



January 2, 2009

Talk

The Printing Industry of the Carolinas, Inc.
3601 Rose Lake Drive, Charlotte, NC 28217
704-357-1150, 800-849-7422

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Upcoming Events

Taz Tally Webinars

12-1 p.m.

January 6

Photoshop CS4

January 13

InDesign CS4

January 20

Acrobat CS4

January 27

Bridge CS4 & Creative Suite Workflow

January 14

1-2 p.m.

“Multi-Media

Communications Marketing Today” webinar by Xerox

January 28-29

8:30 a.m. – 4:00 p.m.

Back by popular demand!

“Identifying &

Researching Your Target Customers & Market”

two-day program in Charlotte

Member News

Long-time PICA member **Biltmore Press**, Asheville, has recently changed its name to **BP Solutions Group, Inc.**, according to VP of Sales & Marketing Scott Cotten. You can contact Scott at 828-252-4476.

Also from Asheville, **Asheville High School’s** iconic graphics teacher, **Mike Davis**, is retiring at the end of February. We want to wish Mike and his wife Suzie a long and happy retirement!

Latest Industry Numbers are Out

Ron Davis, Chief Economist for Printing Industries of America, reports that for the time period of 3rd Qtr 2007 compared to 3rd Qtr 2008, the printers in the South were able to raise their prices by 1.8%, tied with the East for highest percentage of increase. Also, printers with 1-19 employees had the highest change in prices coming in at 2.3%, while the 100+ employee companies raised prices by 1.7%.

For the same 12-month period, Southern printers saw employee health insurance premiums go up 7.4%, wages & salaries increase by 2.4%, paper was up 7.7%, ink was up 3.7% and prepress consumables/plates up 1.3%. While the timing of this survey corresponded to the highest level of economy-wide inflation, it is presumed that we’ll see some cooling of this inflation over the next few months.

PICA Awards Reminder

Don’t worry – you haven’t missed the date to sign up for the PICA Awards Banquet! We moved the banquet date to March 21 – registration information will be coming out in the next week or so. Mark your calendars for Saturday, March 21 – 42nd PICA Awards Banquet at the Grandover in Greensboro.

Welcome New Member!

Salem Auditing, Winston-Salem, Brian Wright, 336-775-1267

Don’t Leave Money on the Table

New member Salem Auditing can help you fine-tune all your utilities to make sure you are not being over-billed. Call Brian Wright to set up an appointment.

The Top 400

Printing Impressions just released their “2008 Printing Impressions 400” ranking of the leading printing companies in the United States and Canada. PICA members on the list include: 4-**Valassis Communications**; 12-**Consolidated Graphics** (includes **Wentworth Printing & PBM Graphics**); 62-**Henry Wurst, Inc.**; 66-**Edwards Bros.**; 137-**The Hickory Printing Group**; 175-**Classic Graphics**; 324-**Graphic Visual Solutions**; 343-**Professional Printers, Inc.**; 346-**The RL Bryan Co.**; and 359-**Belk Printing Technologies**.

PICAExpo Update

The PICAExpo will be held at the Grandover, March 20-21. We will have exhibits from the premier vendors in our industry. As of today the following companies will be exhibiting: KBA, HP, PRISCO, Business Cards Express, xpedx, and RocketPrint Software. We’ll be sure to keep you updated as more exhibitors come on board. We’ll also have an exciting line-up of seminars for you and your employees, including programs on sales, financial management, digital print, color management, and more! Speakers include Bill Farquharson for sales, Dan Remaley for color management, Mary Redmond for financial strategies, and Frank McPherson for digital printing and marketing. Program information will be out later in January.

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