



July 12, 2022 issue of *The eLoupe News* - Printing Industry Midwest's (PIM) Newsletter

PIM NEWS & UPDATES

Now Open! Print Industries Annual Wage + Benefit Survey is Open for Submissions

Complete Survey by August 5, 2022



Published by Americas Printing Association Network, the 2022 Wage + Benefits Survey captures wages for most industry positions in sixteen categories, segmented by region and company size. The report captures policies for overtime, vacation, PTO, sick-time, health insurance, along with job descriptions for more than 200 industry positions. The Wage + Benefits Survey includes:

- Wages/Salaries for all reported positions in sixteen categories, segmented by region and company size.
- Job Descriptions for more than two hundred positions.
- Human resource policies for overtime, vacation, PTO, sick time, health insurance and other benefits.

[Get more information here.](#)

Swing Into Registration! PIM's Annual Golf Outings Are Next Month

Minnesota: August 4, 2022 in Coon Rapids, MN

Midlands: August 11, 2022 in Polk City, IA



It is time to get your teams together and register for Printing Industry Midwest's (PIM) Annual Minnesota & Midlands Golf Outings. Each golf outing includes hole sponsors, games, prizes and awards are presented to the winning team at dinner. **Multiple sponsorship opportunities are available when registering.** Come connect with PIM members and guests in the fresh air! Thank you to all our sponsors for their support, providing beverages, games and prizes throughout the event!

[Register for the MN Golf Outing - August 4th.](#)

[Register for the Midlands Golf Outing - August 11th.](#)

In-person & Virtual PIM Workshop Powered Industrial Truck Train the Trainer

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



If your facility uses any kind of “mobile, power-driven vehicles used to carry, push, pull, lift, stack or tier material,” then you must train and evaluate the operators of that equipment. If you use this kind of equipment at your facility, you will have to comply with OSHA’s training requirement. Upon completion of [this PIM Workshop](#), you will be able to:

- Identify the training requirements and performance criteria for PIT operators.
- Recognize conditions that place your PIT operators at risk;
- Identify when periodic operator re-evaluation and assessment is needed;
- Train your company’s employees to meet OSHA’s PIT training and evaluation requirements.

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

[Learn More - Virtual.](#)



[Learn more about PIM's Partner, Impact Power Solutions, 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:

- July 12: Pre-Call Research
- July 19: Sales Triathlon
- July 26: Landing the Big Fish
- Aug. 2: Better Communication Skills
- Aug. 9: Top Sales Apps
- Aug. 15: That Young Buyer
- Aug. 23: Prospecting Process
- Aug. 30: Your Sept - Nov Sales Plan

[View all upcoming workshops here.](#)

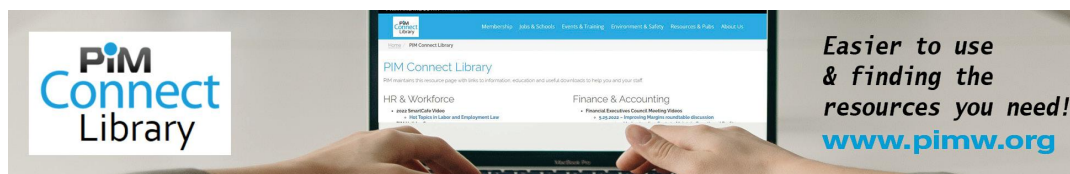
Don't miss the upcoming [Short Attention Span Webinar: I Hate Selling - July 14, 2022 10:30 AM – 11:00 AM \(CST\) an Online-Only Webinar](#) - Join Kelly Mallozzi and Bill Farquharson as we give you some alternative ideas for sales growth. We might not be able to make a salesperson out of you, but we can certainly provide some alternatives which will get you there just the same.

Mailers Hub - Upcoming Webinars

As a member benefit, PIM provides a monthly update on significant developments impacting mail and postal service providers. As well as informing you on upcoming Mailers Hub upcoming webinars, here are the upcoming webinars...

- The US Economy. A Wild Ride - **July 12, 2022** from 1:00 to 2:00 PM (EST) - [Learn more & register here.](#)
- Direct Mail 101: Mailing Made Easy - **July 20, 2022** from 1:00 to 2:00 PM (EST) - [Learn more & register here.](#)
- Mitigating The Great Resignation with Automated Workflows - **August 23, 2022** from 1:00 to 2:00 PM (EST) - [Learn more & register here.](#)

[View all upcoming webinars here.](#)



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

UPCOMING EVENTS & WEBINARS

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

July 2022:

[Short Attention Span Webinar: I Hate Selling](#)

July 14, 2022 from 10:30 AM to 11:00 AM (CST)

Online-Only Webinar – Join Kellozzi and Bill Farquharson as we give you some alternative ideas for sales growth. We might not be able to make a salesperson out of you, but we can certainly provide some alternatives which will get you there just the same. [Learn More.](#)

[PIM Webinar: Winning Price Strategy - Presented by Simon Taylor](#)

July 14, 2022 from 12:00 PM to 1:00 PM (CST)

Online-Only Webinar – The Pricing Strategy Seminar helps you develop a number of strategies that help you to increase the profitability of your company. This webinar will share these with you so that you can build your own WINNING STRATEGY based on YOUR business and contribute to YOUR success. [Learn More.](#)

[PIM SmartCafe: Recruitment, Retention, and Realignment: The Printing Industry's Employment Crisis and What Printers Are Doing About It](#)

July 27, 2022 from 11:30 AM to 12:30 PM (CST)

Online-Only Webinar – In this special program, three experts from the Jennings A. Jones College of Business at Middle Tennessee State University will share what their

exclusive research has revealed not just about the extent of the industry's employment crisis, but also what print business owners are doing to overcome it. [Learn More.](#)

August 2022:

[66th Annual PIM Minnesota Golf Outing](#)

August 4, 2022 from 11:00 AM to 7:00 PM (CST) at Bunker Hills Golf Club

In-Person Event – Come enjoy an afternoon of golfing, networking & potentially win prizes! You can now register yourself or your team, sign up for sponsorship opportunities or both! We are also accepting raffle prizes or PIM can go shopping for you for a raffle prizes. Raffle prize donations benefit PIM's Education Foundation that provides development of job training programs, career fairs, scholarships, and much more for the print industry. [Learn More.](#)

[3rd Annual Midlands Golf Outing](#)

August 11, 2022 from 11:00 AM to 6:00 PM (CST) at Tourament Club of Iowa

In-Person Event – Come enjoy an afternoon of golfing, networking & potentially win prizes! You can now register yourself or your team, sign up for sponsorship opportunities or both! [Learn More.](#)

[America's Print Show](#)

August 17-19, 2022 in Columbus, OH at The Greater Columbus Convention Center

In-Person Event – Network like never before. Labor shortages and supply chain slowdowns will continue in 2022. At Americas Print Show, you'll create and nurture relationships that will see you through the challenges. APS22 brings together decision makers and industry leaders from across Canada, the U.S., and Central America. [Learn More.](#)

September 2022:

[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.](#)

MEMBER NEWS

[Mildura Printing buys Rollem Insignia 5 from Graph-Pak](#)

Digital and label printing company Mildura Printing has purchased and installed a Rollem Insignia 5 digital die cutter from Graph-Pak. As a first-time customer of Graph-Pak, Mildura Printing director Lindsay Stephens said he had been eyeing the Rollem technology since 2019 and was stoked when he finally purchased the machine for his business.

[Download Press Release Here.](#)

Third Generation of Dillon Family Purchases Meyers, Commits to Continued Innovative Industry Leadership and Sustainability

Minneapolis, MN - June 28, 2022 – In 2018, the leadership team at the family-owned business Meyers began to lay the groundwork for a future succession of the third generation of the Dillon family. Last year, the late company founder Gerry Dillon's grandsons took the reins at the company, with Chris Dillon, Jr. moving into the role of Chief Executive Officer and Michael Dillon being named Chief Revenue Officer. They entered their new leadership roles with a goal of restructuring the business around sustainable packaging with modernized revenue generation processes. They then purchased controlling interest of the company early this year, furthering the transition to the third generation.

[Download Press Release Here.](#)

ENPOINTE Sweeps the Top PIM Star Awards For Printing Excellence

Brooklyn Park, MN - On June 22, 2022, ENPOINTE received top honors for print excellence at the annual Star Awards Banquet in Minneapolis. Sweeping the top awards by earning Best of Show, Best of Show Runner-up, Best of Show Honorable Mention, and the coveted People's Choice award selected by our peers. The Star Awards is a five-state print competition hosted by Printing Industry Midwest (PIM), the region's trade association for the printing, communication, and graphic arts industry.

[Download Press Release Here.](#)

Paper Excellence Group Enters Into Definitive Agreement to Acquire Resolute

Montreal - July 6, 2022 /CNW Telbec/ - The Paper Excellence Group (the "Group"), through its wholly-owned subsidiary Domtar Corporation ("Domtar"), a global diversified manufacturer of pulp and specialty, printing, writing, and packaging papers, and Resolute Forest Products Inc. ("Resolute") (NYSE: RFP) (TSX: RFP), a global forest products company, have entered into an agreement under which Domtar will acquire all of the outstanding common shares of Resolute stock.

[Continue Reading Press Release Here.](#)

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](mailto:sadie.johnson@pim.org).



BUYERS GUIDE

PIM's 2023 Buyers Guide Ad Sales Opening Soon!

Ad sales will open soon, watch your emails for the order form!

Don't miss this once-a-year advertising opportunity to get your message directly into the hands of industry professionals ready to do business now. With targeted ads and enhanced listings—both **in print** and **online on PrintAccess**—capabilities of PIM members jump off each page of the **Print Buyers Guide & Membership Directory**.

Order forms will be available in the coming weeks.

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**

Did you miss our last emails?

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