

Grow Your Business

Reports & Surveys

Wage & Benefit Report

This invaluable tool covers wages, annual salaries, health insurance benefits and human resource policies from a local, regional and national perspective. Drill down for detail by frequency of wage increases, paid holidays, vacation and sick leave, insurance benefits, retirement plans and much more.

Every conceivable position is covered including prepress, press, bindery and finishing operations, salaries for administrative and management personnel and compensation for sales professionals. FREE to members who participate in the survey, \$99 for member non-participants.



Sales Compensation Survey What do top printing sales reps earn across America? How is their commission structured? What percentage of companies pay on a value-add system versus gross sales? It's all compiled in the Sales Compensation Survey.

FREE to members who participate in the survey, \$99 for member non-participants. \$250 for non-members

MIS Software The survey results are compiled from questionnaires sent to MIS software vendors, documenting the functionality, cost, and other pertinent information for the vast majority of software packages.

FREE to PGAMA members, \$350 for non-members

Mailing Software The survey results are compiled from questionnaires sent to mailing software vendors. They were asked about address verification, presort, and post presort software for mailing service providers.

FREE to PGAMA members, \$199 for non-members.

Ratio Study Financial benchmarking through use of the Dynamic Ratios provides you with the business intelligence needed to make your business more profitable. Even if the Dynamic Ratios allow you to increase in profits by a minimum of 1%, this equates to \$10,000 for a \$1-million-per-year printer.

FREE to members who participate in the survey, \$99 for member non-participants. \$395 for non-members.

Effective Management Practices in the Printing Industry The Effective Management Practices in the Printing Industry delves into strategic management practices and ranks effectiveness based on responses of fellow printers. The price for members is \$99 while non-members pricing is \$499.

Print Market Atlas The new Print Market Atlas provides members with information on shipments, establishments, and employment in each NAICS sector attributed to printing both nationally and at the state level. This report is FREE to members, non-member pricing \$250.

Print's Economic Reach Indirect and Induced Impacts of Print Sales. This report, based on original research, explains and calculates the extended benefits of print sales on the economy.

This report is FREE to members, non-member pricing \$399.

The savings for members is as much as \$2393.00!

Contact Jay Goldscher about these valuable resources.
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