



June 14, 2022 issue of *The eLoupe News* - Printing Industry Midwest's (PIM) Newsletter

PIM NEWS & UPDATES

The Print Industries 2022 Sales Compensation Report Is Now Available

If you participated in submitting your company information to the Sales Compensation Survey, you can login today at the [Print Industries](#) site to receive the results for free. If you did not participate, you can still receive the report! More information [here](#).

MPCA Grant Money to Reduce Air Pollution and Boost Sustainability

MPCA is offering approximately \$89,000 for projects to reduce these emissions and make our air cleaner. The funding will help recipients acquire different equipment, update processes, or switch to cleaner products to save money and protect the health of their employees and neighbors.

If you are interested in learning more about this MPCA Grant Opportunity, [more information is available on the PIM website](#).

For more information about this or other EHS items, contact [Paul Gutkowski](#) at 612-400-6205 or [Cathy Malinowski](#) at 612-868-6771.

Minnesota Printers Must Post Frontline Worker Poster by June 23

On April 29, 2022, Governor Walz signed the Frontline Worker Pay Law. This law allows certain workers to receive a state-funded bonus payment for working during the pandemic. These funds are intended to thank these workers for showing up and providing critical services that allowed Minnesota to continue to function during the COVID-19 emergency. Workers can apply beginning June 8.

What Must Printers Do?

Post the Notification

Printing is a business sector within manufacturing. So, Print Employers must notify workers that they may be eligible for the bonus payment. Let your employees decide if they are eligible to apply.

Printers must post and/or provide a paper or electronic copy of the notice to all workers. The notice may be found [here](#).

More information, FAQs and a link to the sign-up can be found at the Minnesota Frontline Worker Pay website: <http://frontlinepay.mn.gov>



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

The New PIM Connect Library Is Here



The PIM Connect Library has moved to a new user-friendly platform. The Library is now easier to use and finding the resources you need will be faster and more simple than ever before. Find webinar recordings, regulatory and legislative updates, financial templates, survey results, and more! Just go to the [PIM website](#), login to your [member portal](#), and click on Connect Library on the menu. Or just click on the Connect Library picture 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 three:



- 6/14: New Business
 - 6/21: TBD
 - 6/28: Your Summer Sales Plan
 - 7/7: Innovative Lead Sources
 - 7/12: Pre-Call Research
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Mailers Hub News

In this issue...

- **PRC Approves Proposed Rates.** No changes, so the earlier charts are correct.
- **USPS Hints at Revising NGDV Order.** Future changes in delivery may make more EVs feasible.
- **PRC Opens Inquiry into USPS "Gift Cards."** Whether the PRC buys the Postal Service's story remains to be seen.
- **OIG Examines USPS "Knowledge Continuity."** Readying VPs may be good, but readying the technical experts would be better.
- And more...

[Download news here.](#)

Promote Your Company & Become a Partner in 2022

2022 Sponsorship Opportunities | [DOWNLOAD DOCUMENT.](#)

By becoming a [PIM 2022 Partner](#) you gain visibility in PIM's publications, websites and social media accounts which will raise your organization's visibility among PIM members. PIM looks to our partners to offer trusted access, resources and information to members to help them navigate the evolving print industry and daily challenges.



[Learn More.](#)

[Download 2022 Document.](#)



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

UPCOMING EVENTS & WEBINARS

June 2022:

[Amplify](#)

June 14 to 16, 2022 at the Minneapolis Convention Center, MN

In-Person Event – Amplify brings print finishing and embellishments to the forefront. Showcasing the brands, products, and processes raising the standard for foil and coatings, diecutting, folding and gluing, binding, direct mail, and more. Join us for a comprehensive three-day event and gain the inspiration, knowledge, and network to amplify your business.

PIM Members Attend Exhibit Hall for Free: Use code **PIMVIP** to register for no charge

[Learn More.](#)

[PIM 2022 Star Awards Banquet](#)

June 22, 2022 from 4:30 PM to 9:00 PM (CST) at the Hyatt Regency Minneapolis
In-Person Event – PIM's Star Awards Banquet is held to honor the hard work of you and your staff. Come be recognized and congratulate your peers at PIM's 2022 celebration! Thank you to Lindenmeyr Munroe, the 2022 Signature Sponsor, and all our 2022 Star Award Sponsors! [Learn More.](#)

July 2022:

Short Attention Span Webinar: I Hate Selling

July 14th, 2022 at 10:30 AM

Online 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.](#)

August 2022:

66th Annual PIM Minnesota Golf Outing

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

In-Person Event – Printing Industry Midwest (PIM) would like to invite you to our 2022 Minnesota Golf Outing. On August 4, 2022, come enjoy an afternoon of golfing, networking, & potentially win prizes! Thank you to all our sponsors for their support, providing beverages, games, and prizes throughout the event!

You can now **register yourself or your team**, sign up for **sponsorship opportunities** or both! **Multiple sponsorship opportunities are available when registering.**

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.](#)

[Register.](#)

3rd Annual Midlands Golf Outing

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

In-Person Event – Join Printing Industry Midwest (PIM) on August 11, 2022 for an exciting day of golf, prizes, networking and fun at the PIM 2022 Midlands Golf Outing. Thank you to all our sponsors for their support and who will provide beverages and prizes throughout the event!

You can now **register yourself or your team**, sign up for **sponsorship opportunities** or do both!

[Learn More.](#)

[Register.](#)

America's Print Show

August 17-19, 2022 in Columbus, Ohio 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. You need to be where you could meet your next Peer, Mentor, Customer, Employer, Employee, Supplier, Vendor, or Client. It's all about the people.

[Learn More.](#)

MEMBER NEWS

Paper Exchange...

NCCO has the attached list of paper available - please contact [Josh Erickson](#) for details

[Paper list 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 PIM](#).



Send your news to PIM at pim@pimw.org
Did you miss our last email? Click [here](#) to view past The eLoupe News.



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

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