



PIAMS Weekly News

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August 28, 2009

Printing & Imaging Association
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From NAPL Consulting



How to Make Easy Money on Press By Ray Prince

In my recent travels, I have seen all sorts of used equipment on the market. I have also gotten to speak with printers who ask me how to make their existing equipment last longer.

Furthermore, with regard to used equipment, the first question I am asked is always "how good is it?" There are many ways to answer that but not without some extensive testing - which can (and should) be done.

If you wish to get the most out of your equipment, e.g. many years of service or the best possible value at sale or trade-in, then the answer is twofold. First, is there a documented maintenance program, and were all of the maintenance steps performed in a timely manner? Second, have quarterly or semi-annual full press tests been performed? Both of these items help to clearly illustrate the manner in which a press was maintained, and the press' printing performance.

In the PDF "Find Out if Your Press is Working to Your Advantage," you will learn some things that DO NOT help demonstrate whether a press was properly maintained or will produce high quality prints. To download the PDF go to http://www.napl.org/executive_brief_request.htm.

Reminder: PIAMS member firms are eligible for discounted membership with NAPL & NAQP and you can receive regular updates such as the one above with that membership. To find out more call 800.642.6275 ext 5.




OSHA Session Rescheduled

The Injury Prevention & OSHA Compliance Update that PIAMS had scheduled for August 19th has been rescheduled for Wednesday, October 14th. We have to admit, although reluctantly, that planning a session while we were unpacking and getting settled into our new place was a bit over zealous. We're still planning to use the Henry Wurst Classroom, which is set up perfectly to accommodate as many attendees who are interested in participating. See the attached flyer for complete information.

Next Cocktail Party at the Buckhorn Scheduled for September 29th

The next PIAMS "Cocktails & Conversation" cocktail party, sponsored by KBA, will be held on Tuesday, September 29th at our favorite spot – The Buckhorn Exchange.

 If you have never attended one of these parties before, make it a point to join us and kick back, shoot the breeze with your peers and enjoy a few cocktails on KBA. It is open to all PIAMS members and their industry friends and is no charge. But, space is limited so please let us know ASAP that you plan to attend. RSVP by calling JoAnne Billen at 303.477.2070 or Jennifer Janness at 303.771.1578.

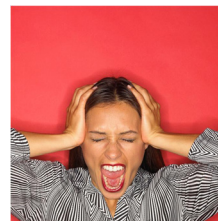


Publication Printers Delivers Another Generation

Congratulations and all our best wishes to Kerri-Ann Rosenberg-Hallet (and of course her husband Mike) and the entire Rosenberg family on the newest arrival to their multi-generational printing family.

Samuel Hallet was born on Monday night August 24th at 8:45 p.m. weighing 7lbs. 2oz.

What the Heck is Happening to Our Mail??



In last week's PIAMS Weekly News we told you about the next set of USPS regulations that will be going into effect in September. To help you get a grasp on the new regs and everything else you need to know to take control of handling direct mail for your clients, PIAMS has

scheduled training sessions with George Heinrich, The Postal Professor.

For your convenience there will be a morning session and an afternoon session, to accommodate the schedule of companies across the state and over the border. See the attached flyer. We have secured the Henry Wurst classroom for this session too - it has plenty of room for everyone you want to send.