

Independent Graphics Inc. is a family-owned and operated printing and direct mail company located in West Wyoming, PA. We are celebrating our 45th year in business. The company was founded by my late father, Lou Ciampi, Sr. My brother Jim and I are co-owners. I started full-time in the business in January 1986 as a sales manager and am now the President. Over that period, we have built the company from 5 full-time employees to 35. Throughout our tenure doing business with the Railriders, our sales have surged.

We have been doing printing for the Scranton/Wilkes-Barre Railriders since 2008. We have done some pretty interesting projects for them during this time—one of the first projects involved Roger Clemens. Roger came down to Triple-A from the big Yankees for an assignment in 2008. A photo was taken when he threw out the first pitch of the game. The image was emailed to us at Independent Graphics, where we produced about 15 posters and then rushed them to the ballpark, where Roger signed them before he left the stadium (no, we didn't get a signed copy).

The ballpark was renovated in 2012. At the beginning of opening night in 2013, another photo was taken and emailed to Independent Graphics. Using several digital printing units, we produced over 5,000 framed, high-quality 8x10 prints, which were distributed to fans leaving the ballpark that night. Rush projects for sure.

We have been doing their program books for all of these years. When the contract began in 2008, each night had variable content. About 70 percent of the content was static for a home stand. However, each game had its own cover, along with eight variable pages that included updated statistics on a game-by-game basis. Before the home stand started, we would print all of the static pages. Each night after a game, we received an email with the updated pages for the next game's printing. Books would be printed and bound overnight during the third shift and delivered the next day by game time. While the books are no longer printed in this fashion (now the same books are printed and used each night of a home stand), I genuinely believe that some of these "just in time" printing drills have helped us grow

our business with other clients. Speed to market is a common term in our company. The Railriders have certainly helped us to put the “rush” into our business model.

Independent Graphics and the Ciampi family have some very fond memories of Railriders Baseball. We are both a vendor and an advertiser. Over the years, it has been great fun to see our advertising at the ballpark and to spend time in our suite, which we rent for half of the home games. As many Sundays as we could, the whole Ciampi clan would go up to the park to watch the ball games. Lou Sr. was a huge Yankees fan (Yogi was his favorite ball player). Whether it was taking in the game or meeting Roger Clemens, Dwight Gooden, Darryl Strawberry, or Reggie Jackson, memories of a lifetime have been made at the park. This Saturday, the 14th of June, we will be celebrating our 45th Anniversary in the left field box. I, for one, cannot wait.