

Member Service Providers



...The Voice of Retailing in Pennsylvania

The Best Service Providers Offer Superior Service to our Members!

The Pennsylvania Retailers Association has established a premier group of service and product providers who go to great lengths to offer outstanding discounts and superior service to our members. Compare the products and pricing offered by PRA providers to your current vendors—you will be amazed by the savings—*available only through Pennsylvania Retailers Association!!!*

Concord EFS - reasonable rate for credit card processing, check verification and gift cards! High speed, low rates for VISA, MC, AMEX, Diners, Discover and MAC.

Mesca Freight offers savings with NO VOLUME REQUIREMENTS on all modes of transportation – small package, LTL, truckloads, etc. MESCA Freight will do a no-cost freight analysis.

ACCU~FAX Employment Screening Services and other security services to protect your company and protect yourself.

The Phillips Group offers discounted rates on all of your office supplies and business needs.

AFLAC AFLAC is the number one provider of guaranteed-renewable insurance and the number one in payroll marketing. AFLAC policies pay benefits regardless of any other plans and benefit checks are promptly mailed directly to the policyholder (unless otherwise requested) to spend as the policyholder sees fit.

Members 1st Federal Credit Union Low interest rates, higher savings rate and fewer fees are just some of the perks of becoming a member. Services customized to meet your business needs.

Adventures in Advertising specialty advertising company develops extensive marketing programs with your budget in mind. Extremely low pricing and quality service set us apart from the rest!

Ceridian Payroll Solutions is a complete resource for the growing company. It provides the core requirements you'll need to provide accurate, on-time payroll, including tax filing and funds transfer requirements.

HR Comply the one stop for all of your human resource questions and needs. Special rate for one year subscription with Net Forms for PRA Members.

CNI - Consolidated National Insurers offering competitive rates on business lines of insurance.

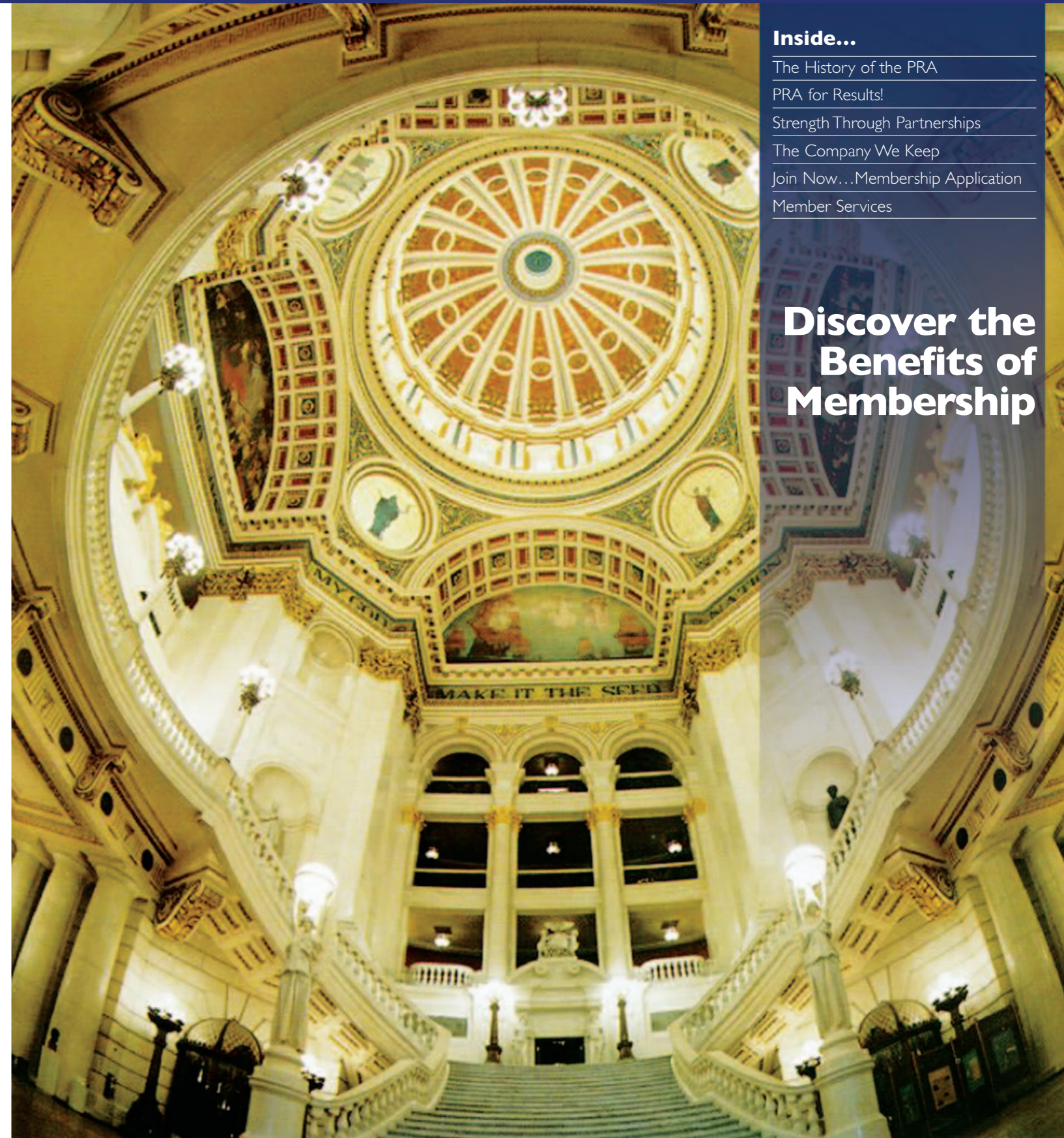
Eastern Alliance Insurance Group is a leading provider of managed care worker's compensation products and services, focused on serving small to mid-sized firms in Pennsylvania.

USI - Colburn is dedicated to satisfying the complete healthcare insurance needs of their customers by providing and delivering the most cost effective business solutions available.

Nashville Wraps – a national provider of gift and store packaging items. Special discounts to PRA members.

VM+SD - Visual Merchandising and Store Design - Incorporating Identity Magazine. National publication offering creative ideas for store merchandising and design. 1/2 off regular subscription price.

SpectraComp, Inc. – a unique combination of creative marketing talent, graphic expertise, and technological capabilities providing marketing, advertising, web presence, and e-Commerce solutions.



Inside...

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- PRA for Results!
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Discover the Benefits of Membership



The Pennsylvania Retailers' Association is:

A community of professionals dedicated to the protection and promotion of Pennsylvania's retail industry through information, business services and legislative representation.

The History of PRA

The Pennsylvania Retailer's Association was formed in 1932 to foster, protect and promote the welfare of those engaged in retail merchandising in the Commonwealth of Pennsylvania.

Retailing is the third largest industry in Pennsylvania. The PRA represents a segment comprised of:

- Over 28,500 establishments employing...
- More than 274,000 people and generating...
- Annual sales in excess of \$25 billion.

Our members include large independent stores and national chain stores, as well as "Mom & Pop" stores representing a variety of retail businesses including clothing, gifts, auto supply, furniture and many other specialty stores.



PRA members are just like YOU!

They support the association because we understand the business and we help them in ways no one else can—through information resources, representation and cost-saving services, such as those printed on the back panel of this brochure. For additional information visit us at www.paretailers.org.

PRA Is Results Oriented

During the last few years we have achieved what is effectively a multitude of legislative victories for retailers. Our most notable successfully lobbying efforts were:

- lobbying against an increase in the state sales tax
- the passage of retail friendly regulations regarding the inspection and certification of UPC scanning devices
- legislation to deregulate finance charges on retail credit cards
- the enactment of comprehensive workers' compensation reform saving retailers between 20% to 50% on premiums
- the defeat of numerous attempts to increase the state's minimum wage
- the strengthening of the Civil recovery laws to help retailers prosecute shoplifters
- being instrumental in bringing electric deregulation to Pennsylvania, saving retailers thousands of dollars!

Strength Through Partnerships

By becoming a member of the Pennsylvania Retailers Association, you will be joining an elite group of business professionals who understand the retailing world and are willing to join together for a common interest and to network and share their collective knowledge with you.

Join the PRA Today!!!

Ang Ciccotti's
Scranton

Art Store, Inc.
Kutztown

Bareville Furniture
Leola

Benett Stores
Darby

Bike World of Warren
Warren

Boscov's
Reading

Charming Shoppes
Bensalem

Crafty Generations
Harrisburg

Camera Center of York
York

Dance Distributors
Harrisburg

Deb Shops
Philadelphia

Doneckers, Inc.
Ephrata

Dutch Way Value Mart
Gap

Electron TV & Appliance
Wilkes Barre

Emporium Hardware Company
Emporium

Four Seasons
Grove City

Foxes' Hallmark
Emmaus

Gallery of Sound
Wilkes Barre

Interiors 2000
Lancaster

Into the Blue
Ardmore

Johnston House
Mars

Kaufman's & Sons
Altoona

La Petite Femme
Huntingdon

Lady Godiva
Pittsburgh

Lastick Furniture
Pottstown

Lipkin Furniture Stores
Coatesville, New Freedom

M&C Quality Shoes
York

Mapes 5 & 10 Stores
Narbeth

Martin's Gallery
Hanover

Movie Merchants/ Tansations
Camp Hill

Myers Awards
Carlisle

Nathan's Furniture
Pottsville

Ollie's Bargain Outlet
Harrisburg

Oxford Hall Celtic Shop
New Cumberland

Panache
Pittsburgh

Pedal Power
Altoona

Penn Book Center
Philadelphia

Sharp's Furniture Store
Washington

Shoe Fly Shoe
Easton

Smith Village
Jacobus

St. Francis Shop
Frazer

Sterlings Boutique
New Hope

The Baby's Room
Bala Cynwyd

The Bon-Ton Stores
York

The Film Center
State College

The Framery
Millersville

The Loft
Tannersville

The Ski Bum
Glen Mills

True Value Hardware
Shrewsbury

University Business Machines
Upper Darby

Valley Athletic Supply
Landsford

Village Furniture Mart
Hazleton

Wallflower
Honesdale

Wears Like New
Hershey

World Cup Ski & Cycle Mechanicsburg

Membership Application

Company/Business Name _____

Address _____

City _____ State _____ Zip Code _____

Contact Person _____ Title _____

Phone _____ Ext. _____ Fax _____

Email Address _____ Website _____

Type of Business _____ Number of stores in PA _____

Annual Sales Volume _____ Average Ticket Amount _____

I (We) accept your invitation and submit this application for membership in the Pennsylvania Retailers' Association. I (We) agree to cooperate with the association in promoting its objectives on behalf of retailers, their affiliates and the retailing industry.

Signature _____ Date _____

Investment Options:

1. Check in the amount of \$_____ for annual investment.

2. Visa/MC # _____ Exp _____ Amt. \$ _____

Name appearing on card _____

*Please complete and return to Shelley Baum, Pennsylvania Retailers' Association, 224 Pine Street, Harrisburg, PA 17101-1325
Phone: 800-727-3824 • Fax: 717-236-1234 • email: shelly@paretailers.org*