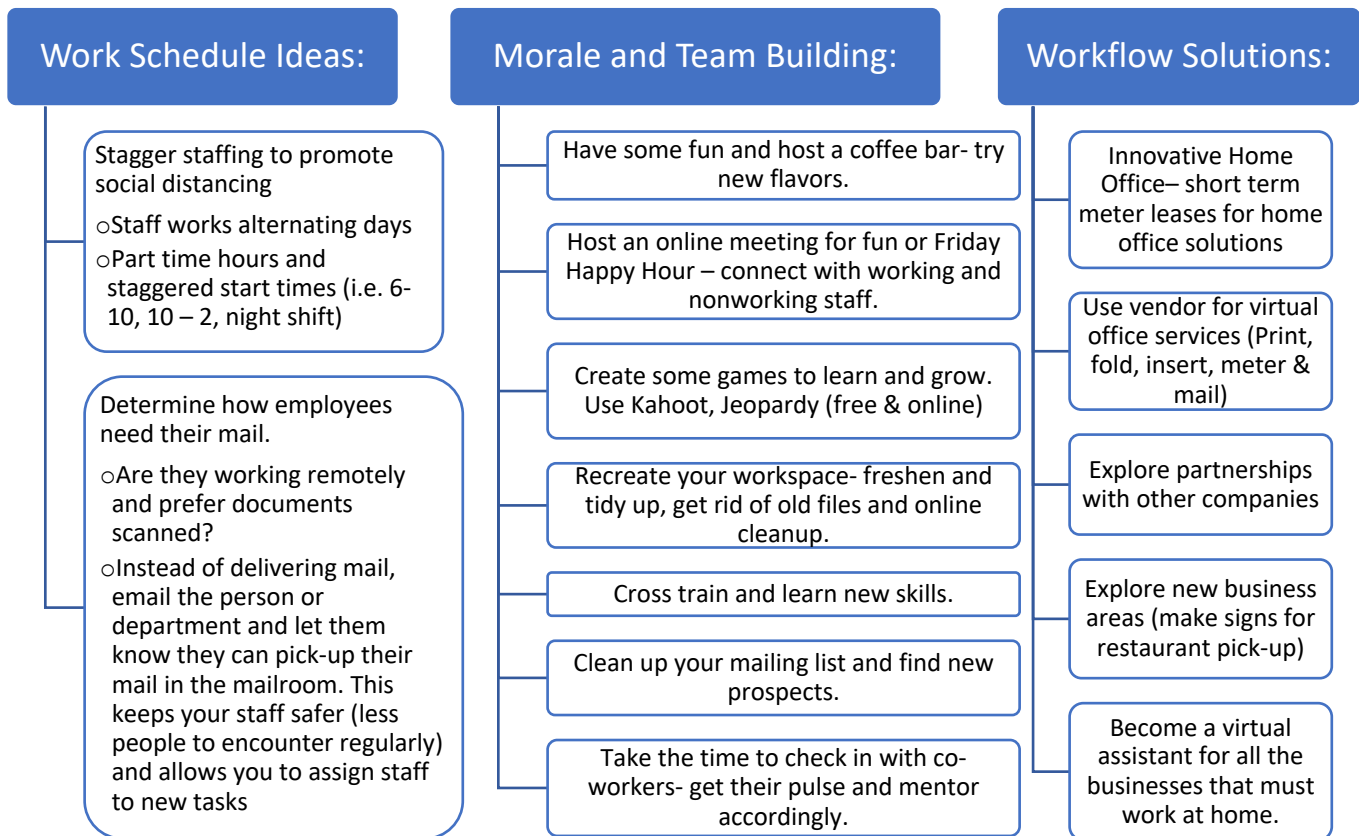


Some recommendations from the presenters and GBPCC Board:



With a team first approach and attitude we are in this together! One voice, one team, one mission!

Floyd Creecy



Floyd Creecy is a dynamic, strategic planning and business leader executive possessing 20 years of management and 10 years of project management, employed at HeiTech Services Inc. headquartered in Landover, Maryland. He is the Project Manager of several work orders at U.S Department of Treasury, Office of the Comptroller of the Currency (OCC) Contract providing Logistical Support Services.

Floyd currently serves on the Executive Board of the Northern Virginia PCC as the VP of Awards, Director of Social Media & Web Based Education for MSMA National, and MSMA Metro DC Chapter President. A few of his credentials include a Bachelor of Arts in Business Management, Project Management Professional (PMP), Certified Mail and Distribution Systems Manager (CMDSM). He is a compassionate motivational speaker, mentor, and empowering leader, a regular keynote and presenter at MAILCOM, MSMA and PCC events.

With state-of-the-art technology and economic demands constantly changing, Floyd says that, "Attitude, Industry education and information aid us in our ability to exceed our own limitations."

Floyd resides in Aberdeen, Maryland with his lovely wife Carol. He enjoys sports, traveling and family time. They are the proud parents of 5 children and 13 spoil'em and send'em home grandchildren.

Jay Goldscher



- President & CEO, Printing and Graphics Association Mid Atlantic (PGAMA) Sept 2014-
- President of HBP/Whitmore, Hagerstown, Md. May 2012–Sept, 2014. Assumed this position after the purchase of Whitmore Group by HBP. Primary duties included the transition of the employees of Whitmore into the new company and to work with Whitmore clients to make the change seamless in the marketplace.
- President, Whitmore Group, Annapolis, Md Dec 1998–May 2012. Upon sale of Graphtec to CGX, Jay moved to Whitmore Group. Among the highlights of that tour, Jay presided over the purchase of two Baltimore area iconic printing firms and established a Baltimore base of operation to add to the Annapolis operation
- Vice President, Graphtec, Howard County, Md Jan. 1992-Dec. 1998. This position evolved out of the purchase of Wolk Press by Graphtec in 1992. Jay's role was to oversee the transition of Wolk employees into the Graphtec family and improve Graphtec's brand in the market as it evolved from primarily a pre-press operation to a full service printing co.
- President Wolk Press, Baltimore, Md Oct, 1977-Jan. 1992

Leo Raymond

Leo Raymond is Managing Director of Mailers Hub and a five-decade veteran of the postal and mailing community. In March 2003, upon his retirement from a career with the US Postal Service that spanned over 35 years, Leo joined what was then MFSA.



Over the following thirteen years, he served as VP for Postal and Member Relations for MFSA and its successor associations, and lastly served as Director, Postal and Member Engagement, for Idealliance. In those positions, he supported the associations' members nationwide regarding general postal questions, mailing problems, and related government issues, as well as the associations' chapter- and conference-based educational programs.

As the focus of the existing trade groups changed, he founded Mailers Hub in 2016 to be the only national organization focused exclusively on commercial mail producers, providing mailers and printers with information, training, and support on postal, mailing, and related business issues.

Leo holds a bachelor's degree in History from North Adams State College and has studied at the Darden Graduate School of the University of Virginia. Though a New England native, he and his family now live in Northern Virginia.

Judy Antidel

With more than 30 years of experience as the founder and president of AT Direct, a Baltimore-based direct mail and marketing company serving nonprofits, Judy can address everything from mail piece design and new ideas for refreshing your brand, to the benefits of personalization and how to find cost savings in any marketing campaign. Judy also can speak about traditional business-owner issues, such as leadership skills, sales training, staff management, and best practices for building lasting relationships with customers.



Judy's career has been guided by a people-first commitment and the drive to be a serious listener who likes to problem-solve. She focuses on the non-profit sector and serves her community by providing career-training opportunities and a haven for employees to learn, grow, and succeed – with encouragement, guidance, and heartfelt commitment to their happiness.

Judy's numerous awards and memberships include:

- WBE Women Who Rock MBE Magazine Honors
- Women Who Move Maryland Baltimore Magazine
- Associated Black Charities Women on the Move Award
- Greater Baltimore Committee – Bridging the Gap Award
- Baltimore Orioles – Most Valuable Diverse Business Partner
- National Chamber of Commerce – Blue Chip Minority Partner Award
- National PCCAC Vice Chair
- U.S. Postal Service National Forum Design/Idea Award

ADDITIONAL CONTRIBUTORS TO THE VIRTUAL TOWNHALL!

- **James Barlow**, Mail Systems Management Consultants jbarlow@MailSystemsManagement.com
- **Lisa Harris**, Customer Relations Coordinator, Baltimore District
- **Jennifer Hoyer**, Customer Support Manager Corporate Mailing Services, Inc., jenh@whycms.com, Industry Vice Chair GBPCC
- **Patrick Curran**, Manager Information Systems, Baltimore District
- **Executive Board GBPCC**, www.greaterbaltimorepcc.org

For more exciting webinars, certifications, and events provided by the GBPCC, please visit www.greaterbaltimorepcc.org

PLEASE SEND ANY NEW QUESTIONS OR THOUGHTS ON UPCOMING ROUNDTABLE DISCUSSIONS TO:

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**THANK YOU FOR ATTENDING AND
WE LOOK FORWARD TO MEETING
AGAIN SOON!**

YOUR Greater Baltimore Postal Customer Council