

February 5th, 2019 Issue of The Loupe Update

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UPCOMING EVENTS

February:

Items and Nominations DUE for PIM 2019 Star Awards

Wednesday, February 6, 2019 at 12:00 PM (Noon)

Location - PIM, Broadway Place West, 1300 Godward St NE, Suite 2650, Minneapolis, MN 55113

PIM Young Professional's Kickoff at TOPGOLF

Thursday, February 7, 2019 from 4:00 PM to 7:00 PM

Location - TOPGOLF, 6420 N. Camden Avenue, Brooklyn Center, MN 55430

PIM SmartCafe' - Mastering Your Environment: How to Save \$1,000's and Add Customers

Tuesday, February 12, 2019 from 11:30 AM to 1:00 PM

Location - Twin Cities - Des Moines - Omaha

March:

12th Annual PIM Print Showcase - Sponsored by Diamond Graphics Inc.

Thursday, March 7, 2019 from 3:00 PM to 6:00 PM

Location - Surly Brewery Co., 520 Malcolm Ave SE, Minneapolis, MN 55414

PIM Red Cross CPR-AED-First Aid Certification

Thursday, March 21, 2019 from 9:30 AM to 1:30 PM

Location - PIM, Broadway Place West, 1300 Godward St NE - Nokomis Room, Minneapolis, MN 55113

2019 Annual TAGA Technical Conference

March 17 - 19, 2019

Location - Millennium Minneapolis Hotel, Minneapolis, MN

April:

PIM 2019 Star Awards - Power of Print

Thursday, April 25, 2019 from 5:30 PM to 9:00 PM

Location - Hyatt Regency Minneapolis, Minneapolis, MN 55403

PIM NEWS & UPDATES

OSHA Posting Requirement



Beginning on Feb. 1, 2019 – April 30, 2019, employers with 11 or more employees are required to post a summary of the total number of job-related injuries and illnesses (Summary OSHA 300A) that occurred in 2018. (Not the OSHA 300 Log.) The OSHA 300A form must be displayed in a common area wherever notices to workers are normally posted. Copies of the OSHA forms 300 and 300A are available at the [OSHA website](#). OSHA inspectors will review these forms during an inspection. [Learn More.](#)

2019 PIM Scholarship Application Available Now

Accepting applications for 2019 – 2020 school year
due April 1st, 2019

PIM Scholarships are available to students pursuing a 2 or 4 year degree in Graphic Communication related majors. This includes:

- Press Operation
- Print Management
- Graphic Design
- Other degrees involving print.



The applicant must reside in the state of Iowa, Minnesota, Nebraska, South Dakota or North Dakota. Priority given to the son or daughter of PIM member employees. [Learn More.](#)

2019 Star Awards DUE TOMORROW!

Tomorrow (February 6th at NOON) all forms due to PIM Office!



PIM's Star Awards program is your chance to convey your capabilities to your customers and honor the hard work of your staff. This is your chance to show off! Send in products that your company produce in 2018 for your chance to be a category winner. The PIM Star Awards honor every aspect of the graphic communications supply chain, from content creation to print distribution in every way imaginable. Hear what 2018 winners [The First Impression Group, Inc.](#) and [SeaChange Print Innovations](#) have to say about the Star Awards!!

View the forms and more information about the Star Awards by clicking [here](#).

PIM February SmartCafe' - Mastering Your Environment: How to Save \$1,000's and Add Customers



Tuesday, February 12, 2019 11:30 AM - 1:00 PM

The following companies will share environmental success stories at the upcoming PIM SmartCafe event on February 12:

- Bolger
- GLS
- The Bernard Group
- Japs-Olson

Some PIM members are improving their bottom line by implementing state-of-the-art environmental and employee health and safety operating procedures. These companies are saving thousands of dollars with projects that have benefited the environment and employee health and safety. In this SmartCafe event, representatives of companies who are excelling in the areas of environmental, health and safety regulations will discuss keys to effectively addressing their critical issues. [Learn More.](#)

Hey PIM Young Professionals! \$10 Discount for PIM Young Professionals use the promo code - YoungProfessionals - at [registration](#).

PIM Financial Executives Council

Presentation: *Getting Traction with EOS - The Entrepreneurial Operating System®*

Presenter: Sara Stern, EOS Implementer, Family Business Minnesota

The Entrepreneurial Operating System® (EOS) is a method for achieving business success being practiced by a growing number of PIM members. The book *Traction* provides a practical approach to implementing the EOS system. At the February 20 Financial Executives Council meeting, Sara Stern, president of the Family Business Council and EOS Implementer, will provide an overview of how successful companies are applying *Traction* every day to achieve higher levels of profitability and reduce business frustrations. [Learn More.](#)

MEMBER NEWS

Congrats to the 40 Under 40 Honorees for 2019!

The Minneapolis/St. Paul Business Journal reveals the 40 Under 40 honorees for 2019, recognizing young business and community leaders from across industries and the Twin Cities. Each year, Business Journal editors select 40 leaders under the age of 40 who have demonstrated outstanding professional achievement while also finding time to give back to their communities.

One of the 40 Under 40 honorees sits on the PIM Board, Brooke Lee, who is the CEO and the 4th generation family owner of Anchor Paper Company. Brooke is a very talented leader and is very active around the community. Congrats Brooke! [Learn More.](#)



Sales Personnel Announcement at AWT Labels & Packaging

Minneapolis – AWT Labels & Packaging welcomes sales executive Kevan Kent to the sales team. Kevan’s flexible packaging expertise further strengthens the AWT Labels & Packaging sales team. He will office in Minneapolis and primarily focus on business development activities for the South Elgin Flexible Packaging facility.



About AWT Labels & Packaging: For more than 40 years, AWT has been providing high quality labels and flexible packaging for a variety of market segments including: food & beverage, medical, personal care, Industrial/OEM, household and specialty. [Learn More.](#)

PIA UPDATES

Go Paperless Movement

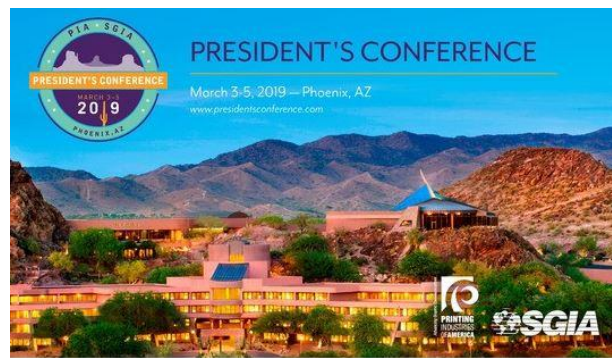
In the relentless “go paperless” saga, the latest target is paper receipts given to customers at points of purchase. California lawmakers have launched a movement to “Skip the Slip” and use electronic-only receipts as defaults. PIA’s California affiliates are experienced hands at hitting back on print/paper threats in their state. At the same time, PIA’s national government affairs department is monitoring the issue and will be prepared should a federal bill be introduced. Given that there are over 100 new lawmakers on Capitol Hill, the chance for bad legislation impacting print, paper, and industry is at high risk, and programs like [Print Powers America](#)—which funds Coalition for Paper Options—and [PrintPAC](#)— which builds industry relations with political stakeholders—are of the utmost value.

2019 President’s Conference

March 3 - 5, 2019 in Phoenix, AZ

Join us at the 2019 [President’s Conference](#), March 3–5, 2019 at the Phoenix Marriott at the Buttes in Phoenix, AZ presented by Printing Industries of America and SGIA. The President’s Conference is the only conference of its kind specifically created for industry owners, CEOs, leaders, and top-level managers. This year's event features

exactly the type of keynotes and breakout topics that leaders and owners are asking for—but that’s only the beginning! In addition to all of the fabulous conference sessions, we’re including a truly unique experience this year! We’ll be taking a tour of the state-of-the-art facilities at Runbeck Election Services. [Learn More.](#)



Technical Association of the Graphic Arts (TAGA) 71st Annual Conference

March 17 - 20, 2019 in Minneapolis, MN



If you’re looking to stay on top of technical advancements that are shaping the future of graphic communications, then join us at the [2019 TAGA Annual Technical Conference](#)! Come and explore the City of Lakes—beautiful Minneapolis, MN, March 17-20. We’ve partnered with the Inter-Society Color Council (ISCC) to bring you a diverse set of papers on the latest, cutting-edge scientific and technical innovations in print and color.

Plus, our four [keynote speakers](#) will expand your knowledge in evolving areas such as the role of print in trans-media storytelling and the neuroscience behind how your brain processes print and digital communication. [Learn More.](#)

Continuous Improvement Conference

April 14 - 17, 2019 in Dallas, TX

The 2019 Continuous Improvement Conference (April 14–17 in Dallas) is the only industry event focused on helping printing and converting companies achieve operational excellence by using the concepts of Lean



manufacturing and other management and quality systems. Attendees directly link reduced costs, lowered waste, and increased profit margins to ideas gained from conference presentations and networking.

Whether you’re starting a structured improvement program or are looking for ways to sustain and improve your existing efforts, the conference has content specifically designed for your knowledge level. There will be 30 speakers, 25 presentations, 7 networking and social sessions, 3 pre-conference workshops, 3 plant tours, and several hundred attendees. [Learn More.](#)

10 Installers Achieve PDAA Master Certification Status

Better business chief among benefits of certification.



Fairfax, Virginia — The Specialty Graphic Imaging Association (SGIA) congratulates the first 10 PDAA Master Certified Installers of 2019. In a testing workshop held January 9-10 at AdGraphics (Pompano Beach, Florida), the following installers demonstrated proficiency in all types of vinyl installations, including complex curves and vehicle wraps... [Learn More.](#)

SGIA Partners with Clemson's Sonoco Institute on Color Management Certification

Sonoco Institute of Packaging Design and Graphics will measure and report on test prints

Fairfax, Virginia — The Sonoco Institute of Packaging Design and Graphics at Clemson University will conduct independent, third-party evaluations of test prints submitted for certification in the Specialty Graphic Imaging Association's (SGIA) Digital Color Professional program.... [Learn More.](#)

2019 PRINT BUYERS GUIDE SPOTLIGHT ADVERTISERS

2019 Print Buyers Guide & Membership Directory online flipbook and printed guide will be available soon!

Amidon Graphics

St. Paul, MN

Family owned, half-web printer capable of printing up to 5/5 on coated and uncoated stocks, specializing in finishing on press. We produce mail inserts, wraps, bind-in and photo envelopes, scent enhanced inserts, insert cards, placemats, pinch bottom bags and litho quality lunch style bags. Our self-mailers finish, glue tack and address on press, ready for mailing. We also wafer seal and ink jet for mailing. We are able to affix cards, laser and die-cut in line. New capabilities include Fin-seal packaging in bindery and pinch bottom bag production in bag division. Innovative solutions, high level customer service, quick quotes and turnarounds. Member MPCA "Green Star" and WindSource Program, FSC and SFI Certified. Established 1951.



AP Graph, Inc.

Burnsville, MN



AssuredPartners of MN, LLC

St. Paul, MN

AssuredPartners of Minnesota, formerly known as Lee F. Murphy Insurance Group, is an independent insurance brokerage specializing in providing competitive Property/Casualty and Employee Benefits solutions to the printing industry. We offer customized insurance products and services to save you premium and add additional value to your business. Contact Eric to start saving today!



AWT Labels & Packaging

Minneapolis, MN

AWT Labels & Packaging is a narrow and wide web flexographic printer/ converter with label and flexible packaging solutions focused on the medical, OEM/industrial, food & beverage, household and personal care markets. Our Label Management Service is designed to help our customers reduce total applied cost and drive results. This service is comprised of supplier managed inventory, label audits, label re-engineering and label material expertise. Our print capabilities range from multiple substrates, 1 to 10 colors, digital, UV flexo printing, shrink sleeves, onserts and converting.



BCT Heartland

Minneapolis, MN

BCT Heartland is always your print partner, never your competitor. With plants in Minneapolis and Milwaukee, BCT specializes in short to medium run digital and offset printing with many finishing options. We offer unsurpassed turnaround times, easy ordering and personalized, knowledgeable customer service. BCT heartland has been in business over 30 years and can print orders from start to finish or finish your printed piece.



Send your stories to PIM by contacting
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