

OUR NEWEST MEANS OF ASSISTING
YOU AND YOUR BUSINESS...

We proudly offer the...

Printing Industries Association
Collection Service, Inc.

It is available ONLY to our members. It
is intended as a benefit and a service
to assist you in one important function:

 **Collect Outstanding Debts**
from non-paying or slow-paying clients

*For more information
on how we can help,
call (323) 728-9500, ext. 261*

Printing Industries Association
Collection Service, Inc.

P.O. Box 919036 • Los Angeles, CA 90091-0936
(323) 728-9500 • Fax (323) 724-2368

Try this Self-Check Questionnaire:

Could my business benefit
from the
PIA COLLECTION SERVICE?

Do you get only a few
PAYMENT CHECKS per
batch of statements mailed? YES NO

Do you get "THEY ARE
NOT IN" responses when
you place a call? YES NO

Does your time limit CALLS,
WRITING or FOLLOWUPS
to slow-paying clients? YES NO

Would your bottom line
improve if past due
accounts COULD BE
COLLECTED? YES NO

Do you believe it is too
costly to institute a lawsuit
each time using an
ATTORNEY ? YES NO

*If you answered "yes" to these questions,
the PIA Collection Service is an alternative
you need to consider.*

*Call (323) 728-9500, ext. 261 for more
information on how we can help.*

Introducing
our newest
Association service...

Printing Industries Association

**Collection
Service**, Inc.

*Available Only
to Our Industry Members
for Cost-Effective
Receivable Collections*

Address: P.O. Box 910936
Los Angeles, CA 90091-0936

Telephone: (323) 728-9500
Facsimile: (323) 724-2368
E-mail: dolphe@piasc.org

ADVANTAGES FOR YOU

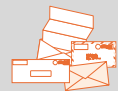
Consider the following advantages of this service for you and your business:



- The claims of our members against a debtor are handled at one desk, amplifying the pressure of collection.



- The immediate listing of a collection account, affording you the power of knowing when a particular customer is in trouble.



- Timely narrative status reports on all of our collection efforts.



- A significant savings over the outside agency fee structures.



- Quality service which you have grown to expect from your Association.

ABOUT THE SERVICE

THE PURPOSE

Printing Industries Association-Collection Service (PIACS) is a full service collection agency, devoted to our membership, and ONLY our membership, for the sole purpose of assisting in the resolution of their delinquent accounts.

STAFF

PIACS has brought together a staff of knowledgeable and seasoned collection specialists to insure experienced handling of your accounts. They are supported by the most up-to-date programming available to insure reliability and stability.

SERVICE

Our service is a 'one on one' collector to debtor contact, not a letter writing service. We are in personal touch with your customer to assure immediate results, exerting maximum pressure to effect collection.

And you won't have to ask us what's going on. We will be in touch with you first, reporting by dictated letter all that is happening when it happens.

OPTIONS

PIACS offers the option of immediate or 10 day free demand. Whichever service is chosen, you will receive an immediate acknowledgment, and our initial demand letter will,

on that same day, be sent to your customer advising that the account has been placed, and that *immediate payment is required*.

RATES

PIACS's entire concept is to provide an outstanding service for its members, and at a cost that reflects a substantial saving over outside collection agencies. The commission is entirely contingent at a flat rate of 18% of collections.

And if the account requires suit we have a carefully screened network of attorneys who specialize in the commercial collection field.

Did you know...

- Over \$3 million has been recovered for our printing industry members using the service

- A great service...and a tremendous cost-saving value

Our rate: PIACS = 18% on amount collected
Outside Agency Rate = 25% or more on amount collected

- Our Success Rate:

We match or better other collection agencies in successfully getting monies collected for the client!

- And we ONLY do this service for printers!