



PIASC WEEKLY UPDATE

Printing Industries Association, Inc. of *Southern California*

May 29, 2017

Welcome, Lou...

Louis J. (Lou) Caron officially becomes PIASC's President/CEO on June 1st. Lou is a CPA with extensive business experience in both insurance and the printing industry. He has been with our organization since last May focusing on the launch of Private Choice, the expansion of our successful and long running health insurance model into the non-printer world. Lou is committed to making PIASC the best printing industry association in the country by providing even more value to its members. You can help him by sharing what you would like us to accomplish and, if we are falling short, what we can do to fix it. Call Lou at Ext. 274 (email: lou@piasc.org).

And Then, There's Bob

On the same day, Bob Lindgren (PIASC's President/CEO since 1983) will be assuming a new role, but one that he has enjoyed for almost fifty years both here and at Printing Industry of Illinois Association in Chicago—a resource person to help you with a broad range of management and financial issues. If you are rethinking your sales compensation policy, optimizing your estimating/pricing system, making sense out of an equipment purchase decision, dealing with a trade dispute or considering a buy or sell opportunity, Call Bob at Ext. 214 (email: bob@piasc.org) and talk it over with him.

The Winners Are...

The RAISE Foundation celebrated its Educational Program's 30th Year Anniversary at the Students' Awards Banquet at Tamayo Restaurant and Art Gallery on May 18th. Graphic arts leaders, teachers, parents, and students enjoyed an evening of celebration and cheer in a festive, art-filled environment that could not be more perfect for such an occasion. After a delicious dinner, students, and parents were anxious to find out who the winners were so they paid close attention as Susan Kinney, PIASC Education Chair and MC for the event, announced cheerfully the winners of this year's competitions. They are:

Coloring Book Competition:

- 1st Place:** El Camino Real Charter High School for *The Story of Ash* by Farrah Christopher, Stephanie Scholten, and Michelle Thwing
2nd Place: Pioneer High School for *The Wonderful World of Trees* by Elizabeth Cruz
3rd Place: South Pasadena High School for *Trex the Tree's Coloring Book* by Michelle Han



T-shirt Competition:

- 1st Place:** Christopher Martin, Brea Ollinda High School
2nd Place: Collin Victor Rummel, Pioneer High School
3rd Place: Cassandra Cortez, Pioneer High School

Packaging Competition (High School):

- 1st Place:** Kaleigh Wyckhouse, Brea Olinda High School
2nd Place: Nicole Bezerra, El Camino Real Charter High School
3rd Place: Porooshat Afshar Farokhnejad, Brea Olinda High School

Packaging Competition (College):

- 1st Place:** Mark Lopez, East Los Angeles Occupational Center
2nd Place: Sandra Presley, Abram Friedman Occupational Center
3rd Place (tie): Cal Poly San Luis Obispo Team: Alyssa Wigant, Nicole Ruzich, Isabel Quan, Jared Mantzouranis, and Logan Kono
3rd Place (tie): Jose Saavedra, East Los Angeles Occupational Center

Bookmark Competition (College):

- 1st Place:** Jose Saavedra, East Los Angeles Occupational Center
2nd Place: Mark Lopez, East Los Angeles Occupational Center
3rd Place: Sandra Presley, Abram Friedman Occupational Center

Skills USA State Competition Medalists:

Eagle Rock High School:

- Charlie Stein – GOLD MEDAL
- Marisa Escalante – SILVER MEDAL
- Chris Grepo – BRONZE MEDAL

South Pasadena High School

- Liz Osoy – GOLD MEDAL
- Michelle Han – SILVER MEDAL
- Truman Lesak – BRONZE MEDAL

Riverside Community College:

- Dustin Balugay – GOLD MEDAL
- Daniel Long – GOLD MEDAL
- Megan Moore – GOLD MEDAL
- Lillyus Johnson – SILVER MEDAL
- Phuong Vu – SILVER MEDAL
- Gabriela Diaz – BRONZE MEDAL

East LA Occupational Center:

- Jose Saavedra – GOLD MEDAL
- Mark Lopez – SILVER MEDAL

Congratulations to all the students that participated. Gold Medalists will now compete at the Skills USA National competition in Louisville, Kentucky June 20-24, 2017. Our heartfelt thanks go to the following companies for sponsoring awards and/or feeding the kids: Adams Press, Bickley Printing Co., Ink on Paper, Superior Lithographics, Inc, The Label Shoppe. Also the Centers for Applied Competitive Technologies (CACT), The Katie Denne Memorial Fund, and the RAISE Foundation.

Thought for the Week

*The glass is neither half full nor half empty.
It's simply twice as big as it needs to be.*

Upcoming National Events Calendar 2017

6/9	Webinar: Lockout/Tagout Part 1	11:00AM, Members \$50 for both sessions	Gary Jones	412-259-1794	gjones@printing.org
6/20-6/21	Print & Packaging Legislative Summit	Washington, DC	Lisbeth Lyons	202-627-6925	llyons@printing.org
6/23	Webinar: Lockout/Tagout Part 2	11:00AM, Members \$50 for both sessions	Gary Jones	412-259-1794	gjones@printing.org
7/14	Webinar: Personal Protective Equipment	11:00AM, Members \$25	Matthew Crownover	412-259-1792	mcrownover@printing.org
7/16-7/19	Affiliate Managers Summer Conf.	Vintners Inn, Santa Rosa, CA	Tad Parker	508-804-4114	tparker04@pine.org
9/10-9/14	Print 17	McCormick Place, Chicago, IL	Chris Price	703-264-7200	cprice@printing.org

For more information on any of the following events, go to www.piasc.org.

PIASC June - July Activities

<p>June 1 <i>Register at right</i></p>	<p><i>Event Number</i> LBC</p> <p>11:00 a.m.</p> <p>Cost: FREE <i>non-members: \$45</i></p> <p>Location: <i>on your computer</i></p>	<p>FREE LIVE BUSINESS COACHING WEBINARS ON MONEY, CLIENTS AND LEADERSHIP Contact: Emily Holguin, Ext. 262, emily@piasc.org</p> <p>You are invited to attend and participate in a unique series of live webinars where the real issues you face in your business are addressed through a real-time coaching conversation with one of the creative industry's most powerful and sought after business coaches.</p> <p>Bring your most burning questions to the broadcast and get ready to receive not only creative answers and insights but challenging questions that will take your business to a new level. Visit www.piasc.org/Live-Business-Coaching-Webinars for more info!</p> <p><i>Check the box(es) below to register for these events:</i></p> <p><input type="checkbox"/> June 1st - <i>Leadership Matters</i></p>
<p>June 20 thru 21 <i>Details and registration at: www.printpackagingsummit.com</i></p>	<p><i>Event Number</i> PPLS</p> <p>2:00-5:00 p.m.</p> <p>Cost: \$395/ member \$575/non-member</p>	<p>PRINT & PACKAGING LEGISLATIVE SUMMIT (CAPITOL HILL FLY-IN) <i>Formerly Print's Voice</i> Contact: Lisbeth A. Lyons, (202) 627-6925, llyons@printing.org</p> <p>Print & Packaging Legislative Conference is Printing Industries of America's signature government affairs event that brings printers, suppliers and allied interests together for a powerful program of public policy and political education, issue advocacy, interaction with Members of Congress and networking events on Capitol Hill. Recommended attendees are Presidents/CEOs and other C-Suite executives of printing and graphic communications companies. Executives with responsibility for environmental/health and safety, human resources, legal, postal, tax, technology and/or sales are especially encouraged to attend.</p> <p>Print & Packaging Legislative Conference is co-hosted by PIA, Association of International Corrugated Converters (AICC) and Fibre Box Association (FBA) and is held in conjunction with National Association of Manufacturers' (NAM) annual Manufacturing Summit. Attendees will attend both industry sessions hosted along with events attended a cross section of manufacturers. Capitol Hill Lobbying Visits: Request meetings at membercentral@printing.org by May 13th.</p>
<p>June 23 <input type="checkbox"/> <i>Check here to REGISTER</i></p>	<p><i>Event Number</i> CPR</p> <p>8 a.m.-1 p.m.</p> <p>Cost: \$60/ member \$90/non-member</p> <p>Location: <i>PIASC Training Room 5800 S. Eastern Ave, #400 Los Angeles, CA 90040 Inside B of A Building</i></p>	<p>CERTIFIED FIRST AID AND CPR TRAINING <i>Includes Bloodborne Pathogen Training!</i> Contact: Emily Holguin, Ext. 262, emilyholguin@piasc.org</p> <p>Cal/OSHA Safety Order Section 3400 states: "In the absence of an infirmary, clinic, or hospital, in near proximity to the workplace, which is used for the treatment of all injured employees, a person or persons shall be adequately trained to render first aid."</p> <p>The full 5 hour attendance is mandatory for certification so please be prompt. Casual attire suggested, such as tennis shoes, jeans, walking shorts.</p> <p>Visit www.piasc.org/CPR for full details!</p>

Quick Registration

- Mark your choices from listings above
- Fill out the form at the right
- FAX page(s) to (323) 724-2327

Company _____ Phone (_____) _____

Attendees: _____

Bill Company Credit Card # _____

All No Shows and Cancellations Less Than 48 Hours Prior to Meeting Will Be Billed.

Other Industry Events	5/30/17	AIGA-OC: PRETTY MUCH EVERYTHING with Aaron Draplin	Newport Beach Civic Center	lauren@aigaoc.org
	6/22/17	AAF-OC: 2 Farmtables & a Microphone	Sealegs at the Beach, Huntington Beach	www.aafoc.org
	6/22/17	AIGA-LA Awards	Millwick, Arts District, DTLA	www.losangeles.aiga.org
	7/1	Independence Day Celebration	International Printing Museum, Carson	mail@printmuseum.org (310) 515-7166
	7/15	Book Arts Patch Day for Girls	International Printing Museum, Carson	mail@printmuseum.org (310) 515-7166
	8/12	Merit Badge Day, Boy Scouts	International Printing Museum, Carson	mail@printmuseum.org (310) 515-7166
	10/14	Los Angeles Printers Fair	International Printing Museum, Carson	mail@printmuseum.org (310) 515-7166

July

1

Check here to REGISTER

Event Number
IPMIDC

10 a.m.-4 p.m.

Cost:
\$15 / person
group rate of \$50
(up to 4 people)

Museum Members
\$12 per person
group rate of \$40
(up to 4 people)

Location:
Int'l Printing Museum
315 W. Torrance Blvd.
Carson, CA 90745

INTERNATIONAL PRINTING MUSEUM INDEPENDENCE DAY CELEBRATION

Contact: **Mark Barbour, 310-515-7166 mail@printingmuseum.org**

Celebrate our Country's Birthday at the Printing Museum's annual Independence Day Celebration event with our Founding Fathers aka *The Confounding Brothers*. Ben Franklin, John Adams, and Thomas Jefferson will give a humorous and thought provoking account of the creation of *The Declaration of Independence* and how our nation came to be.

The day's festivities include special working tours of the Printing Museum collections, including the opportunity to print your own *Declaration* on Franklin's Colonial press. Take home lots of patriotic souvenirs printed on our authentic tabletop presses. Your admission includes a lunch of Freedom Dogs, American Apple Pie, and Colonial Punch in Madame Brillon's French Garden de Liberte, all while being serenaded by our 18th Century musicians The Colonial Roses. Activities for the whole family are throughout the day in the Museum galleries.

Plan to show up at least an hour before showtime and to stay for 2-3 hours watching the show and doing activities. The show is suitable for all ages 10 and up.

July

15

Check here to REGISTER

Event Number
IPMBAPD

9 a.m.-3 p.m.

Cost:
\$35 / person

Location:
Int'l Printing Museum
315 W. Torrance Blvd.
Carson, CA 90745

INTERNATIONAL PRINTING MUSEUM BOOK ARTS PATCH DAY FOR GIRLS

Contact: **Mark Barbour, 310-515-7166 mail@printingmuseum.org**

The Book Arts Patch Day for Girls is designed for all girls age 10-18 to learn about and practice the book arts through hands-on experience. The BOOK ARTS PATCH DAY will help fulfill the requirements for the Girl Scouts Cadette Book Artist Patch. However, the Book Arts Patch Day is open for all girls, whether they are a Girl Scout, American Heritage Girl, sister of a Girl Scout, or just interested in a great experience.

The Book Arts Patch Day goes from 9 am to 3 pm, as teams of girls rotate between 6 stations covering every aspect of the book arts including: letterpress printing, papermaking, bookbinding, and illustration design. Each participant will make their own sheets of paper, make a variety of books using various methods, screenprint their own book covers and t-shirts, and much more. The day is filled with lots of hands-on activities and detailed presentations given by industry experts and educators.

The fee for the Book Arts Patch Day is \$35 per participant and covers all the activities and a special Book Arts Patch denoting participation in the program. A truly unique and not-to-miss event for girls in Southern California! Parents of Book Arts Patch Day participants can experience the day too! See www.printmuseum.org for more info!

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Attendees: _____

Bill Company Credit Card # _____

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We Got a Bum Check

We got paid for part of the job, but got an NSF check for the balance and we're not getting a response from the client. If we send it for collection, it will cost us 25%, what should we do? As the alternative is to lose the entire 100%, collection is the answer. Wasting time calling or writing to folks who are already ignoring you is not a solution. Our partner collection service, AG Adjustments, does a great job and keeps you up to date with its website. Place an account with them by going to www.piasc.org and clicking on Cash Management and then "Place Your Claim".

Best Manager Picks

The best candidates for management are motivated, have strong leadership skills, and possess good interpersonal skills. Others may aspire to management but have flaws that make them a poor choice. Be wary before putting these people into management slots:

- **Control freaks.** People who want to control everything don't usually make good leaders. They can easily end up as micro-managers, driving their employees crazy with their demands. Make sure management candidates are capable of trusting employees to make the right decisions.
- **Responsibility dodgers.** Managers have to take responsibility, not just for their actions but for the work of their team. Avoid promoting people who always have excuses or look for scapegoats when things go wrong.
- **Wishy-washy decision makers.** A manager's job is to make decisions. If you have an employee who takes forever to do

anything, sifting the evidence and looking at every last detail, he or she won't be able to act in a timely manner. Remember, an imperfect decision now is sometimes better than a perfect decision that comes too late to do any good.

- **Slackers.** Employees who can't keep up with their own work now won't suddenly become efficient high performers once they're moved into management. Keep an eye on a candidate's productivity to ensure that he or she is capable of taking on greater responsibility.

The Survey Is Coming

Each year, PIASC conducts one of the most powerful surveys in the industry. It's our annual Wage & Benefit survey. Since this is a joint effort of all the Printing Industries of America's Affiliated organizations, local, regional and national information is gathered and published. Over the past three years, we've averaged over 600 firms and 18,000 employees a year. That's one heckuva survey! What's the cost? Nonmember companies will spend \$1,000 - \$1,500 for this survey. Participating member companies receive this survey at no charge! The survey begins June 19th and you can complete the survey by e-mail or mail us a hard copy. The choice is yours, but participate! There is no other industry survey like this! Call Cheryl Chong at Ext. 218 (email: cheryl@piasc.org) for more information.

Wanted

Folding carton printer/converter. Call Bob Lindgren at (323) 728-9500.

See our e-Classifieds section on the web at www.piasc.org.



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of the Month

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Printing Industries Association of Southern California

Affiliated with
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