



**Printing Industries Alliance** is pleased to announce that we have awarded **Preferred Vendor Status for Safety Products to Northern Safety & Industrial Inc.**, located in Utica, NY.

Northern Safety offers a wide range of products, such as safety shoes, gloves, signs, hearing protection, eye wash supplies and a myriad of other items. They have been in the Safety business for over 30 years and employ close to 500 associates within their 20 locations across the United States, with their headquarters located in Utica, NY.

Benefits available to Printing Industries Alliance members include:

► **Account Pricing Structure**

- ✓ 10% off the Best Column price in the Master Catalog regardless of quantity ordered
- ✓ Free Freight on all UPS or FedEx Ground Orders over \$300 excluding F.O.B. products
- ✓ No Set up Fees on any Custom Logo Products
  - Orders processed from their Northern Safety Customization & Kitting Facility
  - Most Orders ship within 3 business days for stock items
- ✓ Personal Account Representation
- ✓ Products shipping out from our NY Facility will reach 98% of PIA members the next day.

Northern Safety will also provide each member with an exclusive Account Manager, who will be available for you to call on at any time you need assistance on product questions, product research, services available and purchase orders.

Below is the team now in place for all our Printing Industries Alliance Members:

► **Account Management:**

- **MICKELA REESE**  
 MReese@northernsafety.com  
 (800) 568-2764 ext 2246  
**Account Manager** – Technical assistance as well as any other request when needed
- **SALES SUPPORT**  
 salessupport@northernsafety.com  
 (800) 568-2764 ext 6650  
 National Key Account Specialist Group
- **CONTACT US**  
 232 Industrial Park Drive  
 Utica, NY 13504-4250  
**Customer Service: (800) 631-1246**  
 Fax: (800) 635-1591  
**www.northernsafety.com**

Northern Safety will begin a standardization process on the products we are currently purchasing across all locations and with the help of the above sales team, we feel confident we will make great strides in accomplishing this task! Please welcome our new Safety Partners to the Printing Industries Alliance's Family as they begin to contact you directly to learn about your current product lines and service needs to keep our teams safe, compliant and running strong!

► **Standard Everyday Services Available**

- ✓ Exclusive Northern Safety "NS Brand Products"
- ✓ 3 Primary Distribution Centers (over 600,000 sq. ft. w/another center coming in 2016)
- ✓ Over 25,000 safety and industrial products in stock
- ✓ Technical Department 7:30am – 6pm for product questions and research
- ✓ Free Samples and Trial Orders
- ✓ 100% Satisfaction Guarantee
- ✓ Quotes on Large Volume items
- ✓ Same Day Shipping
- ✓ Live Chat 7:30am to 8pm
- ✓ 2% 20 – Net 30 Term

PIA is pleased to offer our members another discount advantage to help increase your bottom line. Contact Printing Industries Alliance at (800) 777-4742 to obtain your account number, which will enable you to take advantage of the discounts at [www.northernsafety.com](http://www.northernsafety.com).

