



Printing Industries Alliance

November 16, 2018

Mr. Sean Carroll
Chief Procurement Officer, Council Chair
New York State Office of General Services
38th Floor, Corning Tower
Albany, NY 12242

Dear Mr. Carroll:

I am writing to provide additional information in response to a letter written to you on August 22, 2018 by Gregory Sorrentino, President/CFO of the Center for Disability Services. This letter supplements correspondence we sent in September 2018 refuting some of the points in Mr. Sorrentino's letter.

Mr. Sorrentino states as "non-factual" our assertion that the Center for Disability Services was operating a "digital printing press." I had indicated that we had, in fact, observed four digital printing presses during a tour of the Center for Disability Services printing facility. This tour took place as part of a work group meeting in mid-2016, after the submission of NYSID's latest application but before the application was tabled by the Procurement Council.

Enclosed with this letter is a document published by the Center for Disability Services called "Center/ Commercial Services – Document Solution Center." The document touts the Center's extensive printing capabilities that are offered to "New York State agencies, health care and insurance companies, financial institutions, large corporations, non-profits and small businesses." The document goes on to list the various services offered with a variety of pictures including their sophisticated mail sorter and one of their digital printing presses. We have attached a notation on the page with the digital printing press to identify it for the Council members.

I would be pleased to answer any questions you may have.

Yours very truly,

Timothy Freeman
President, Printing Industries Alliance

Cc: Ms. RoAnn Destito, Commissioner, New York State Office of General Services
NYS Procurement Council Members
Interested Parties

PIA Headquarters
636 North French Road, Suite 1
Amherst, NY 14228
tel: 716-691-3211 or 800-777-4742
fax: 716-691-4249

NY/NJ Metro Office
195 Prospect Park West
Suite 1A
Brooklyn, NY 11215
cell: 203-912-0804

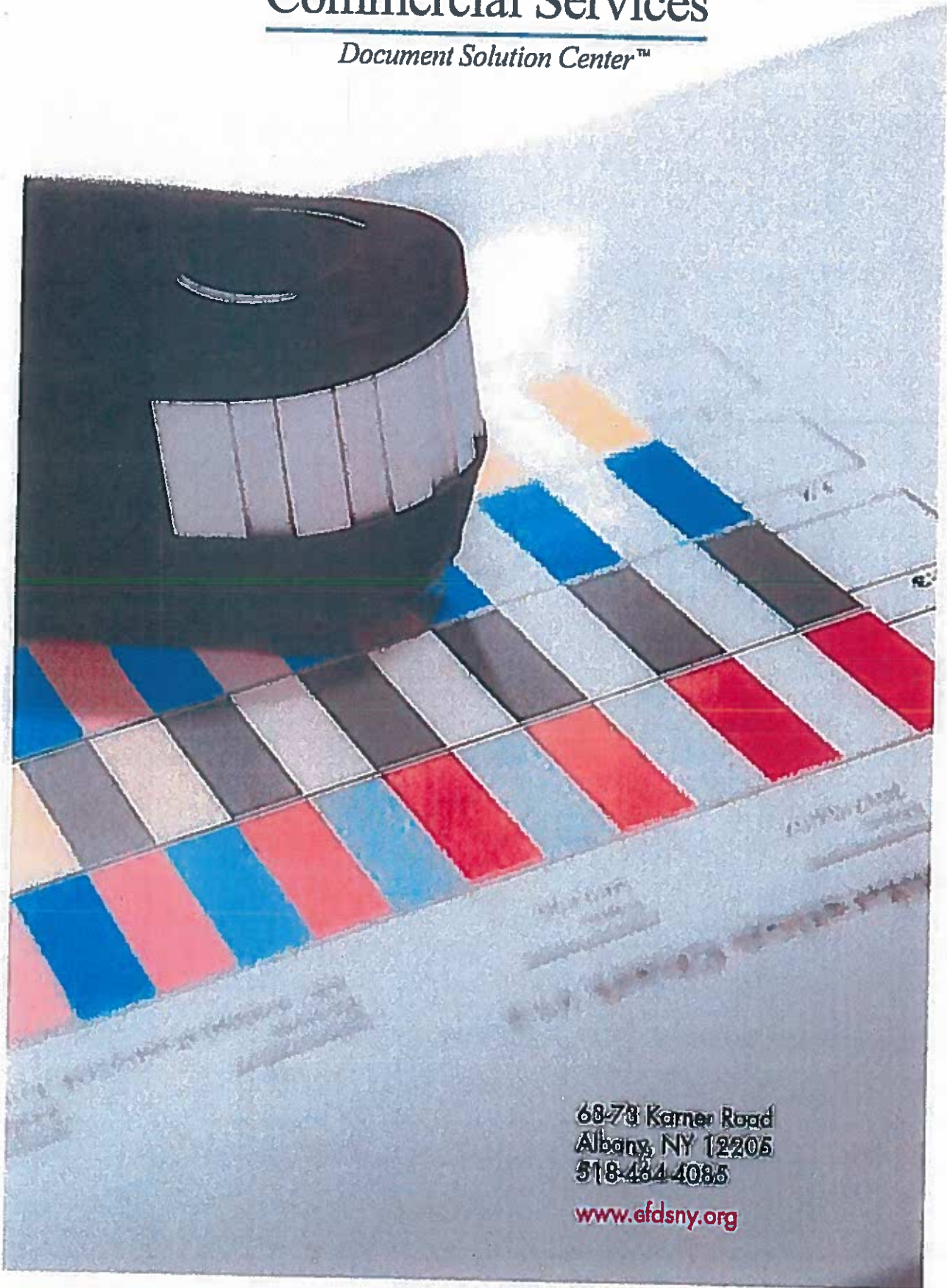
LI Office
3951 New York Avenue
Seaford, NY 11783
cell: 516-528-4747

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Center
Commercial Services

Document Solution Center™



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Center Commercial Services

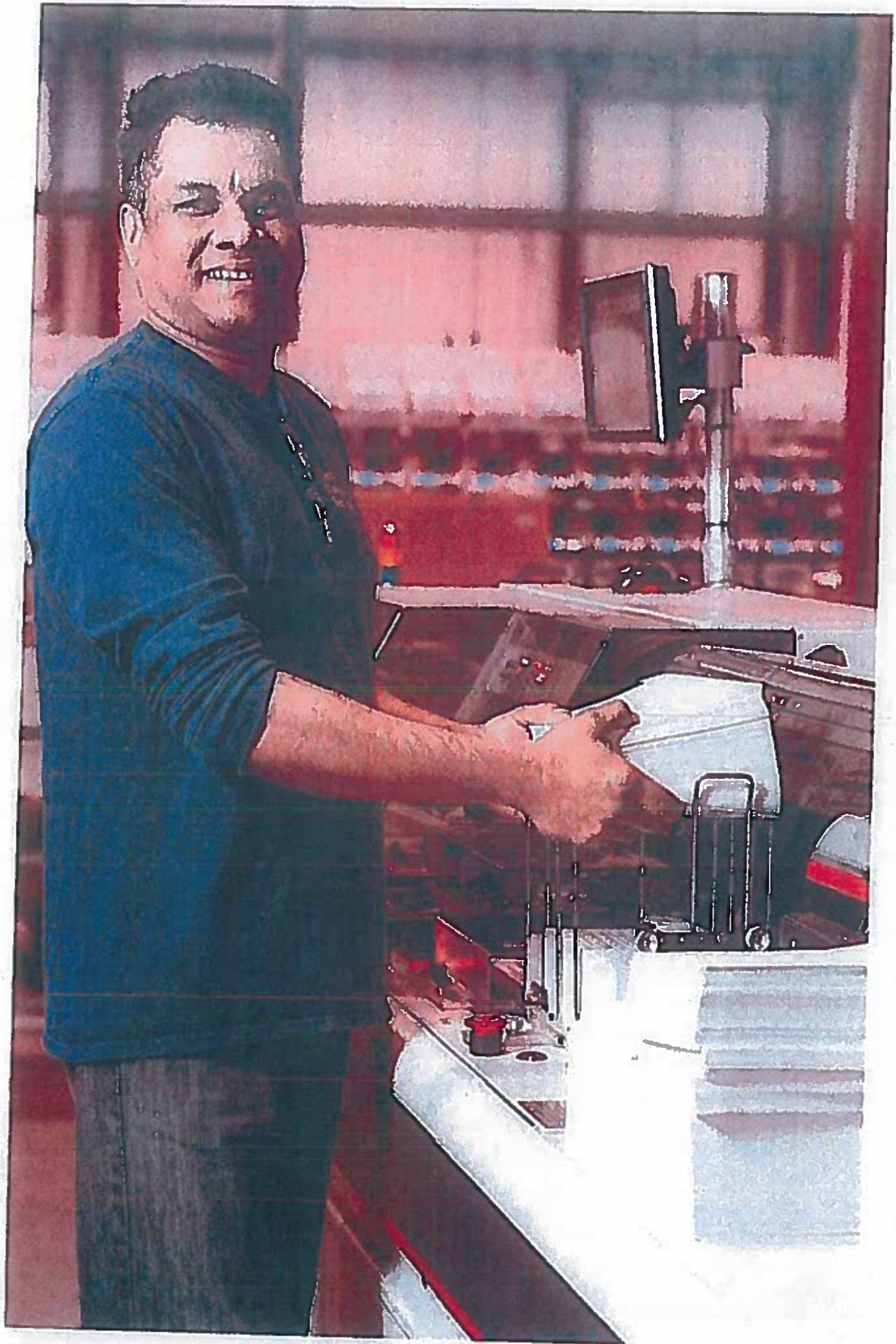
Center Commercial Services is a Document Solution Center for a wide range of customers including New York State agencies, health care and insurance companies, financial institutions, large corporations, non-profits and small businesses.

With its workforce of employees with and without disabilities, Center Commercial Services provides transactional printing, document scanning, inserting, presorting and mailing for businesses across New York State.



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Mail Fulfillment & Presort Services

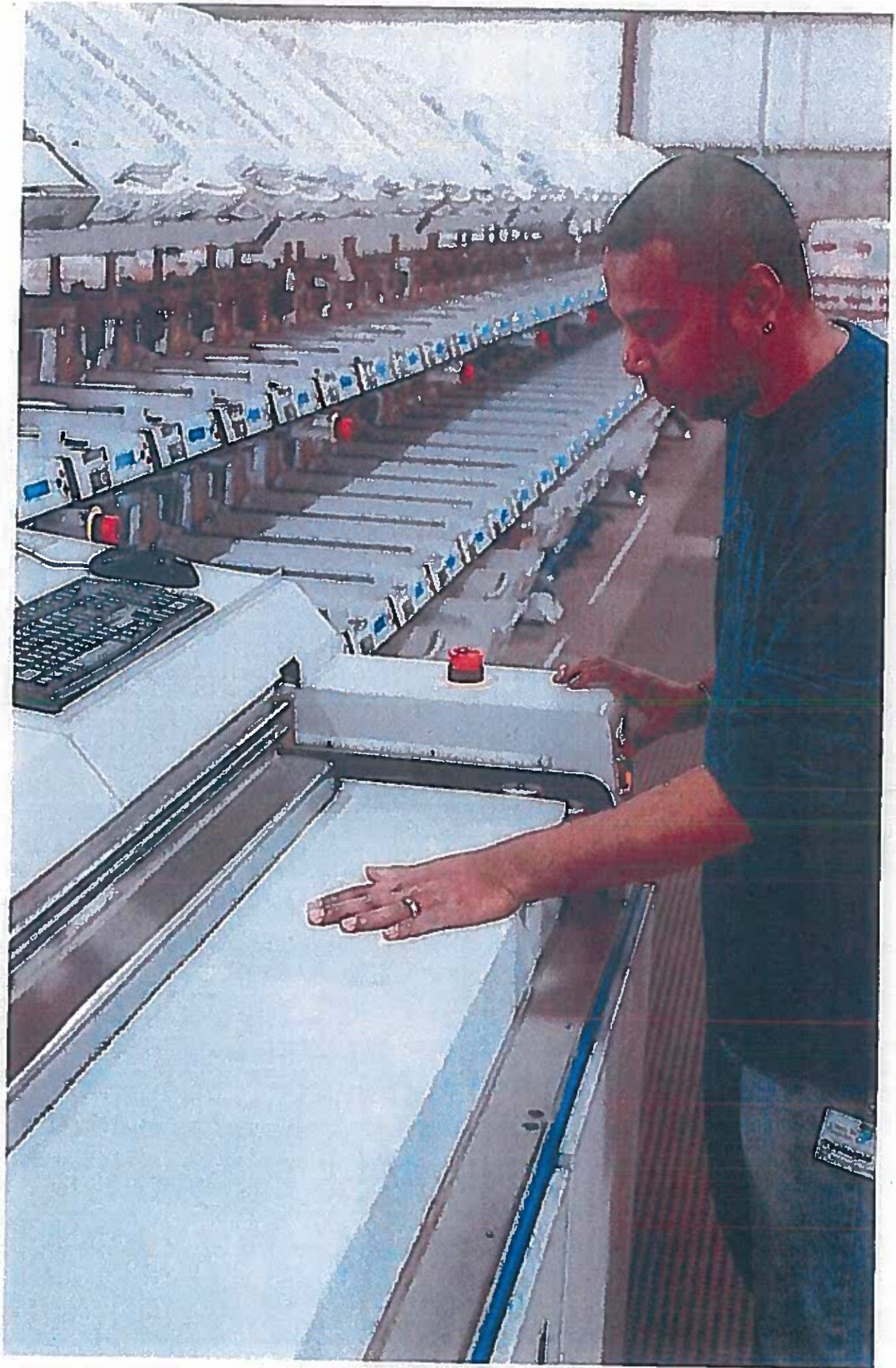
Presort mail services greatly reduce postage costs for our customers and eliminate mail meter equipment expenses. Mail pieces are processed with intelligent mail barcoding (IMB) to enhance delivery speed and accuracy. Center Commercial Services handles millions of pieces of mail annually.

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- Flats Fulfillment
- Certified Mail Fulfillment
- Kitting of Package Materials
- International Mail
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