

June 28, 2022 issue of *The eLoupe News* - Printing Industry Midwest's (PIM) Newsletter

PIM NEWS & UPDATES

The 2022 PIM Golf Tournaments Are Now Open For Registrations

Now is the time to get your teams together and get registered for the Annual PIM Midlands and Minnesota Golf Tournaments.

The Midlands outing will be August 11th at the Tournament Club of Iowa in Polk City and the Minnesota outing will be August 4th at Bunker Hills in Coon Rapids, MN. We'd love to see you there!



[Midlands Golf page.](#)

[Minnesota Golf page.](#)

The Annual Print Industries Wage + Benefit Survey is Opening for Submissions

The 2022 Wage + Benefit Survey is opening for submissions this Friday, July 1st.

Published by Americas Printing Association Network, the Wage + Benefits Survey is the industry's most comprehensive report on labor costs and human resource policies of print-related companies.

[Get more information here.](#)

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](#).

[View the full press release 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.

Printers 401k June Newsletter - News You Can Use

In this issue of the Printers 401k Newsletter:

- [Deconstructing your Debt-to-Income Ratio](#)
 - [Fed Keeps Pushing Rates Higher](#)
 - [When Will the Stock Market Hit Bottom?](#)
-



[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:



- 6/28: Your Summer Sales Plan
- 7/7: Innovative Lead Sources
- 7/12: Pre-Call Research: Gaining Access to Power
- 7/19: Sales Triathlon
- 7/26: Landing the Big Fish

[See all the upcoming workshops here.](#)

Raise Your Voice For Patient Safety

Tell your members of Congress to cosponsor the Patients' Right To Know Their Medication Act (H.R. 6519) and advocate for printed literature.

[Learn more here.](#)



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

UPCOMING EVENTS & WEBINARS

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.](#)

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

July 14th, 2022 12:00 PM to 1:00 PM CST

Online 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.](#)

Recruitment, Retention, and Realignment: The Printing Industry's Employment Crisis and What Printers Are Doing About It

July 27th, 2022 11:30 AM to 12:30 PM CST

Online 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

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

Case Makes Launches New Sustainable Product, LuMet, at LUXE PACK New York

Case Makes, an Indian-based laminating and coating division of the Case Paper family, is launching a new fully recyclable laminated product, LuMet, at LUXE PACK New York June 15th and 16th. This will be Case Makes' first time exhibiting at the show, where they plan to make a splash introducing themselves to the luxury packaging industry.

[View the full 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 **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](#)

8085 Wayzata Blvd., Suite 101A, Golden Valley, MN 55426

Tel. 612.400.6200 • [Contact PIM](#) • www.pimw.org • [PIM Connect](#)



[Click here](#) to unsubscribe or update your email preferences

