

For Insights,  
Strength and  
Profitability





## Who Joins PIM?

Business leaders of print and integrated marketing companies who are seeking insights, strength and profitability.

# Our Members Have a Special Set of Skills

## Integrated Communications Supply Chain

CREATIVE	MANAGEMENT	OUTPUT	DISTRIBUTION	MARKETING
Branding/identity	Channel management	Bindery	Email	Analytics
Content Design	Content management	Catalogs/publications	eMobile	Consumer research
Cross media strategy	Inventory mgt.	CD/DVD	Fulfillment	Data analytics
Email design	Prepress	Digital print	Mailing	Data management
SMS creation	Variable data	Direct Mail	Online ordering	Data research
Video production	Web to print	eBooks	Postal optimization	Marketing activation
Website design	Workflow mgt.	ePublications	Warehousing	Marketing integration
		Finishing		Marketing mgt
		Foil & effects		Marketing services
		Forms		SEO
		Letterpress		Social Media
		Offset print		
		Packaging conversion		
		Promotional print		
		Prototypes		
		Quick print		
		Security print		
		Textile print		
		Wide format print		

While print is the foundation of our nearly 300 member companies, PIM service provider members offer a diverse set of services that touch every point along the integrated content communications supply chain.



## What does PIM Offer?

Trusted access to information, resources and education to help our members navigate the evolving print industry.







# Why do Members Stay?

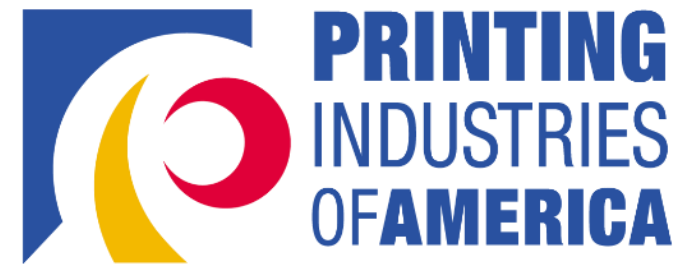
- Our education, advocacy, networking and national buying power supports stability and growth.
- Our comprehensive offerings and collective industry experiences make us the ideal partner to support the dynamic needs of our members.



## We're Stronger Together

PIM membership includes membership in Printing Industries of America (PIA), doubling benefits and offering access to national buying programs and a deep bench of resources.

PIA advocates before Congress, the White House, and federal agencies for a member-driven public policy agenda that benefits and protects America's printing and graphic communications industry.



1. Group Buying Discounts
2. Training & Certification
3. Safety & Environmental
4. Workforce Development
5. Groups & Councils
6. Awards & Recognition
7. Events & Networking
8. Publications & Research
9. Technology & Workflows

# This Membership Has its Benefits

---

[www.pimw.org](http://www.pimw.org)



# Local and National Discount Buying Programs

*Offering product and service discounts that reduce the bottom line.*



PIM Group Buying Programs offer exclusive discounts to products and services used every day - from overnight shipping to printing equipment and supplies.



KONICA MINOLTA

Up to 70% discount on BizHub and Accurio digital production devices.



Identifying and delivering lower utility costs to members. **1<sup>st</sup> year savings averages \$12,000!**

**cardconnect®**

Discounted credit card payment processing is averaging 27% savings for participating members.

**MORE BENEFITS**

Apple  
Fedex  
FSC Certification  
Federated Insurance  
ITU Absorb Tech  
Independent Printers Alliance (IPA)  
Mailables Hub  
Printers 401K  
Printers Disability Trust  
Semper International  
Staples  
Credit Services



# Training & Certification

*Relevant industry education for every category of communications professional*



**Hundred of hours of free video-based courses available 24/7.**

- Orientation to the Graphic Arts
- Color Management for Offset & Digital
- Sales & Marketing
- Customer Service
- Lean and Continuous Improvement
- **Plus many, many more**

#### **ONLINE CERTIFICATIONS**

- Process Improvement (IPP)
- Customer Service Professional

#### **MORE BENEFITS**

- Monthly Webinars
- Sales Seminars
- Technical Seminars
- In-Depth Workshops



# Safety & Environmental

*An array of services designed to reduce injuries and keep regulators at bay.*



On-Staff consultants, Paul Gutkowski and Cathy Malinowski, offer on-site compliance audits and a PIM Great Printer Certification Program that ensures regulation and green compliance.

**Average OSHA penalty  
savings per audit = \$1,368**



#### **MORE BENEFITS**

- Onsite EHS Consultation
- Air and Noise Monitoring
- Customizable Onsite EHS Training
- Sustainability Resources and Assistance
- Safety Committees
- Environmental Compliance and Reporting
- Safety Compliance Programs
- Red Cross Certification (CPR/AED/First Aid)
- Technical and Legal Research
- EPA and OSHA Inspection Assistance
- Agency Correspondence and Communications





# Workforce Development

*Helping members hire and retain competent personnel and driving students to our industry.*

## Job Posting & Resume Search

PIM maintains a listing of job openings from employers in all areas of our industry.

Printing Industry Midwest is tackling the issues of workforce development to ensure our members have continued access to a qualified workforce.

### MORE BENEFITS

- Workforce development grant application support
- Assessment and employee regulations
- Paper Drive
- PIM Educational Foundation
- Apprenticeships
- Internships
- Scholarships
- Industry and Career promotion





## Peer Groups and Councils

*Priceless opportunities for members to learn from each other's experiences and get support.*



## **MORE BENEFITS**

*Executive Peer Group*

*Finance Council & Listserve*

*Scholarship Committee*

*Sales & Marketing Council & Listserve*

*Workforce Development Committee*

*Young Professionals Group*

*Safety & Environmental Listserve*

## **FOR MEMBERS ONLY**

### **PIA HR Council & Listserve**

Active discussions await you on issues important to print professionals. In the HR Listserve, members engage daily to get support and have their questions answered. Recent topics addressed: vacation policies, drugs in the workplace, uniforms, labor practices, Job descriptions, overtime – real issues and real answers.



# Quality & Leadership Recognition

*We believe that good business and quality performance deserve to be awarded.*





2018  
STAR OF  
EXCELLENCE  
AWARDS

Sales | Customer Service | Young Professionals |  
Information Technology | Production | Plus Many More

**This annual awards gala is not to be missed!**

**MORE AWARDS**

PIA Best Workplace in the Americas

PIA Premier Print

Graphic Arts Leader/Distinguished Printer





## Events & Networking

*Creating unique ways for members to connect with industry experts and each other.*



## NEW CHANCE TO CONNECT & LEARN!

Quarterly in-person luncheons with top national speakers presented via remote video to Minneapolis, Des Moines, and Omaha.



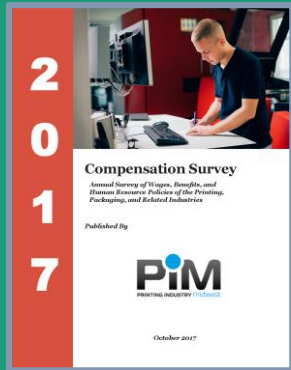
## MORE EVENTS

- Print Showcase (March)
- Women in Print (October)
- Annual Golf/Walleye Tournaments (Spring/Summer)
- Mingle Jingle (December)
- National Legislative Summit (June)
- PIA President's Conference (March)
- PIA Continuous Improvement Conference
- Young Professionals Event



## Publications & Research

*Creating and curating content to keep members informed of trends and best practices.*



## Wage & Benefit Survey

PIM's Wage & Benefit Survey is one of our most valuable member resources, used to accurately benchmark the most important aspect to your business – having a stable, satisfied, and well-qualified workforce.



## Buyers Guide

PIM *Print Buyers Guide and Membership Directory* highlights your products, services and capabilities to potential customers, employees, suppliers, and vendors across the country. Around 9,000 copies are delivered to future print buyers!

### MORE PUBLICATIONS

- *Loupe Newsletters (Email & Print)*
- *PIA Magazine*
- *PrintAccess Online Directory*
- *Reports, Surveys and White Papers*
- *Ratio Studies*
- *Production Benchmarking Study*
- *Digital Technologies Research*
- *Digital Benchmarking Study*
- *HR Holiday Survey*





# Technology Programs

*Support and solutions for keeping workflows and equipment in top form.*



# CENTER FOR TECHNOLOGY AND RESEARCH

PIA Technical Hotline: (800) 910-4283 | Member-only free telephone consulting service gives printers immediate help for any and all technical and/or production problems.

## MORE SUPPORT:

*PIA Integrated Print Center | PIA Center for Color Management | PIA Center for Lean Practices*

# PIM STAFF

## At Your Service



Steve Bonoff  
President  
612.400.6203  
sbonoff@pimw.org



Debra Hurston  
VP Membership & Business Dev.  
612.400.6210  
dhurston@pimw.org



Ben Dally  
Director of Finance  
612.400.6207  
bdally@pimw.org



Kris Davis  
Director of Education  
612.400.6208  
kdavis@pimw.org



Paul Gutkowski, CIH, CHMM  
Dir., Safety & Environmental  
612.400.6205  
paulg@pimw.org



Sadie Hagen  
Marketing Specialist  
612.400.6204  
sadieh@pimw.org



Cathy Malinowski  
Asst. Dir., Safety & Environ.  
612.868.6771  
cathym@pimw.org



Kathy Monroe  
CSR, Member Services  
612.400.6200  
kmonroe@pimw.org

## Join PIM Today!

[www.pimw.org/join](http://www.pimw.org/join)

Contact Deb Hurston

612.400.6210

dhurston@pimw.org