

# PIAMS Weekly News

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**April 24, 2009**

**Printing & Imaging Association  
Mountain States (303)771-1578  
Fax(303)771-2945 [www.piams.org](http://www.piams.org)**

## **Congratulations Best of Show Winners**

Congratulations to our Best of Show winners who were honored at Tuesday's PRIDE Awards Banquet.

- Division I** Foils & Dies Vintage Pressworks
- Division II** Peczuh Printing
- Division III** *the former* Spectrographics
- Division IV** Publication Printers

Over the weekend we will be posting all the award winning pieces on the PIAMS website and there will be more in our upcoming May Monthly Update.

## **San Francisco "Do Not Mail" Passes**

If you haven't already heard, on March 31<sup>st</sup> the San Francisco Board of Supervisors approved a non-binding resolution (by a vote of 9-2) that urges Congress and the California State Legislature to adopt state and federal "Do Not Mail registries". This is a concern since it is the first government entity in the U.S. that has taken such a stance, although there have been many states that have had to fight proposed legislation over the two years since we were able to stop that momentum in Colorado in February of 2007.

At that time, we were told that such a thing would never happen in California – but it appears it has and is building momentum there. California's Do Not Mail supporters are using the same arguments they tried to use in Colorado (primarily environmental), which we were fortunate enough to counter with fact and a tremendous coalition.

PIAMS will continue to monitor any potential activity here in Colorado and Kathy Lauerman and George Heinrich who previously co-chaired the industry coalition are prepared to do whatever it takes to address the issue if it rears its ugly head here again.

## **Postal 9-1-1 Webinar Reminder**

George Heinrich, The Postal Professor, will be hosting a **Postal 9-1-1 Webinar** on April 28<sup>th</sup> from 2:00 – 3:30 p.m. that includes "Move Update Compliance and Penalties" that we highly recommend that will give you the latest most accurate information. It will also cover the May 11<sup>th</sup> Price and Rule Changes. For just \$99 you and your staff can take advantage of this session right in your facility. To find out more go to [www.postal911.com](http://www.postal911.com) or call 303.325.3048.

## **"Taking Control of Accounts Receivable In These Economic Times"**

On Tuesday, April 14<sup>th</sup> PIAMS held its second in a series of Executive Outlook Sessions in a roundtable fashion to address managing cash flow and "Taking Control of Accounts Receivable". Guest presenters were Tom Claybaugh of Mountain States Commercial Credit Management (left) and Steve Frank of Océ North America (right) in the right top photo below.



Although the session was scheduled for just 7:00 – 8:00 a.m., the information was so good that it continued way past its designated timeframe. There were a number of excellent "take-aways" including: The importance of billing immediately and correctly, using late fees (for negotiation and collection), offering pre-payment with discounts, establishing true communications with delinquent clients, verifying customer terms, and one great suggestion – offering one time deals to get a discount for immediate payment (even on delinquent accounts, but one time only **and stick to it!**)

There were also great suggestions from Tom Claybaugh on getting personal guarantees and doing true due diligence before granting credit, as well as staying on top of customer terms for credit limits.

In addition to the great "take-aways" it was also a therapeutic session with regard to realizing that everyone in just about every industry that grants credit is going through the same issues. We'd like to thank our presenters and give another reminder to PIAMS members that Mountain States Commercial Credit Management is a great resource and they offer members discounts on both Experian Reports and Collection Services.