



PIAMS Weekly News

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Printing & Imaging Association
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Technology Showcase/Open House **May 7th at i3Logix**

Océ & i3Logix will be hosting a Technology Showcase and Open House at i3Logix, 9501 Northfield Boulevard, Denver, CO 80238. PIAMS members are invited and encouraged to attend. We are a co-sponsor of the event and will be there as well.

There will be a morning and an afternoon session, each of which includes a Keynote Address and Technology Tours. In between sessions they will host a lunch with Technology Experts. There will also be Solution Pods featuring a number of industry resources, including PIAMS, so we hope you plan to make it to the event.

To RSVP call Brenda Kicker at 303.481.7520 or send an e-mail to Brenda.Kicker@oce.com.

When Rumors Abound **Communication is Critical**

We all know that during rough patches in the economy rumors tend to be part of everyday conversation. And for as long as there has been a printing industry, and industry competition, we seem to have a corner on the market for perpetuating (and sometimes initiating even if inadvertently) rumors.

Right now, communication is critical if you are making any changes at all. If individuals (employees, vendors, etc.) don't know why something is happening, they are likely to fill in the gaps with their own version and possibly jump to the wrong conclusion. Unfortunately, once the rumors begin to spread of impending problems, businesses find it harder to negotiate, find employees, and too often, even customers will be wary. So, when management makes decisions like reducing the workforce, changing suppliers, extending terms, or selling buildings/property or equipment; have a meeting with both employees and vendors and let them in on what you are doing and why. Make sure that when things go well, new clients or new orders, that you share that information as well. Remember, they have a stake in your business too – their jobs.

And don't forget: Rumors are often unsubstantiated stories that get some interesting legs. Don't pass them on, if anything check them out. You too could be a victim.



CoC Session Time Set **Tuesday, May 5th 9-11 a.m.**

As we mentioned in last week's PIAMS Weekly News, SCS Auditor Lindsay Barcsuk will be at PIAMS to give companies that are interested in becoming FSC, FSC/SFI, or FSC/SFI/PEFC Certified an overview of what needs to be done to prepare for certification. Attached you will find a reservation form for this FREE session, which is a requirement for those who are interested in taking advantage of the PIAMS discount offered for the above noted certification audits. If you believe you are close to ready, and want to become certified – fill out the form or call Kathy Lauerman to hold a spot for you 303.771.1578.

Reconsidering **Your Workers' Comp Carrier?**

If you have been following the news on how Colorado plans to plug the hole in its financial dike and wondering how the state's intended workers comp carrier of "last resort" is now in the sites of the legislature – you're not alone. What was once a safety-net as the workers' comp insurer of last resort, now covers 60 percent of the Colorado market – because (as they put it nicely in the Denver Post) it enjoys tax-free status, unlike its competitors.

As we see it, unless you are the USPS you can't have it both ways. If they are under the umbrella of state government the money is most likely there for the legislature to use, if not they need to revisit the tax free status it currently holds.

In this time of uncertainty we'd like to remind you that PIAMS has been working with Sentry Insurance for over a decade as a recommended provider of both Work Comp and Business Insurance – both of which we use, and both of which we are more than pleased with.

We encourage every member firm that is now covered by the "state" carrier in question to contact Phillip Stanfield at 720.291.7306.

Special Note: Sentry is one of the only carriers in this arena that has not asked for, nor accepted, federal bail-out money. They were just recently written up as the fourth financially strongest insurance company in the world. That's saying a lot in this economy. No wonder we recommend them!