multiple Star Supplier Winner with a great reputation for service. Our customers have rated us “A+” on the SAGE rating system and 5 out of 5 stars on ESP. Beacon offers a wide selection of products, such as: Calendars, table covers, housewares, tools, techie, auto, highlighters and Name badges. You will also find premium leather products in our Canyon Outback Leather line and Name Brand products for executive gifts and incentives. For more information on Beacon, visit our website at beaconpromotions.com or call customer service at 800-628-9979.

About HUB; Boston has been described as the “Hub of the Universe” and in the Hub Pen story the same holds true. From Frank and Rita Fleming’s humble beginnings in Boston in 1954 to the 100 million pen annual operations of today, Hub Pen has grown to serve an ever -increasing national and international market.

WHAT IS GET IN TOUCH!?

The Get In Touch! campaign is a five-year and multi-million dollar, industry-wide initiative encouraging advertising buyers to recognize the power of promotional products and allocate a larger share of their marketing dollars to the promotional products industry.

The primary goal of Get In Touch! is to increase awareness and enhance the overall perception of the promotional products industry.

WHAT ARE THE GOALS?

Get In Touch! with you, the promotional consultants. This campaign will help position you as experts in the promotional products industry.

WHY "GET IN TOUCH!"?

Get In Touch! with your consumers. Promotional products touch the people who receive them.

WHY PROMOTIONAL PRODUCTS?

We are arming our members with tools to help understand and spread the message including advertisements, social media graphics, talking points and more.

GET IN TOUCH!
ADVERTISING THAT LIVES ON

GET IN TOUCH! CAMPAIGN OVERVIEW

WHAT IS GET IN TOUCH!?

Promotional products are an advertising medium like no other. The Get In Touch! campaign is a five-year and multi-million dollar, industry-wide initiative encouraging advertising buyers to recognize the power of promotional products and allocate a larger share of their marketing dollars to the promotional products industry. The campaign's tagline, ADVERTISING THAT LIVES ON, asks the viewer to consider that the use of promotional products in marketing communications, has the opportunity to last far longer than any other medium.

This campaign was originally conceived by the PPAI Chairman's Roundtable work group, and is the culmination of a year's worth of hard work by an assortment of PPAI staff, members and volunteer groups, including the PPAI Board of Directors, the PPAI Industry Branding Initiative Advisory Group and the PPAI Public Relations Advisory Group.

WHAT ARE THE GOALS FOR GET IN TOUCH!?

The primary goal of Get In Touch! is to increase awareness and enhance the overall perception of the promotional products industry, however, PPAI also aims to direct a larger share of advertising dollars to the \$20.8 billion promotional products industry.

WHY, "GET IN TOUCH!?"

Promotional products are more than just ads. The Get In Touch! campaign is a consumer cry for advertisers to break through the everyday noise of traditional and digital advertising to get in touch with consumers in tangible, useful, creative and meaningful ways. In an ever-increasing digital world, we needed a message that focuses attention on the tangible ability of promotional products to touch not only the hands, but also the hearts of consumers.

HOW DOES THE GET IN TOUCH! CAMPAIGN STRATEGICALLY AND COMPETITIVELY POSITION PROMOTIONAL PRODUCTS WITHIN THE ADVERTISING INDUSTRY?

The Get In Touch! campaign positions promotional products through a variety of tactics. We are arming our members with tools to help understand and spread the message including advertisements, social media graphics, talking points and more. In addition, PPAI is working with influential trade publications and will implement an on-the-ground campaign at Advertising Week.

GET SOCIAL.

One of the easiest ways you can support the campaign is to share the resources and talk about it on social media. Make sure to always use the hashtag #GetInTouch when you post and feel free to share directly from PPAI's social channels.

GET IN TOUCH! INTENTIONALLY HAS MULTIPLE IMPLICATIONS:

- 1 Get in touch with information we're sharing – promotional products are proven winners for advertisers.
- 2 Get in touch with a promotional products consultant.
- 3 Get in touch with your consumers. Promotional products touch the people who receive them.

GET IN!
TOUCH!
ADVERTISING THAT LIVES ON

Powered by PPAI & You

SAAGNY Social Media Information

SAAGNY

Let's Be Friends! On Social Media



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Available in Orange

new



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Available in Pink

new



new

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with Epoxy Dome

Available for PL-3884,
PL-3850 and PL-3859

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Please contact your Prime Regional Sales Manager for more information.



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Regional Sales Manager
jgranek@jetlinepromo.com
Cell: 845.304.5888

Madison Mastro
Regional Sales Manager
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Promotional Products Industry Benefits from PPAI Government Relation Action Council Efforts.

• Published on August 31, 2017

Each year PPAI spends makes a significant of time and financial resources to ensure the health and success of the promotional products industry through Government Relations. In 2016, **PPAI began efforts to educate the industry and government officials on the danger of the proposed Border Adjustment Tax (BAT).** Each year



for the past 7 years, PPAI members have visited DC as part of PPAI LEAD (Legislative Education and Action Day) and developed strong relationship with elected officials. This year as in the 6 previous years, hundreds of industry participants contacted government officials while 80 industry volunteers went to Washington DC and made personal visits.

While several topics are discussed each year, **the BAT was at the topic we spent the most time discussing while in Washington DC in 2017.** Over 200 individual meetings were held where we laid out the number of industry jobs at risk as well as the greater risk to the overall American economy. Using very detailed information provided by PPAI, we were able to convincingly demonstrate the downside to the proposed BAT.

The Border Adjustment Tax would require American importers to pay taxes on the sales of their foreign-made inventory, but would not allow them to deduct the cost of that inventory. This would increase what American companies must pay the government on imports by up to 20 percent. Meanwhile, the plan would not tax U.S. companies' earnings on exports. Bottom line, this means consumer prices for all imported goods go up including, promotional products, automobiles, food, and everything in between.

As powerful as PPAI volunteer meetings and letters were, PPAI wanted to send an even stronger message. That is why PPAI joined forces with Americans for Affordable Products (AAP), a coalition organized in January by the National Retail Federation. AAP eventually grew to include 600 companies and associations including PPAI.

Some touted the border adjustment tax as a buy-American initiative and a revenue replacement plan that would allow them to cut the U.S. corporate tax rate. PPAI opposed the border adjustment tax because it would force companies and individuals to pay higher prices on everyday items. Distributors and suppliers would have had to pass the cost increases, due to the BAT, along to customers causing higher prices and less consumption.

Members of Congress want to hear from their constituents and the efforts of PPAI members volunteers made the difference. These volunteers are all backed up by a group of dedicated individuals who serve on the PPAI Government Relations Action Council (GRAC). *GRAC is focused on government relations and to serve as a volunteer group to assist the efforts of PPAI and the regional associations in influencing legislation and regulations affecting the promotional products industry at all levels of government.*

Promotional Products Industry Benefits from PPAI Government Relation Action Council Efforts.

• Published on August 31, 2017

PPAI Government Relations Action Council Members include:

- Myself – Dale Denham, MAS+, Geiger, Chair
- Rick Brenner, MAS+, Logical Advisors
- Cami Chandler, Gibco
- Nick D'Eramo, Triple Stitch
- Eric Ekstrand, MAS+, HALO Branded Solutions
- Dana Floyd, SAGE
- Tom Goos, MAS, Image Source
- David Hawes, MAS+, Geiger
- Peter Hirsch, MAS, Hirsch Gift
- George Jackson, George Jackson Promotions
- Michele Jennrich, MAS, Michele Jennrich
- Dale Limes, MAS, HALO Branded Solutions
- Chuck Machion, ASI
- Joseph Miller, AIA/Logotools
- Mitch Rhodus, CAS, HALO Branded Solutions
- Mary Jo Tomasini, MAS, Competitive Edge, Chair
- Anne Stone, PPAI Staff Liaison
- Maurice Norris, PPAI Staff Co-Liaison
- Cliff Andrews, CapCity Advocates
- Paul Bellantone, CAE, PPAI Staff
- Melissa Weber, PPAI Staff

PPAI will be hosting LEAD again in 2018 in Washington DC May 16 & 17th 2018. In addition, PPAI and GRAC will be supporting several LEAD local events throughout the country in 2018. You can see more about important Government Relation topics and get involved by visiting <http://www.ppai.org/advocacy/legislative-action-watch/>

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- Order entry
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- Virtuals
- Sample orders



Scott Nussinow, MAS

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President

☎ 443 798 1790

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Save The Showcase Dates



Breakfast: 8:45 a.m.
Pre-show Education: 9:15-10:15 a.m.
Trade Show: 10:30 a.m.- 3:00 p.m.

Crowne Plaza Hotel
3 Executive Blvd.
Suffern, NY 10901



Trade Show: 10:30 a.m.- 3:00 p.m.
Lunch: 11:30 a.m. – 1:30 p.m.

Metropolitan Pavilion
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Tuesday, May 22, 2018



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