

## Postal Reform Bill Signed Into Law

*“PIA applauds the White House for enacting this important legislation that will allow the “mailing economy” - of which printing is a prime sector - to thrive in years to come. The mailing economy employs almost nine million workers and represents nearly nine percent of the nation’s GDP. This legislation will allow the mailing community to plan for affordable, predictable rate increases, while also bringing modern, post-Internet era management efficiencies to the US Postal Service. PIA thanks President Bush for signing meaningful, comprehensive postal reform into law.”*



Michael Makin  
President & CEO  
Printing Industries of America/  
Graphic Arts Technical Foundation (PIA/GATF)

On December 9, 2006, Congress passed H.R. 6407, the Postal Accountability and Enhancement Act, approved by both the U.S. House of Representatives and the U.S. Senate in the final hours before both chambers adjourned the 109th Congress.

The legislation, which **provides a 10-year postal rate cap mechanism and creates new management efficiencies at the United States Postal Service (USPS)**, was signed by President Bush December 20th 2006.

H.R. 6407 marks the first major legislative overhaul of the USPS in three decades. The overhaul calls for a ten-year cap on postal rates and the tying of those rates to the Consumer Price Index. **Capping rates is key to providing businesses, including printers, affordability and predictability in relation to postage increases.** The legislation also provides financial reforms to enable the USPS to better meet its employee benefits obligations and management reforms designed to improve service performance and create efficiencies within the organization.

**PIA co-founded the Coalition for a 21st Century Postal Service, a diverse group of industries and labor that led the charge for passage of postal reform legislation.** Passage of comprehensive postal reform legislation was PIA’s number one legislative goal this Congress.

## OSHA Local Emphasis Program (LEP)

The Occupational Safety and Health Administration (OSHA) in St. Louis recently released a **Local Emphasis Program (LEP) covering companies in eastern Missouri and will impact selected PISTL members.** This LEP will concentrate on areas relating to electrical safety and the standards found in 29 CFR 1910 Subpart S.

According to the documentation released from OSHA, the inspections will be partial in nature and **focus on areas where electrocution, shock or fire hazards may occur and will include lockout/tagout, panel breaker boxes, permanently installed parts of electrical systems and “plain view” violations that may exist.**

Companies directly impacted by this LEP should have or will receive a letter from OSHA announcing the LEP. Our experience

in Region VII and specifically Missouri is that they will make a conscious effort to visit many of the companies that were sent letters. **You should assume they are coming to visit in 2007 if you received one of these letters!** OSHA may also select several non-LEP target companies to visit in 2007.

While on-site, OSHA can expand the inspection based on conditions observed while looking at the specific areas covered by the LEP. That means, if other violations are observed in plain view, you could be cited and fined for these violations as well!

**Fortunately there is help.** Your workers compensation insurance carrier’s loss control department can send in an inspector to help you identify physical hazards. Also, **PISTL has the availability of an OSHA compliance specialist who can provide an inspection**

**and program review at your request.** In addition, The State of Missouri has a free OSHA consultation program as well.

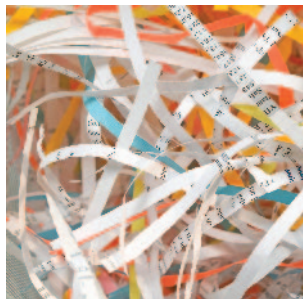
### HOT NEWS

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# FREE Waste Audit Can Help Your Bottom Line



When it comes to waste generated from your company's production areas, it is usually classified into two categories - trash and recyclables. This waste and the cost associated with its removal are often considered a necessary expense of doing business. As such, it is usually overlooked when performing cost and revenue analysis. Yet why overlook any recurring expense, even necessary expenses like trash removal?

**At PISTL, we can help you analyze your trash and recyclables by providing a Waste Audit at no cost to our members.** A Waste Audit can provide you with invaluable information that may improve your recycling revenues as well as lower your costs by increasing your understanding of how the trash industry works.

Do you know what type of trash service you have? Is your company serviced with a front loader or a 40-yard compactor? How often do you receive service? Do you know the weight per pick up? How about the breakdown of your trash? These are just some of the questions a Waste Audit will answer.

A Waste Audit will also provide you with answers and suggestions. For instance, did you know many types of plastics can be recycled economically especially if you are already recycling. These plastics include stretch film, clear plastic as shrink wrap and HIPS. And, what about paper? Just by making certain your paper is properly graded can make a huge difference. Often with minimal effort a printer can upgrade a coated grade to an uncoated white grade - and double the revenue! And, in some cases, just by changing the way a company is serviced may increase revenue.

*Let PISTL help you! For a FREE WASTE AUDIT please call Brenda Moore at 314-962-6780 x218.*

## PISTL Member News

**Advertisers Printing Company, Inc.** recently earned **Forest Stewardship Council (FSC) Certification**, making them the only area printer to receive this recognition. Becoming certified was no walk in the woods. The **FSC** is an international network to promote responsible management of the world's forests. Congratulations and thanks for helping to preserve our natural resources.

**Anheuser-Busch Graphic Communications**, the company's full-service printing and mailing group, was **awarded a Benny, the highest honor in the 2006 Premier Print Awards**, for submission of their 2005 Holiday Greeting Card collection. The Premier Print Awards, hosted by the Printing Industries of America/Graphic Arts Technical Foundation (PIA/GATF), is recognized as the graphic arts industry's largest and most prestigious international printing award competition.

### 2006 PIA/GATF Best Workplace in the Americas

A total of 55 graphic arts companies were recognized as recipients of the 2006 Best Workplace in the Americas awards by the PIA/GATF Human Relations Department.

A team of graphic arts industry experts evaluated questionnaires filled out by the participants.

A total of 19 companies received Best of the Best honors, while 36 earned the Best Workplace award.

#### 2006 Best of the Best Category

Medium Size Companies (101-250 Employees)

#### Commercial Letter, Inc.

#### 2006 Best Workplace Category

Small Companies (Under 100 Employees)

#### Kohler Print Group

**WE APOLOGIZE** In our November/December 2006 issue of PISTL SHOTS on page two, listing Associate Members, **xpedx** was inadvertently omitted from the bottom of the list due to a production error. We sincerely apologize for this error, your membership is important to PISTL.

## Rebalance Your Portfolio in 2007

*John Moynihan,  
Diversified Financial Advisors, L.L.C.*



**Happy New Year!** Last year provided us with one of the best investment returns in recent memory, a pleasant surprise to most of us. Now would be a great time to rebalance your portfolio and reposition the gains that you made last year.

No one knows whether the stock market will go up or down from its current high. We are however, certain that it will not stay at this level. When the market provides you with gains it is always a good time to rebalance your portfolio. Don't wait for the market to go back down to contemplate whether your investment allocation was too risky.

Do you know how much money you have in stocks versus bonds, international versus domestic or large company stock versus small? Why are your investments allocated the way they are and is that still appropriate?

There are many questionnaires available to help you determine your investment mix. If you are interested in an investment profile, e-mail me at [john@dfcadvisors.com](mailto:john@dfcadvisors.com) and I will forward one to you.

Once you have determined your allocation mix you need to keep up with it to make sure you rebalance it regularly. Most 401k plans have some sort of automatic rebalancing that will keep your allocation in line for you. I suggest that you set up auto balancing two (2) times a year. If you have automatic rebalancing that does NOT mean you can completely ignore your allocation, you need to review it at least once a year to take into account personal and stock market changes.

**Simply remembering the old adage SELL HIGH and BUY LOW doesn't help, you need to take action.**

*Securities offer through Mutual Service Corporation, SIPC and NASD*

**ASSOCIATE MEMBERS:** Advance Presort Service • Cass Commercial Bank • Central Paper Stock Co. Inc. • Chesterfield Media Group Inc. • Color-Art Integrated Interiors • Conner Ash P.C. • Corporate Claims Management • Daniel and Henry Company • Diversified Financial Advisors, L.L.C. • Fujifilm Graphic Systems USA • Gallop, Johnson & Neuman L.C. • Ganim, Meder, Childers & Hoering • Heidelberg USA Inc. •

## ROLLER GLAZE

Ken Rizzo, Director PIA/GATF Consulting Resources Group,

**Color variation is one of the single greatest causes for customer complaints and rejections.** The act of maintaining ink and water balance on press is arguably the press operator's main responsibility. However, it has been discovered over the past decade that roller glaze is one of the major causes of ink and water balance problems.

Inks can pick up more than 50 percent their weight in water during offset lithographic printing. The fountain solution chemistry will dry and be trapped within the rollers' fibrous valleys. The water in the ink will quickly be drawn to the trapped fountain solution's gum and wetting agents and accumulate on the roller's surface.

The result is ink rollers that become water-receptive, interfering with ink transfer from the fountain to the sheet. Depending on the severity of glaze on the rollers, the magnitude of color variation can range from slight density shifts to over 20 densitometer point changes every 200–300 sheets.

The different types of roller glaze include:

- Water-Soluble Glaze
- Aqueous Glaze
  - Paper fiber and fountain solution chemistry
- Solvent-Soluble Glaze
  - Ink Pigment: *trapped ink pigments*
  - Ink Vehicle: *hardened residual ink vehicle*
  - Leeching; *rubber plasticizers*
- Non-Soluble Glaze
  - Salt Glaze: *calcium carbonate in water, certain ink pigments (red), paperboard coating, and magnesium salts from ink driers that harden in the roller fiber surface*

**Maintaining the rollers is an essential part of “Critical Care” for the printing press:**

**Roller Maintenance** has become an extremely important issue within the printing industry today. Many printers are realizing that maintaining roller settings and keeping rollers in good condition is essential to quality printing and minimizing spoilage and waste. Roller cleaning is now more important than ever. The higher speeds that presses run today

require higher amounts of ink and fountain solution to be fed to the plates.

**Roller Wash Solvent** removes solvent-soluble particles like ink pigments, vehicles, and alcohol substitutes. However, it does not remove water-based or insoluble particles. This will result in locking in solvent-soluble particles.

**Water** removes water-soluble gums, surfactants, coatings and paper dust. Water has no effect on insoluble and solvent soluble materials. However, due to higher flash points and slower evaporation rates of roller washes today, clean warm water should be applied to the rollers as the last step of every roller rinse to help remove residual solvent from the rollers.

**Non-Soluble Contaminant Roller Cleaners**, also known as deglazing and calcium removal agents, are designed to absorb the non-soluble contaminants (calcium and magnesium salts) so they can be removed with roller solvents and water. Depending on the cleaner, they can be applied to the rollers after roller rinses and before a shutdown.

## DEAR BRAD:

*One of the benefits of membership is the technical expertise Brad Evans, Senior Research Lab Coordinator at PIA/GATF. Brad discusses common production problems and issues. He has twenty-five years of experience in the industry and regularly consults on paper and ink interactions. He is frequently called upon as the contributing paper and ink specialist for industry publications and has served as an expert witness in court on issues related to paper and ink.*

## COATINGS

Brad Evans, Senior Research Lab Coordinator, PIA/GATF

Q) Our aqueous coating is blocking in the delivery pile. What is the maximum delivery pile temperature to assure that the aqueous coating will not block? A) **The general rule is no higher than 90°F. Some printers will run 90°F on the first side, then run the second pass at 85°F.**

Q) We recently U.V. coated and now notice small pinholes in the surface of the UV coating. What caused them? A) **This could be caused by solvent escaping through the U.V. coating before it is cured due to the heat of curing. We have found that in the laboratory, when U.V. coating is applied over spray powder, the coating has a tendency to back away from the powder particles.**

## FORKLIFTS - Enclosed Areas and Carbon Monoxide

Rick Hartwig, Environmental Health and Safety Specialist at PIA/GATF/

**Forklift operation and maintenance...**When propane, diesel, or gas-powered forklifts are operated in enclosed areas or areas with restricted ventilation, the potential for carbon monoxide (CO) build-up is increased. This is especially true during the colder times of the year when normally open bay doors and shop windows are closed. When these conditions exist and poorly maintained or older forklifts are being used, the CO levels can be even worse. Printers should always **perform regular maintenance for all powered forklifts**. Also, try limiting the operation times of these forklifts in any enclosed areas AND make sure you **monitor CO levels by using CO alarms and employee CO badge detectors**.

## Is Your Form Ready? 2007 – OSHA 300A

Most employers, with few exceptions (e.g., 10 or fewer employees during all of 2006), **must post their OSHA 300A log from February 1 to April 30 “in each establishment in a conspicuous place or places where notices to employees are customarily posted.”**

You must ensure that the posted annual summary is **“not altered, defaced or covered by other material,”** according to OSHA regulations. Injury and illness record keeping forms are maintained on a calendar year basis.

They are not sent to OSHA or any other agency. They must be maintained for five years at the establishment and must be available for inspection by representatives of OSHA, or the designated state agency.

For more information and sample forms, please visit the following website: <http://www.osha.gov/recordkeeping/pub3169text.html>



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**RECYCLING CORNER**

*Printing companies recycle a variety of paper grades. We thought it might be interesting to list some of the paper grade definitions from the recycling industry.*

**Printers Mix (PM):** This consists of any coated paper, Manifold White Ledger and color paper, all groundwood free, all mixed together. This can not have any Ultra Violet coating, laminated coatings or insoluble glues.

**Manifold White Ledger (MWL):** Consists of industrially-generated printed or unprinted white groundwood-free paper. All stock must be uncoated and free of non-impact printing.

**Over Issue (OI):** Consists of uncoated, unused, overruns of newspapers printed on newsprint. This is not post consumer recycled #8 news; it will be produced from the printer or a distributor of this grade.

**For a complete listing of definitions contact: [randerson@qrsrecycling.com](mailto:randerson@qrsrecycling.com).**

**CALENDAR**

**FEBRUARY 7, 2007**

**WEBINAR – OVERCOMING OBJECTIONS (THE KEY TO CLOSING SALES)**

**Location:** Your Office

**Call Brenda Moore (314) 962-6780 Ext. 218 to register.**

**FEBRUARY 15, 2007**

**LEGAL UPDATE MEETING**

**Location:** Gallop, Johnson & Neuman, L.C. Office in Clayton, MO

Join us for this informative session. Topics will include:

- Immigration Law Compliance and Enforcement
- Identifying and Protecting Trade Secrets
- Property Tax Appeals – When does it make sense and how is it done
- Employee New Hire / Dismissal (Reference Calls, Background Checks, Drug Testing, etc.)

**Watch for your invitation to come by mail or call Brenda Moore (314) 962-6780 Ext. 218 to register**

**FEBRUARY 27, 2007**

**EMPLOYER 401K MEETING**

**Location:** Holiday Inn/Viking Conference Center

Join us for this informative session. Topics will include:

- Pension Protection Act of 2006
- Fiduciary Responsibilities / Liability

**Call Brenda Moore (314) 962-6780 Ext. 218 to register**

**MARCH 4 – 8, 2007**

**PRESIDENTS CONFERENCE**

**Location:** Sheraton Wild Horse Pass Resort & Spa, Chandler, Arizona

An annual three and a half-day program of current management issues affecting owners, presidents, and senior executives in the industry. Educational programs and networking are key benefits. Highly acclaimed notable speakers and consultants from the industry who present working concepts and content and help generate ideas and initiatives.

**Who Should Attend?**

Presidents, CEOs, executive vice presidents, vice presidents, chief operating officers, general managers, and the entire management team of companies will benefit from attendance.

**To register by phone, please call the Registrar at (800) 910-4283**

**MARCH 14, 2007**

**WEBINAR – PRINTING STANDARDS AND WHY THEY MATTER**

**Location:** Your Office

**Call Brenda Moore (314) 962-6780 Ext. 218 to register.**

**MARCH 15, 2007**

**WEBINAR – WASTE AUDIT THE BENEFITS OF RECYCLING**

**Location:** Your Office

**Call Brenda Moore (314) 962-6780 Ext. 218 to register.**

Please visit [www.gain.net](http://www.gain.net) for additional information, events, workshops and education / training options.