

April 16, 2024 issue of *The eLoupe News* - Printing Industry Midwest's (PIM) Newsletter

PIM NEWS & UPDATES

Register For PIM's May Events & Webinar

[May 7, 2024](#) | [May 14, 2024](#) | [May 16, 2024](#) | [All Upcoming Events & Webinars](#)

Printing Industry Midwest (PIM) provides a multitude of opportunities for you to network with other printing industry professionals, update skills and keep up to date on trends in our industry. Do not miss upcoming PIM events and webinars...

- [PIM Powered Industrial Truck Train the Trainer on May 7th](#) - PIM is offering a forklift train-the-trainer workshop. OSHA requires all operators of “mobile, power-driven vehicles used to carry, push, pull, lift, stack or tier material,” to receive training and be evaluated when operating that equipment. If you are responsible for training your companies Powered Industrial Trucks (PIT) operators, this workshop is designed for you.
- [PIM Operational Excellence Webinars: Constraint Management on May 14th](#) - The operational excellence webinars, presented by Bob Krausert, are intended to be a cumulative learning experience, but each session can be taken independently. Sessions are oriented towards the executive team; but certainly are appropriate for operations management of all levels and your procurements staff.
- [PIM Young Professionals at Urban Growler on May 16th](#) - PIM Young Professionals will get the opportunity to come together and network with their industry peers at Urban Growler® Brewing Company, Minnesota’s first women-owned microbrewery. First drink is on PIM sponsors!

Help Us Help You! Printing Industry Performance & Insights – Financial Benchmarking Survey Is Open

The survey will be open for three weeks - April 1st to 19th - [Click Here](#)

A message from Dr. Ralph Williams - When I led printing companies, financial benchmarks helped us sooo much in finding a path to improved performance. Please complete our [survey](#) and help us provide you with valid financial benchmarks. Our plan is to close the survey this Friday. [Here is a preview](#) of our financial questions. We provide the option of emailing your financials, but you still need to complete the rest of the survey. Multiple companies have emailed us their financials. We keep all data confidential.

[Take Survey, Click Here.](#)

Minimize EHS Risks - Utilize PIM's EHS Audits

Printing Industry Midwest (PIM) [Environmental, Health and Safety \(EHS\) Audits](#) minimize regulatory fines and penalties as well as minimize EHS risks. PIM works with you. Plan and implement corrective actions before a regulatory inspection occurs. Uncover ways to reduce waste management. Also, reduce your workers' compensation costs. PIM EHS Audits can include:

- Compliance audit – Verify a site or company's conformance with regulatory requirements.
- Management Systems Audit – Review the effectiveness of management systems in ensuring compliance.

[Learn More About PIM's EHS Audits, Click Here.](#)



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

Do You Have Down Time? Examine PIM University

On-Demand Industry Training Webinars. No-Cost Benefit for PIM Members.

[PIM University](#) gives you training on your schedule. It is ideal for onboarding new hires and continuing education for current employees. PIM University has great content for new employee orientation, sales, bindery, press, prepress and CSRs. Targeted tracks help make sure each audience is receiving specific content tailored to their work experience. Make the most of your membership dollars!

[Learn More About PIM University, Click Here.](#)

Let Us Help You Cut Your Shipping Expenses

PIM Member Benefit - Unlock the full potential of what UPS® has to offer

We understand that managing your shipping costs can be a challenge, which is why we want to help you save money and streamline your shipping process. In 2023, our UPS® Savings Program helped APAN members save a total of \$20315.31* on their shipping expenses. From small packages to pallets, UPS offers a variety of shipping services and tools that can help you cut costs and increase productivity. With their expertise and flexibility, you can have peace of mind knowing that you are shipping efficiently. To take advantage of our member-only savings, [sign up for a new account](#) or simply re-enroll and apply our savings to your existing UPS account.

Terms and Conditions: Must be included with any mention of UPS (other than social media). *Includes UPS Small Pack, UPS Freight, UPS GFP, and UPS SCS shipments for the full 2023 year. Savings calculation is based on discount amounts for service levels when compared to UPS 2023 daily rates. **Insurance coverage is offered through UPS Capital Insurance Agency, Inc., a licensed insurance producer. If you elect protection for your shipment, it will be insured under a policy of insurance (the "Policy"), but you are not an insured under the Policy. In the event of a loss covered under such Policy, any resulting claim payment will be directed to you as a loss payee. All insurance-related information is provided by UPS Capital and does not in any way alter or amend the terms, conditions, or exclusions of the Policy. Insurance coverage is not available in all jurisdictions or on all shipments. For a detailed explanation of program coverage [Click here](#) © 2024 United Parcel Service, UPS, UPS Capital, InsureShield, the UPS brandmark, and the color brown are trademarks of United Parcel Service of America, Inc. All rights reserved. 1/24

[Learn More & Save, Click Here.](#)

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

The Management Guys Article: WHAT HAPPENS NEXT

You've spent most of your adult life building your business and now retirement age looms. What's your plan... *continue reading article..*

[Download Article, Click Here.](#)

Sales Tips from Bill Farquharson

Take advantage of the Sales Vault community of print, signage, packaging, labels, and promotional sales reps and selling owners. Go to [SalesVault.pro](#) for more information or reach out to Bill Farquharson at 781-934-7036 or bill@salesvault.pro. Here are some sales tips from Bill...

- [April 8 - The Digital Print Sale](#) - A recent digital print user's group meeting gives Bill Farquharson a chance to remind the industry it takes more than incredible machinery to make those amazing, show-worthy sales. None of it matters without the critical component he talks about in this week's Short Attention Span Sales Tip. [Click Here.](#)
 - [April 15 - Sales Optics](#) - What do Subway Restaurants, a free-anytime hand surgeon, and how you dress have in common? They are all wrapped together in Bill Farquharson's Short Attention Span Sales Tip. [Click Here.](#)
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PIM Store - Get Your PIM Merch

Find some fun PIM merch at our new [PIM Store](#)!! We have PIM shirts, sweatshirts, hats, water bottles and tumblers. Purchase gear for yourself or a co-worker! Wear or bring your PIM merch to our next event or tag us in a picture on social media of your PIM merch.

[Visit Our Store, Click Here.](#)

UPCOMING EVENTS & CLASSES

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

May 2024:

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

May 7, 2024 from 9:00 AM to 1:00 PM (CST) at PIM's Office, Bloomington, MN

In-person Event – PIM is offering a forklift train-the-trainer workshop. OSHA requires all operators of “mobile, power-driven vehicles used to carry, push, pull, lift, stack or tier material,” to receive training and be evaluated when operating that equipment. If you

are responsible for training your companies Powered Industrial Trucks (PIT) operators, this workshop is designed for you. [Learn More & Register.](#)

[PIM Operational Excellence Webinars: Constraint Management – Presented by Bob Krausert](#)

May 14, 2024 from 11:00 AM to 12:00 PM (CST) an Online-Only Webinar

Online-Only Webinar – The operational excellence webinars are intended to be a cumulative learning experience, but each session can be taken independently. Sessions are oriented towards the executive team; but certainly are appropriate for operations management of all levels and your procurements staff. [Learn More & Register.](#)

[PIM Young Professionals at Urban Growler](#)

May 16, 2024 from 4:00 PM to 7:00 PM (CST) at Urban Growler, St. Paul, MN

In-person Event – PIM Young Professionals will get the opportunity to come together and network with their industry peers at Urban Growler® Brewing Company, Minnesota's first women-owned microbrewery. First drink is on PIM sponsors! [Learn More & Register.](#)

June 2024:

[PIM 2024 Star Awards Banquet](#)

June 13, 2024 from 4:30 PM to 9:00 PM (CST) at the JW Marriott Minneapolis at the Mall of America, Bloomington, MN

In-person Event – This is PIM's biggest event of the year and we have moved to a **NEW LOCATION** so more print professionals can come!! This annual banquet is the most prestigious symbol of printing excellence throughout the Midwest. Come collect your awards if you entered into the competition or come support & celebrate with your peers! Either way June 13th is going to be a party! [Learn More & Register.](#)

August 2024:

[PIM 68th Annual Golf Outing](#)

August 1, 2024 from 11:00 AM to 7:00 PM (CST) at Bunker Hills Golf Club, Coon Rapids, MN

In-person Event – 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! [Learn More & Register.](#)

September 2024:

[PIM Young Professionals at the St. Paul Saints](#)

September 5, 2024 from 3:00 PM to 10:00 PM (CST) – Happy Hour at Barrel Theory, St. Paul, MN | Baseball Game at CHS Field, St. Paul, MN

In-person Event – PIM Young Professionals (YP) will be networking and returning to an excellent brewery, Barrel Theory, for Happy Hour (3:00 PM to 6:15 PM) before walking to the CHS Field to watch the St. Paul Saints take on the Iowa Cubs. The game starts at 6:37 PM. Come for just the Happy Hour, just the game or both!! [Learn More & Register.](#)

[PIM Quality Mail Preparation Specialist Certification Program – Presented by George Heinrich](#)

September 24 & 25, 2024 from 8:30 AM to 4:30 PM (CST) at PIM's Office, Bloomington, MN

In-person Event – This unique PIM course is designed to give learners a thorough knowledge of US Postal Service regulations and their relationship to both mail piece design and postage costs. [Learn More & Register.](#)

MEMBER NEWS

Landon Godley Joins Anchor Paper Company

ST.PAUL, Minnesota, April 2, 2024 - Anchor Paper Company is pleased to announce that Landon Godley has joined the company's leadership team as the Director of Sales & Marketing. Landon brings a strong background in distribution sales leadership from Spartan Nash, a national wholesale foods distribution company. 'Landon brings tremendous depth and breadth of sales management experience throughout the Midwest. We are hitting the ground running, and we are excited to welcome him to our team,' said Brooke Lee, the company's Chief Executive Officer. Landon will office out of the company's downtown St. Paul headquarters and will be taking responsibility for marketing and for managing the fine paper and packaging sales and service teams. 'Anchor Paper has a storied legacy of success that has endured for a century, embodying values of excellence, innovation, and integrity', said Godley. ' I am honored to join the Anchor team and look forward to the opportunities to work with our loyal customers, trusted suppliers, and the great personnel throughout the organization''.

[Download Full Article, Click Here.](#)

Brooke Lee CEO of Anchor Paper is 2024 Notable Women in Manufacturing

From plastics to paper, textiles to sweets and snacks, this year's [Notable Women in Manufacturing](#) drive results. Whatever their specific focus, the dozen professionals TCB is spotlighting prioritize optimization and innovation while taking the time to mentor the next generation of industry leaders. Congrats to [Brooke Lee](#) for being awarded this honor!!

Methodology: The individuals featured did not pay to be included. Their profiles were drawn from nomination materials. This list is not comprehensive; it includes only people who were nominated and accepted after editorial review. To qualify for this list, individuals must have at least five years of experience in their field and have shown the ability to effect change in their roles or areas of practice.

[Continue Reading, Click Here.](#) [Brooke's Bio, Click Here.](#)

Kodak News

Here's the latest news from Kodak...

- [Kodak at drupa 2024: groundbreaking solutions for inkjet and traditional offset](#)
 - [Kodak celebrates 20 years of game-changing process free plates: greener, more efficient and more stable offset printing](#)
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MGX expanded our warehouse facility, enhancing production capabilities and improving shipping efficiency

Fenton, MO - MGX, a leading provider of printable substrates for the commercial printing industry, is excited to announce the expansion of its warehouse facility. This expansion marks a

strategic move to enhance production capabilities and improve shipping efficiency to better serve its customers.

[Download Full Article, Click Here.](#)

Send your news to PIM by contacting Sadie Johnson at sadieh@pimw.org
Do not miss an email and mailing! Update your email preferences, [click here](#).



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

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