

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

- Membership with the Printing Industry of Minnesota, Inc. (PIM) includes membership with 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 60 Web2Print solutions.
- PIM members are **finding new business** and partnerships at member networking events like the Olive Club and Print Mixers.
- 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 post-ing jobs on the PIM website.
- PIM members are **benchmarking their businesses** with the PIA Ratios Studies and talking with others in the industry at monthly council meetings.
- The PIM **Great Printer Environmental Initiative** has certified approximately 50 printers who are serious about environmental and safety responsibility. Many print buyers require this certification, and OSHA are likely to be avoided with certification compliance.
- 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.
- **Print Showcase** is an annual event for printers, print buyers and suppliers, held at Dunwoody College of Technology. The premier event of the industry in Minnesota!
- PIM members are listed three different ways in the **PIM Buyers Guide/Membership Directory**. This directory is distributed to 10,000 printers, print buyers and suppliers throughout MN and beyond. The publication is a quick reference for your customers to find you.
- **PIM Insurance Services** provides members with savings on all insurance costs!
- **PIM Environmental Services** provides members with training and resources for environmental and safety concerns.

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

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