



**PRINTING
INDUSTRIES
OF AMERICA**

| *Advancing Graphic Communications*

From the Office of the President & CEO

The Honorable Steven Mnuchin
Secretary
Department of the Treasury
1500 Pennsylvania Avenue, NW
Washington, DC 20220

March 24, 2020

Dear Secretary Mnuchin:

On behalf of the more than 700,000 workers employed in the nation's printing and graphic communications industry, I am reaching out regarding the Phase III stimulus legislative response to the COVID-19 national emergency. I commend the Administration for its swift action to mitigate the negative economic consequences of this unforeseen pandemic.

As final negotiations are underway on the overall package, I urge the Administration to preserve and support a bipartisan agreement between Chairman Johnson and Ranking Member Peters of the Senate Homeland Security and Governmental Affairs Committee related to direct appropriations to USPS. While the direct assistance is to the agency, I want to stress that the viability of the US Postal Service is also very much a private sector issue. Please consider:

- The **mailing economy as a whole** (print/paper/delivery supply chain + mail services + advertising/sales related to mail) employs **7.3 million workers** or **4.6% of the nation's workforce**.
- The mailing economy generates **\$1.58 trillion in sales revenue** or **4.4% of total US output**.
- **31% of these jobs are in manufacturing** (including print and packaging manufacturing).

(Source: 2019 Mailing Industry Economic Job Study)

Therefore, PIA respectfully urges the Administration to support financial appropriations to the USPS in Phase III of the economic stimulus. This action will provide a double benefit: keeping an essential government service functioning in a time of national crisis AND helping print, mailing and packaging companies remain operational in the near-term...while positioning this critical manufacturing sector to have a fighting chance during an eventual post-pandemic recovery.

PIA is not alone in our urging of this appropriation; please see the attached letter from industry associations addressed to Secretary Mnuchin jointly calling for his support. Thank you for your consideration, and for your efforts during this unprecedented time.

Sincerely,

A handwritten signature in black ink, appearing to read 'Michael F. Makin'.

Michael F. Makin, MBA
President/CEO

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