

3rd Quarter Anniversaries

July 2026

Carl S.	23 Years
Mauricio G.	2 Years
Alonso G.	2 Years

August 2026

George S.	41 Years
Alfredo R.	28 Years
Catarino V.	23 Years
Olga B.	21 Years
JonPaul R.	18 Years
Jose D.	5 Years
Carolyn G.	4 Years
Rigoberto V.	3 Years
Karina Z.	1 Year
Tim R.	1 Year

September 2026

Gilberto R.	41 Years
Tim S.	40 Years
Sandra F.	27 Years
Emilia R.	22 Years
Vince P.	5 Years
Gildardo G.	5 Years
Miriam E.	4 Years
Javier O.	3 Years
Diane V.	3 Years

Thanks to our Contributors

Susan Foley	Jose Corral
AJ Jania	John Mikelenas
Diane Valha	Karina Zamudio
Sonia D'Arteaga	Donovan Reid



BOOTH#405
Come See Us!

Susan Foley AJ Jania Shannon Wagner

Finding calm in the chaos.

Bridge to Integrated Marketing & Fundraising Conference
Gaylord National Hotel & Convention Center
National Harbor, MD | July 29-31, 2026

A Cool Lunch for Hot Days

Need a fresh lunch that feels like summer but still survives the workday? Try this colorful Mediterranean pasta salad jar. Easy to prep, great cold, and perfect for a quick lunch break.

Ingredients

- 2 cups cooked pasta, cooled
- 1 cup cherry tomatoes, halved
- 1 cup cucumber, diced
- 1/2 cup chickpeas, drained and rinsed
- 1/4 cup red onion, finely diced
- 1/2 cup feta cheese
- 1/4 cup olives, sliced
- 2 tablespoons fresh parsley or basil



Dressing

- 3 tablespoons olive oil
- 1 tablespoon red wine vinegar or lemon juice
- 1 teaspoon Dijon mustard
- 1/2 teaspoon dried oregano
- Salt and pepper to taste

Instructions

1. Whisk together the dressing ingredients in a small bowl.
2. Add the dressing to the bottom of a jar or container.
3. Layer chickpeas, cucumbers, tomatoes, onions, olives, pasta, feta, and herbs.
4. Keep chilled until ready to eat.
5. Shake or stir before serving.

Summer Tip

Make a few jars ahead of time for an easy grab-and-go lunch. They'll stay fresh for about 3 days in the fridge.



DIAMOND ENVELOPE
QUARTERLY

Summer 2026



Update from the CEO, Susan Foley

"Sweat Equity" is how one client phrased it. That is the term I would use to describe the last few months of perseverance for the strategic plan of Diamond Envelope and the greater good of the industry. But let's see if I can put the definition into work by explaining it a bit further...

Over the last few months, we have participated in several key industry events and opportunities. In April I attended the annual Envelope Manufacturer's Association (EMA) meeting, Adapting for Tomorrow, Leading Communication Forward. At the EMA meeting, we met to discuss AI, postal, industry and economic trends, advocacy and participation in the association. It was a great time with friendly competitors in the room together, along with our colleague suppliers to discuss how they can improve on their support, that we can take back to our clients. Overall, very productive and informative meeting. Our EMA Foundation has activated 3 new institutes:

- Institute for Postal Studies - Creating educational tools and information that can be used to inform the paper-based communications industry.
- Institute for Environmental Studies - The mission of the Institute is to create tools and information that can be used to educate the paper-based communications industry.
- Institute for Consumer Choice - Promoting and protecting the public's right to choose paper-based communications in an increasingly digital world.

The time is now to get involved and please consider adding staff to the institutes and committees at EMA. We have a great opportunity, with the momentum we have built, as an association to grow – more participation will help with great ideas to continue these endeavors.

Shortly after EMA, the National Postal Forum (NPF) was in full swing during the month of May. NPF has become a great opportunity to network with clients and the USPS. It is an educational event, as well as, a chance to earn the business from new teams that would only resort to google search of envelopes otherwise. We had a great time meeting with some new clients, follow-up up with our long-time loyal customers, and chatting with opportunities that fit the Diamond Envelope team and operation. We appreciate all the discussions and good times had!

Next on the world tour, I had one of the busiest Hill Days I have ever had the opportunity to be a part of, that including an impromptu meeting with Congressman Bill Foster and his staff, who represent the district we are in. We cannot thank their office enough for accommodating this stop-in. Besides our representative's office, we visited with 9 other members of Congress and/or staff apart of the Postal Caucus. The Postal Service Caucus is dedicated to working across the aisle in Congress to find common sense ways to improve the United States Postal Service and protect USPS employees.

What do I do when I am there? I educate Congress from the view-point of Diamond Envelope's shop floor to the economic industry total impact. I reiterated the U.S. Postal Service is at the center of a nearly \$2 trillion mailing industry that supports approximately 7.9 million American jobs. The Postal Service's financial and service challenges are therefore not isolated institutional concerns. They affect businesses, nonprofits, newspapers, manufacturers, suppliers, postal customers, households, and communities across the country. Finding a durable, bipartisan solution to the Postal Service's financial and service challenges is a shared national concern.

EMA remains focused on the need for predictable, affordable rates and a ratemaking system that does not accelerate volume decline without producing measurable operational improvements. On a personal note, I am lucky to work on a truly bipartisan issue. When I go to the Hill, it is enlightening and encouraging to see all the staff and members that are working hard behind the scenes on the bi-partisan USPS advocacy issues. It is not all about the splash and grab headlines, there are good people on the Hill, every day, trying to make a difference. I wish others could experience the reach across the aisle that I see, versus the polarizing effects the news can have on our nation. We encourage all our vendors and clients to make it to DC for a Hill Day, please reach out if you would like to coordinate with our association to make a difference! While that wraps up a busy Spring season, we are already into the summer months. More client visits and bracing for the impact of the July 12th postal increase. The July increase keeps continued postal price pressure front and center for the mailing industry. This marks a 49% increase in less than five years. On top of that and as many of you know, we are faced with a second paper increase in 2026 that has already gone through. All other main raw material categories that effect envelopes; gum, plastic, ink, cartons, plate material, etc., have also increased their raw material costs. At the same time, there are pricing pressures in the marketplace to stay competitive. We are doing our very best with our vendors to negotiate in favor to keep the pricing down as we face increases across the board.

Lastly, I am participating in a client-focused strategy initiative, mentoring other WBENC-certified companies over the next 3 months. This includes education for the WBE's and leading them through strategic business plans, that are presented at a graduation ceremony in August. I feel fortunate enough to be a WBE-Lead in the room with these great women, growing their business. Now do you understand the term "Sweat Equity"? And I wouldn't change it for anything, well maybe a couple more hours in the day! Have a great summer and come visit us at the plant, our doors are open.

Thank you,

Susan Foley

Susan Foley
CEO



Visit us on:





Letter From The President

What a start to summer! The weather... Holy Cow as Harry Caray would say, extreme hot, extreme cold, wind, rain and every other possibility has hit our nation.

How about the World Cup? Famous players breaking records, The Scottish are drinking Boston dry, and the stadiums are full and loud cheering their nation. Let's go USA!

AJ Jania

We have a great Holiday coming up, Independence Day, and this year is the 250th birthday of our great nation. I hope everyone has a great, safe and relaxing holiday. As Zac Brown says in his song, "Salute the ones we love" Let us remember the veterans and the people who serve and make this a great nation every day. Enjoy your family gatherings, picnics, festivals, concerts, and vacations and remember all those who served, take a moment and thank them.

Just a quick business note:

2027 postal promotions are published. Read them, know them, use them and save with them. The post office has been around as long as this country and we all need it to survive, succeed and grow. If you need any guidance for the 2027 postal promotions, let us know and we will get you the information, offer suggestions and provide samples so you can get approved. 2027 should be the best year ever for promotions. We can also guide you to the many webinars offering postal promotion information.

Enjoy the summer and be safe.

- AJ

Summer Momentum: Why Direct Mail Continues to Deliver Results

As summer arrives, many businesses are planning their second-half marketing campaigns, preparing for fall promotions, and looking for ways to stand out in increasingly crowded digital spaces. While inboxes continue to overflow with emails, one marketing channel remains remarkably effective: direct mail.

Direct mail offers something digital communications often cannot—attention. A well-designed envelope arriving in a mailbox creates a physical touchpoint that engages recipients in a way that online advertising simply can't replicate. Studies continue to show strong response rates and high levels of consumer trust in direct mail, especially when combined with digital marketing efforts.

At Diamond Envelope, we're seeing companies across a wide range of industries use custom envelopes to increase open rates, strengthen brand recognition, and improve campaign performance. Whether it's a bold color, unique size, specialty window, or personalized messaging, the envelope itself often serves as the first impression of a marketing campaign.

Summer is also an excellent time to begin planning for year-end initiatives. Holiday promotions, fundraising campaigns, annual appeals, and customer appreciation mailings are all just around the corner. Early planning helps ensure production schedules, paper availability, and postal timing align with your goals.

As a family-owned and woman-owned manufacturer, we're proud to partner with businesses, organizations, and marketers who rely on quality, consistency, and service. Every envelope we produce is designed to help your message get noticed and your brand make an impact.

Thank you for your continued partnership. We wish you a safe, successful, and productive summer season.

- Diane Valha

Purchasing and Estimating

As summer starts to turn and the weather hits that perfect stride, it's prime time for getting out on the golf course. And heres a fun twist—golf has its own "Envelope Rule."

In the Ryder Cup, team captains each seal a player's name inside an envelope before the final matches. If someone cant compete due to injury, the envelope is opened, and both players sit out—resulting in a tied match.

A simple envelope, deciding the outcome of an international event.

Its a pretty good reminder: whether its on the fairway or in our industry, small details can carry big weight.

- Donovan Reid

Summer Safety & Hiring Update

Summer is here, and we would like to remind everyone of a few important practices to help keep our workplace safe, productive, and enjoyable during the warmer months.

Stay Hydrated

Higher temperatures can increase the risk of dehydration, especially for employees working in manufacturing and warehouse environments. Drink plenty of water throughout your shift and take advantage of scheduled breaks to stay refreshed.

Practice Heat Awareness

Be mindful of the signs of heat-related illness, including dizziness, headaches, excessive sweating, and fatigue. If you experience any of these symptoms or notice a coworker who may be struggling, notify your supervisor immediately.

Use Proper PPE

Continue to wear all required personal protective equipment (PPE) and follow established safety procedures. Safety remains our top priority regardless of the season.

Plan Summertime PTO Early

Summer is a popular vacation season. Employees are encouraged to submit PTO requests as early as possible to help ensure adequate staffing and provide the best opportunity for approval.

Maintain Good Housekeeping

A clean and organized work area contributes to a safer workplace. Please continue to keep aisles clear, properly store materials, and report any hazards to your supervisor.

Summer Safety Doesn't Stop at Work

While we focus on safety every day at work, it's equally important to stay safe at home and during your summer activities.

Whether you're spending time outdoors, working in the yard, attending sporting events, enjoying a family vacation, or tackling home improvement projects, remember to take precautions to protect yourself and your loved ones.

Summer Safety Tips:

- Stay hydrated and drink plenty of water.
- Apply sunscreen regularly and protect your skin from harmful UV rays.
- Wear appropriate protective equipment when using power tools or performing home projects.
- Practice safe grilling and fire pit habits.
- Use caution around pools, lakes, and other bodies of water.
- Never leave children or pets unattended in vehicles.
- Take frequent breaks when working outdoors in the heat.

A little preparation can go a long way toward preventing injuries and ensuring everyone has a safe and enjoyable summer.

We're Hiring – Employee Referrals Welcome!

As our business continues to grow, we are actively seeking dependable individuals to join our team. If you know someone who is looking for a stable career in envelope manufacturing, encourage them to apply.

We are looking for candidates for 2nd and 3rd shift who demonstrate:

- Strong attendance and reliability
- A positive attitude and willingness to learn
- Commitment to safety and quality
- Ability to work in a team environment

Employee referrals continue to be one of our best sources for finding great team members. If you know someone who would be a good fit for Diamond Envelope, please direct them to Human Resources for information on current opportunities.

Thank you for your continued dedication, teamwork, and commitment to safety. We appreciate everything you do to make Diamond Envelope a safe and successful workplace. We wish you and your families a safe, healthy, and enjoyable summer season.