

# Hannaford & Dumas reports job growth and new in house mailing service

WOBURN - Last summer, Hannaford & Dumas Commercial Printers of Conn Street in Woburn, announced their plans to expand into an 11,000 SF stand alone building, right next to their existing 20,000 SF commercial printing facility. At the time, the goal in developing the additional space next door was to increase the services offered by the company by adding equipment and personnel, at a time when it was against the grain to do so.

Since that announcement last summer, Hannaford & Dumas has stayed that course. In a year's time, they have added 15 new full-time employees and have increased their commercial printing capabilities—particularly in the Digital Printing and Finishing Departments. Over the course of 12 months, they have added (3) new digital printing presses and a variety of binding, coating and finishing equipment to their plant. And to round out their expansion, Hannaford & Dumas recently announced that their In-House Inkjetting & Mailing Department is fully operating out of their new facility. To add the mailing service, they recently put a VF200 Inkjet Addressing Machine with In Line or Off Line Wafer Sealing into operation and hired a new Director of Mail Services, Jodi McNamara of Melrose. Steve Bryer, the company's Owner and President, had these plans in place for the company prior to the recession and has continued to forge ahead, despite the economic climate.

"The past year was primarily about investing in our company to give us the best chance for success in this market. My focus has been on creating a one-stop solution for a wide range of printing needs for my customers. In our 30 years in business, we have gained their trust in commercial printing and I plan to do the same with digital printing and mailing," says Steve Bryer. "The expansion means I can now offer my clients the convenience of supplying a final file to be printed, and give them peace of mind that Hannaford & Dumas will manage that piece, on-site, all the way until it is delivered to their customer's mailbox. I think my customers have wanted that, now we can do it."

In the last 2 months, Hannaford & Dumas has added 3 new fulltime employees. Jodi McNamara of Melrose, MA, joined Hannaford & Dumas as the new Director of Mail Services. She has a 20-year, multifaceted background in printing and direct mail, and has worked with many ad agencies and financial services companies in and around Boston. She is adept in mail formats and mail piece design and works closely with clients to ensure that their mail piece is of the highest quality and that it is getting the best possible postal discounts.

Winn Gianino, Account Executive, of Milford, NH, is a cross-media marketing specialist that brings more than 20 years of experience in corporate marketing and sales to Hannaford & Dumas. She is well versed in both commercial printing and direct mail; her expertise is in healthcare and non-profits. Winn is a valuable resource for mail piece design, consultation, and postal optimization programs for Hannaford & Dumas customers.

Tim Tozier, Account Executive, from Lynnfield, MA, also brings 20 years of experience fostering strong client relationships to the group. Tim's area of expertise is working closely with insurance and financial institutions on their printing needs.

Hannaford & Dumas is an independently owned commercial printing company committed to serving the printing needs of New England based businesses since 1976.