

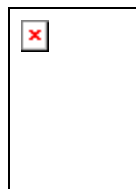
# ***DID YOU KNOW?***

## **Members of PIM are surviving rough times. Here's how....**

- Members of the Printing Industry of Minnesota, Inc. (PIM) are **also member of the Printing Industries of America (PIA)** at no extra cost.
- In addition to technical expertise in all areas of printing, **PIA offers a Web2Print Test Drive Center** where printers can browse, search and in many cases try of 60 Web2Print solutions.
- PIM members are **finding new business** and partnerships at member networking events.
- PIM members are **investing in their people** by participating in PIM training and education classes.
- PIM members are **finding the best talent with access to funding** for student interns and posting jobs on the PIM website.
- PIM members are **benchmarking their businesses** with the PIA Ratios Study and talking with others in the industry at monthly council meetings.
- The PIM **Great Printer Environmental Initiative** has certified 49 printers in MN who are serious about environmental and safety responsibility. Many print buyers require this certification!
- PIM staff keeps members up-to-date on **important legislative issues** relative to the printing industry: Estate Tax, Employee Free Choice Act, health insurance, Nexus, capital equipment tax, postal regulations, etc.
- On February 19, 2009, PIM members will have the opportunity to meet print buyers at the **PRINT SHOWCASE** event at Dunwoody College of Technology.
- PIM members are listed three different ways in the **PIM Buyers Guide/ Membership Directory**. This directory is distributed to 12,000 throughout MN and beyond, and it is a quick **reference for your customers** to find printers!
- PIM Insurance Services provides members with **savings on all insurance costs!**

**There is more!** Find out how PIM membership can add value to your business!

[www.pimn.org](http://www.pimn.org)



Lola Faufau  
Director of Membership  
& Public Relations  
[lfaufau@pimn.org](mailto:lfaufau@pimn.org) 651.789.5504