

January 22nd, 2019 Issue of The Loupe Update

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UPCOMING EVENTS

January:

[PIM Profit Matters Webinar – Print Industry Consolidation: Change You Can't Avoid](#)

Tuesday, January 22, 2019 1:00 PM – 2:00 PM

Located - At your desk or in a conference room

February:

[Items and Nominations DUE for PIM 2019 Star Awards](#)

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

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

[PIM Young Professional's Kickoff at TOPGOLF](#)

Thursday, February 07, 2019 4:00 PM - 7:00 PM

Located - 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 11:30 AM - 1:00 PM

Located - 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

Located - 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 - 1:30 PM

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

[2019 Annual TAGA Technical Conference](#)

March 17 - 19, 2019

Located - Millennium Minneapolis Hotel, Minneapolis, MN

PIM NEWS & UPDATES

Have you checked out PIM Connect?

PIM Connect is our NEW online community



PIM is excited to announce access to the new PIM Connect communities, your home for industry discussion and resources. We're launching this new platform to provide a virtual meeting place to learn the latest information, share your knowledge and grow your connections. Connect communities are open to PIM Members only. Members may access all communities and resources, but discussion posting requires you to have joined that community. By joining a community, you'll receive an email digest of discussions and resource postings. Email digests may be altered at any time, ensuring you receive no more emails than you want! [Learn More.](#)

2019 Star Awards is OPEN!

We are excited to see what your company is submitting!!



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 - [learn more](#). **All forms are due February 6th at NOON to the PIM Office!!**

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

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.](#)

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

GPA Welcomes Gerard Vail as Business Development Director – Strategic Services

GPA announces that Gerard Vail has joined their team, serving as Business Development Director – Strategic Services. Vail's addition strengthens GPA's Strategic Services team, reinforces the company's status as innovation facilitators, and delivers on their brand promise of providing global industry and product intelligence that supports business growth. [Learn More.](#)



PIA UPDATES

PIA Releases Findings of Spoilage Report

Printing Industry of America has released findings from the recent investigation it conducted on spoilage within the printing industry. The organization collected data by means of a survey in order to better understand the extent that spoilage is tracked, how statistics are calculated, and more importantly, the range and average of spoilage levels by size and type of company. In addition, it sought to understand whether low spoilage figures correlate to other company behaviors, such as having standardized processes. The downloadable report is available FREE to all Printing Industries of America members as a member benefit or can be purchased for \$199 by non-members. To learn more, visit www.printing.org/spoilagereport.

PIA Releases Benchmarking Service Report

Printing Industries of America has released its latest Print Management Alert: [Benchmarking Printers' Product and Service Patterns: How Do You Compare?](#) This *Management Alert* examines printer business models with a concentration on product and ancillary service offerings. The menu of products consists of some 28 produced by varying degrees of printers from direct mail to newspapers. [Learn More.](#)

eLearning Week 2019 is Set

January 28 - February 1, 2019



Did you know there are now 16 courses in the iLearning Center, all free for Printing Industries of America printer members? From Orientation to the Graphic Arts to Sheetfed Offset Lithographic Press to The Basics of Prospecting (and more!), there's something in the iLearning Center for everyone. During eLearning Week, (January 28–February 1) we will have exciting new educational announcements along with a webinar presented on January 29 and January 31 titled [Learning and the Future of Work](#). During the webinar, Joe Marin will discuss the changing relationship between learning and working and what the perfect balance of training and education looks like for employee development. For more information, visit www.printing.org/ilearning or contact Joe at jmarin@printing.org.

2019 President's Conference fun!

March 3 - 5, 2019 in Phoenix, AZ

Set for March 3–5, 2019, at the Phoenix Marriott at the Buttes in Phoenix, AZ, the President's Conference features 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 and a plant tour at Runbeck Election Services, there's also time for fun and relaxation as well. Check out the events and activities that are happening in sunny Phoenix— including golf, spring training baseball, concerts, shopping, and hiking and biking at one of the nearby desert parks. You can find all of these activities and more listed on the President's Conference website. For more information about the conference, contact Joe Marin at jmarin@printing.org. And once again we will be offering the incentive program to affiliates where you can earn your way to the conference for free. [Learn More](#).

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

March 17 - 20, 2019 in Minneapolis, MN



Message from TAGA President, Liam O'Hara..."Please join us this year as we hold our [71st Annual Technical Conference](#) in the City of Lakes—beautiful Minneapolis, MN, March 17–20, 2019. I'm pleased to report that this year we are partnering with the [Inter-Society Color Council](#) (ISCC) to broaden the scope of our content and to present a diverse set of papers on the latest scientific and technical innovations in print and color." [Learn More](#).

2019 PRINT BUYERS GUIDE SPOTLIGHT ADVERTISERS

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

Veritiv - MN

Rogers, MN

Veritiv Corporation (NYSE: VRTV) is a North American leader in business- to business distribution. Serving customers across virtually every industry, this FORTUNE 500 company provides print, publishing, packaging, facility and logistics solutions. From commercial printing papers to wide format applications, to graphics and equipment, we leverage our strong supplier base and provide you with an integrated product and service offering that helps shape success for your business.



Visions, Inc.

Brooklyn Park, MN

At Visions, we've evolved on the cutting edge of the communications industry- blending creativity, craftsmanship and technology into a powerful menu of marketing services. Our unique offering integrates a highly-creative direct marketing group with dynamic digital media services - all supported by a complete print, mail and fulfillment center featuring digital, offset and enhanced printing technologies. We're expanding the value chain by delivering superior results and an improved customer experience.



Wilcox Paper LLC

Champlin, MN

Wilcox Paper is committed to building strong relationships with our customers, providing them with fine papers that are of the highest industry standard. Creating Paper Solutions is our strength and we strive to be innovative and original by implementing ideas that will differentiate the products and services we provide. Being independently owned has allowed Wilcox the flexibility to make immediate decisions to tailor programs to our customer's needs and requirements. Wilcox Paper has met the Forest Stewardship Council guidelines and is certified as an FSC Chain-of-Custody distributor by the Rainforest Alliance."



Williams Paper Company Inc.

St. Louis, MO

Williams Paper Company Inc. is a fourth generation family owned and operated business. We have been serving the commercial printing and folding carton industry with our precision sheeting capabilities since 1861. We strive to create a partnership with our customers, bringing value, service, and quality to those relationships. With our FSC certification, our prime SBS vendors, and our direct to the customer sales approach, we are able to serve the just-in-time marketplace of the Twin Cities and Greater Minnesota. Johnson Anderson is a full-service envelope manufacturing company specializing in die-cut convert, web-flexo, and quick turn jet printing to cover all your envelope needs. Being in business for 35 years, we take pride in providing industry leading service to our customers.





Send your stories to PIM by contacting
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