



March 17, 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

March 21

PICA Awards Banquet
The Grandover

April 1

10-11 a.m.

“Managing in Turbulence”
Webinar

April 15

10 – 11 a.m.

“Profiling the Economy &
Print Markets 2009 and
Beyond” webinar

April 29

10 – 11 a.m.

“Escaping the Competitive
Trap: SuperPrinters’ Path to
Superior Performance”
webinar

May 13

10 – 11 a.m.

“Beyond Print: Expanding
Print Sales & Profits with
Ancillary Services”
webinar

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Member News

Classic Graphics, Charlotte & Morrisville, was one of only four firms recently awarded a Gold Award for management excellence in NAPL’s Management Plus Awards Program. For more detail, contact **David Pitts** or **Teresa Jaynes** at 704-597-9015.

DocuSource of NC, Morrisville, announces its sponsorship of the Tammy Lynn Center’s signature fundraising event, *A Toast to the Triangle*. For over seven years DocuSource has supported the efforts of the Tammy Lynn Memorial Foundation’s, which provides support for the Tammy Lynn Center for Developmental Disabilities. In other news from DocuSource, the company was just re-certified as a Women’s Business Enterprise by the Women’s Business Enterprise National Council. This certification verifies that a business is at least 51% owned and controlled by one or more women. For more details, call **Kathy Murchison** at 919-459-5900.

Congratulations to **Jan and Toni Caldwell**, **Southeastern Printing**, Spartanburg, on the February 28 arrival of their grandson, Cayden, certainly destined to be a 4th generation printer! Cayden’s mom and dad, Courtney and Bryan, both work at Southeastern.

ImageSmith, Arden, recently earned FSC, SFI and PEFC chain of custody certifications. For more information, contact **Mary Smith** at 828-684-4512.

Print Now, LLC, Fort Mill, prints multi-part business forms and checks for the trade. Call **Greg Clarke** at 803-548-8766.

A Savings Tip!

Take the time to review your cellular invoice to ensure that: 1. The plan has enough minutes 2. All lines share minutes 3. Unused features are removed. You may find 10-20% savings on those costs alone. Just a \$100 monthly savings = \$6,000 over 5 years! What about telephone and utility costs? Contact Brian Wright at Salem Auditing for more info 336-775-1267 www.salemauditing.com

Looking at Lean?

PIA has a webinar for members, “Lean Logistics & Supply Chain Management,” (recorded February 2009). To log in, go to www.printing.org, login with your e-mail address and password, search for CI conference in the Search box in the upper right-hand corner of the page, scroll down and click on the CI conference link where you can access the webinar. Also available is the “Talk with Toyota” webinar.

Economic Webinar Series

PIA is pleased to bring you a series of webinars this spring, presented by Ron Davis, PIA Chief Economist. The schedule is as follows: April 1 – “Managing in Turbulence-Surviving & Thriving in Today’s Economy;” April 15– “Profiling the Economy & Print Markets 2009 and Beyond;” April 29 – “Escaping the Competitive Trap: SuperPrinters’ Path to Superior Performance;” May 13 – “Beyond Print: Expanding Print Sales & Profits with Ancillary Services;” May 27 – “Beyond the Horizon: Key Dynamics Shaping Print Markets & Printers Over the Next Decade.” All webinars in this series will be held from 10-11 a.m. Member price is \$49 per webinar, or \$37 each for three or more in the series. Call Carrie Epps to sign up, 800-849-7422.



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