



July 26, 2022 issue of *The eLoupe News* - Printing Industry Midwest's (PIM) Newsletter

PIM NEWS & UPDATES

Winners for the First Americas Print Awards Competition

The Americas Printing Association Network (APAN) along with Printing Industry Midwest (PIM) are proud to announce the winners of the inaugural presentation of the 2022 Americas Print Awards, a national competition that recognizes the absolute finest in printing across the United States. Eleven participating associations within APAN sent their top 15 winning entries from their individual competitions to the Printing Industries of New England (PINE), where the judging took place on June 13-14, 2022. These “best of the best” pieces went head-to-head in the national competition, and the work was judged by three national printing experts with over 90 years of cumulative experience. The judges were chosen from a pool of like individuals that have either owned, operated or managed a printing facility.

All [2022 Best of Category winners](#) from PIM’s 2022 Star Awards competition – **Bolger, ENPOINTE, Ideal Printers, The John Roberts Company and Studio On Fire** – submitted their entries into this APAN competition. ENPOINTE won three - Best Offset Award, Best Use of Substrate Award and Best Use of Photography Award. Congrats to all!

[Download PDF of this news release.](#) [Download PDF of winning project photos.](#)

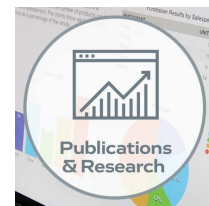
Have You Completed the Annual Wage + Benefit Survey Yet?

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.](#)



There is Still Time to Register! Don't Wait!

Minnesota Golf Outing: August 4, 2022 in Coon Rapids, MN

Midlands Golf Outing: August 11, 2022 in Polk City, IA



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.

A blue banner for Impact Power Solutions (IPS). On the left is the IPS logo, which consists of the letters "IPS" in a stylized font with a grid pattern. To the right of the logo is the text "Achieve your sustainability goals while maximizing savings and ROI. Talk to our solar experts today." Below this text is a yellow button with the text "Get started". On the far right of the banner is a small image of a person wearing a white hard hat and a blue shirt, standing next to solar panels.

Learn more about PIM's Partner, Impact Power Solutions, click here.

Americas Print Show Announcements

Americas Print Show (APS22) is an exciting three-day industry event focused on building connections and growth in the print and graphics community. APS22 will bring together regional and national associations representing more than 5,000 companies, along with commercial printers, screen and garment producers, large

format and sign printers, binderies and graphic finishers, and industry suppliers.
Keep up with APS22 news...

- **July 18, 2022:** [102-year-old paper merchant Millcraft joins Americas Print Show, APS22!](#)
- **July 12, 2022:** [Americas Print Show Announces Giveaway of a Canon Digital Imaging Solutions ImagePRESS C910!](#)
- **July 10, 2022:** [APS22 Announces New Workforce Development Keynote Speaker, Dr. Aravind Chandraksekaranii»;](#)

[View All APS22 News Releases 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 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.](#)

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...

- 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.](#)

PiM Connect Library

Easier to use & finding the resources you need!

www.pimw.org

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

UPCOMING EVENTS & WEBINARS

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

July 2022:

[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

ITU AbsorbTech Opens its Newest Service Center for Tennessee

Winchester, TN – ITU AbsorbTech, a family-owned environmental service company headquartered in New Berlin, WI, has opened a new Service Center to expand its regional service coverage.

Printing Industry Midwest (PIM) and ITU AbsorbTech are Group Buying Power Program Partners. ITU AbsorbTech is a preferred provider for printer towels, shop towels, floor mats, SorbIts® oil absorbents, and other managed service programs. ITU AbsorbTech's Ultra™ Printer Towel program is compliant with the EPA Wipes Rule. PIM members are eligible for an annual rebate based on volume and a complimentary week of service for new customers. Visit ITUAbsorbTech.com/PIA for more information.

[Download Press Release Here.](#)

AWT Introduces Fully Recyclable Reseal Flexible Package at World of Wipes International Conference

Minneapolis, MN – JULY 21, 2022 – AWT Labels & Packaging has announced the addition of a fully recyclable resealable flexible package for consumer goods applications. The construction was formally introduced at the recent World of Wipes International Conference in Chicago.

[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](#).



BUYERS GUIDE

PIM's 2023 Buyers Guide Ad Sales Opening Soon!

Early Bird Deadline: September 16th | Prices Go Up After the 16th

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 August 1, 2022.

And Don't Forget, Cover Contest Will Open Soon Too!

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

With imagery and/or copy design a creative cover that depicts the 2023 theme. There is no limit to the number of designs a company can submit but the company has to be a member of PIM. **Be creative. Be bold. Show us what you can do!**

The 2023 theme and details will be available August 1, 2022.

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?

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



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