



August 23, 2022 issue of *The eLoupe News* - Printing Industry Midwest's (PIM) Newsletter

PIM NEWS & UPDATES

Thank for Two Fantastic Golf Outings

We already can't wait for the golf outings next summer

Printing Industry Midwest (PIM) enjoyed seeing the over 120 attendees who came out to the 66th Annual Minnesota Golf Outing on August 4th and everyone who attended the 3rd Annual Midland Golf Outing on August 11th.



Congrats to the Minnesota winning team of Mike Duffey (Lindenmeyr Munroe), Michael Markwardt (Lindenmeyr Munroe), Ryan Cooley (Diamond Graphics) and Sam Carlson (Lindenmeyr Munroe)!! Congrats to the Minnesota team with the lowest score Thomas Murphy, Ryan Murphy and Xue Xiong all from CARDSOURCE!! Congrats to the Midland winning team of Dan Selzer, Mike Potter, Shadia Igram and Hassan Igram all from Cedar Graphics!!

We hope attendees enjoyed all the beverages, games and prizes from our amazing sponsors, Canon Solutions America, EO Johnson, Standard Dynamics an EO Johnson Company, LB Carlson, Federated Insurance, Heidelberg USA, Impact Power Solutions, Laird Plastics, Kodak, Lindenmeyr Munroe, MGX, Pioneer Paper Stock, FUJI FILM, Midland Packaging, Paper, Performance, and Quazar Capital. A special thank you to MGX and CARDSOURCE for the amazing name badges! Thank you to Graphic Finishing Services, Ideal, IWCO Direct, Meyers Printing, St. Croix Press and PIM for donating raffling prizes at the Minnesota Golf Outing.

[View Minnesota Golf Photos.](#)

[View Midland Golf Photos.](#)

PIM SmartCafe Webinar: Take Your Business to the Next Energy Level – Go Commercial Solar

September 29, 2022 | 11:30 AM to 12:30 PM (CST) | Online-Only Webinar

Solar Power Purchase Agreements are becoming one of the most popular ways for Minnesota businesses to adopt solar. The ability to meet sustainability goals and reduce energy costs without any upfront capital investment or ownership risk makes PPAs incredibly attractive. During this [September PIM SmartCafe](#), we'll look at how PPAs work, when they make the most sense, and what the key benefits are. We'll also touch on how to better understand your commercial energy bill.

[Learn More About Webinar.](#)

[Register for Event.](#)

How are you going to be listed in PIM's 2023 Print Buyers Guide & Membership Directory?

Early Bird Deadline Sept. 16th | Cover Contest Due Oct. 14th



Advertise: Use a new press or piece of finishing equipment to WOW print buyers when you create a one-of-a-kind **Insert**. By adding an image and additional text to your listing and creating a **Logo Ad**, professionals will better understand what you are capable of. The ideas are endless for placing an advertisement in **PIM's 2023 Print Buyers Guide & Membership Directory**. By placing an ad in our guide, you unlock ton of upgraded resources in print and online on **PrintAccess**.

Cover Contest: Call all creatives! Help PIM tell the story as to why professionals need our members and need PRINT. Design a creative cover that depicts the theme, print is the future, and will stand out! Be abstract. Be creative. Be bold. Show us what you can do! Read the **cover contest details** for more information. The winner will get a free Logo Ad for their company!

[Download Order Form.](#)

[Download Ad Details.](#)

[Download Cover Contest Details.](#)

Train Your Employees to Meet OSHA's PIT Training & Evaluation Requirements.

In-person: September 13th | **Virtual:** September 15th | Both Run from 12:00 PM to 4:00 PM (CST)



OSHA requires both classroom and practical instruction in the proper operation of the vehicle, possible hazards, and other concerns specific to your facility. If you are responsible for training your companies Powered Industrial Truck (PIT) operators, this workshop - **PIM Powered Industrial Truck Train the Trainer Workshop** - is designed for you. This workshop is offered in an **in-person** workshop and **virtual** online-only webinar.

PIM can also design a customized training program that is specific to your facility and presented onsite to train all of your PIT operators. Please contact **Paul Gutkowski** or **Cathy Malinowski** to get more information.

[Learn More - In-person.](#)

[Learn More - Virtual.](#)



[Learn more about PIM's Partner, Impact Power Solutions, click here.](#)

Enjoy an Afternoon of Networking & Feeling Empowered

October 13, 2022 | 11:00 AM to 2:00 PM (CST) | Embassy Suites

For more than a decade, women from the printing industry have come together to network and celebrate one another's accomplishments at the [PIM Women in Print luncheon](#)! This year for PIM's 15th Annual Women in Print Luncheon we have asked Lisa Palm, Director of Manufacturing at Nahan Printing, to be this year's keynote speaker and share her awesome story of a women in print. Do not take off after the presentation because we have prizes to giveaway and Lisa & PIM will be hosting a Happy Hour at the hotel bar. This luncheon includes lunch, door prizes, gift bags and plenty of networking opportunities!



[Learn More About Event.](#)

[Register for Event.](#)

PIM is seeking a Signature Sponsor for this event. Please reach out to Kristin Pilling-Davis at kdavis@pimw.org if you are interested.



[Learn more about PIM's Partner, Federated Insurance, click here.](#)

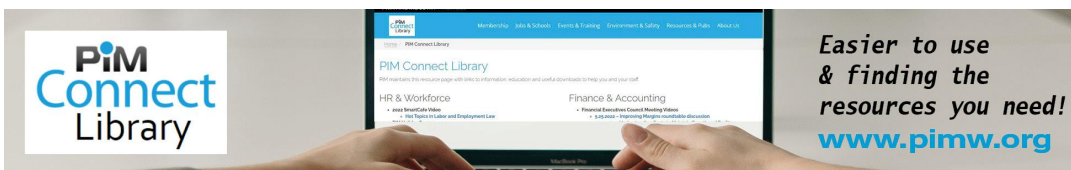
Upcoming in The Sales Vault

This is where the best graphic arts sales reps and selling owners go for their sales ideas. They learn from an expert, from their peers, and on demand. [The Sales Vault](#) is a sales program bought to you by Bill Farquharson. One Vault feature is a live weekly workshop. Care to try one out for free? [Email Bill](#) and he'll give you access to one workshop or one video replay. Here are the next Live Zoom Workshops:



- Aug. 30: Your Sept - Nov Sales Plan
- Sep. 9: NEW—Owners' Answers (led by Warren Werbitt)
- Sep. 13: NEW—Marketing is the New Sales (led by Pat Whalen)
- Sep. 20: Effective Sales Presentations
- Sep. 27: Diligence and Determination

[View all upcoming workshops here.](#)



[Learn more about the PIM Connect Library, click here.](#)

UPCOMING PIM EVENTS & WEBINARS

[All PIM Upcoming Events, Webinars & Trainings...](#)

September 2022:

[September Short Attention Span Webinar: The Inside Rep: A New Face in Sales](#)

September 8, 2022 from 10:30 AM to 11:00 AM (CST)

Online-Only Webinar – This Short Attention Span (SAS) Webinar seeks to change that. We will talk about what is needed to do this job effectively and efficiently. [Learn More.](#)

[PIM In-Person Workshop: Powered Industrial Truck Train the Trainer](#)

September 13, 2022 from 12:00 PM to 4:00 PM (CST) at PIM's Office

In-Person Event – OSHA requires both classroom and practical instruction in the proper operation of the vehicle, possible hazards, and other concerns specific to your facility. If you are responsible for training your companies Powered Industrial Truck (PIT) operators, this workshop is designed for you. This workshop is an in-person event. [Learn More.](#)

[PIM Virtual Workshop: Powered Industrial Truck Train the Trainer](#)

September 15, 2022 from 12:00 PM to 4:00 PM (CST)

Online-Only Webinar – OSHA requires both classroom and practical instruction in the proper operation of the vehicle, possible hazards, and other concerns specific to your facility. If you are responsible for training your companies Powered Industrial Truck (PIT) operators, this workshop is designed for you. This workshop is a virtual webinar. [Learn More.](#)

[PIM SmartCafe: Take Your Business to the Next Energy Level – Go Commercial Solar](#)

September 29, 2022 from 11:30 AM to 12:30 PM (CST)

Online-Only Webinar – During this September PIM SmartCafe, sponsored by Impact Power Solutions, we'll look at how PPAs work, when they make the most sense, and what the key benefits are. We'll also touch on how to better understand your commercial energy bill. [Learn More.](#)

October 2022:

[PIM 15th Annual Women in Print](#)

October 13, 2022 from 11:00 AM to 2:00 PM (CST) at Embassy Suites Mpls North

In-Person Event – This year PIM has asked Lisa Palm, Director of Manufacturing at Nahan, to be this year's keynote speaker and share her awesome story of a woman in print. Come celebrate women in print, network, laugh, hear a terrific speaker, win prizes and of course eat a delicious lunch! [Learn More.](#)

MEMBER NEWS

[CARDSource in the News](#)

CARDSource is proud to announce Tiffany Milbrandt's, Business Development Manager, appointment to the Board of Directors with the International Card Manufacturers Association. Congratulations Tiffany!



[Download Press Release Image.](#)

Fall in Love With Print - EO Johnson Business Technologies Standard Dynamics, Inc. Open House

September 14-15, 2022 | 1800 East Cliff Road, Suite One, Burnsville, MN 55337

- In-depth demonstrations of digital printing and finishing solutions— see list below
- Showcasing the latest technologies
- Learn about advancements in the industry
- Talk to the experts, vendors on-site to answer questions
- Register to win great door prizes—your name is entered into the drawing when you register online and again at the open house
- Receive a free gift if you are one of the first 50 who walk through our doors on both days!

[Learn More About Event.](#)

[Download Event Flyer.](#)

Embossing Plus and McIntosh Embossing Merge

Embossing Plus is proud to announce that they have purchased the operations of McIntosh Embossing. The additional staff, expertise and equipment from McIntosh will supplement the growth of Embossing Plus, which is rapidly becoming one of the nation's most dynamic print finishers, fully capable of serving the large local print community plus selected national clients. Embossing Plus will continue to offer foil stamping (both conventional and digital), embossing, die cutting, folding and gluing, UV and laminate coating, steel rule die making and hand assembly. They will now operate with a larger staff of experienced craftspeople and a deeper equipment platform, courtesy of the acquisition. Dave McIntosh, former shareholder and operator at McIntosh Embossing, will join the successful team already in place at Embossing Plus, focusing on sales and marketing.

Get in The Loupe - Share News & Articles

We want to hear from you! Send us your news!

PIM is always looking for member news and educational articles to share. If you have information you would like to share, please [email Sadie Johnson.](#)



PIM's BUYERS GUIDE

Next Steps for Ad Sales & Cover Contest

Make sure to place an ad in [Printing Industry Midwest's \(PIM\) 2023 Print Buyers Guide & Membership Directory](#) and/or enter a cover design into the cover contest. Complete the following steps...



- Fill out the 2023 [Order Form](#)
- Turn in your order form before the Early Bird Discount Deadline on **September 16, 2022 & save!**
 - *All order forms are due by September 30, 2022 at 4:00 PM*
- Submit your order form to Sadie Johnson at sadieh@pimw.org
- Make sure your listing is up-to-date! PIM uses your online PrintAccess listing to create your listing in the printed guide. [Login to your PrintAccess account](#) to update your listing by **September 30, 2022.**
 - Use the [Ad Details document](#) for more information about what you need to do.
- Think about submitting a design for [2023 Cover Contest!](#) All design due October 14, 2022.

[Download Order Form.](#)

[Download Ad Details.](#)

[Download Cover Contest Details.](#)

Did you get your 2022 guide yet?

[Email Sadie Johnson & she will send you a guide](#)

PIM's [2022 Print Buyers Guide & Membership Directory](#) is a resource for print decision makers across the country. It is designed to showcase our members and assist business professionals in finding printers and print suppliers to help complete projects. Make sure your office has a copy (or two or three)! If you have not received a copy or would like additional, [email Sadie Johnson](#).

[Learn More About the Guide.](#)

[View Online Flipbook.](#)

Do you have company news?

[Send your news to Sadie Johnson at \[sadieh@pimw.org\]\(mailto:sadieh@pimw.org\)](#)

Did you miss our last emails?

[Click here to view past The eLoupe News.](#)



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