

Americas Print Show Premieres in Columbus, Ohio August 17-19, 2022

Americas Print Show is an exciting three-day industry event focused on showcasing the latest technologies, building connections and supporting growth in the print and graphics community. APS22 will bring together regional and national associations representing more than 5,000 companies, along with commercial printers, screen and garment producers, large format and sign printers, binderies and graphic finishers and industry suppliers.

Key exhibitors that have already signed on include Ricoh, Graphco, Digital Print Solutions/Canon, Millcraft, BindRite and Bindtech. In addition to PIASC, participating industry associations include the National Print & Sign Owners Association, Graphic Arts Association, Printing Industries Alliance and the Great Lakes Graphics Association. Media partners include WhatTheyThink and Canvas.

Americas Print Show is happening at the award-winning, 1.8-million-square-foot Greater Columbus Convention Center at the center of the historic Arena District in downtown Columbus. Hotels, restaurants, entertainment and ease of travel make this a premier destination for exhibitors and attendees alike. Peer groups, industry nonprofits and organizational teams will be able to find space during the show to meet and collaborate as they engage in all the show has to offer.

APS22 BY THE NUMBERS

There will be:

- 3 days of industry education, connections and collaboration.
- 200,000 square feet of show floor (and growing!)
- 21 breakout rooms for association meetings and seminars on technology,



marketing, sales, workforce development, cybersecurity, supply chain, environmental matters and more.

- 5,000 firms represented by industry groups.
- 10,000 targeted attendees.

KEY PRESENTERS

Collaborative visioning and thought leadership are key components of the event. Nationally renowned speakers, experts and print industry influencers will be sharing their experiences in the field and hosting discussions all three days.

The initial lineup of key presenters includes a variety of voices with unique perspectives to lend during our educational sessions. The list includes David

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BUSINESS MANAGEMENT

Why ACH Payment Processing Can Help Your Business and How to Enable It

Benefits of ACH processing

Looking into new ways of boosting your sales revenue? If so, consider ACH payment processing. ACH-enabled bank transfers are fast, simple and cost-effective. On top of that, all you need to do to start accepting ACH payments is to select the right processor and set up your website. Here's how ACH payments work and how they can help your business.

How ACH processing works

In simple terms, ACH payments are just another form of electronic funds transfer. If a customer wants to pay for your products or services, they can transfer the funds from their bank account directly to your business account. The ACH (Automated Clearing House) network makes the transaction process quick and efficient.

Benefits of ACH processing

In addition to speed and efficiency, ACH payment processing comes with these benefits as well:

- 1. Easy setup for customers** – Since ACH processing is so user-friendly, many customers prefer it over traditional credit card processing. All you need to receive ACH payments is your customer's banking information. Once you enter it, your customers can pay

invoices at whichever interval you choose, and all payments will be automatically deducted from their account.

- 2. Better processing fees** – If you're using a traditional credit card processor, you may be paying more through processing fees. As a rule of thumb, the more credit cards you process, the more you can expect to pay in fees. By comparison, ACH processing will only set you back 1% per transaction, regardless of the transaction size and volume.
- 3. No expired credit cards** – Credit cards often expire or have their number changed after a suspected fraud attempt. ACH processing is based on your customer's routing number and bank account, which will likely remain the same for many years.

How to accept ACH payments

Accepting ACH payments can provide a big boost for your business. Here's a short guide on how you can set it up.

- 1. Choose a provider** – Your first step should be to select a provider that supports ACH processing. If you already have a processor, it's worth checking whether they offer ACH services. This is the easiest option, as it lets you keep all your payment needs under a single roof.

If you need a new provider,



plenty of banks and payment processing platforms (such as Stripe) offer ACH services. You may also invest in financial services software that supports ACH processing. For instance, QuickBooks comes with built-in capabilities for accepting eChecks and ACH transfers.

- 2. Set up ACH tools and processes** – Once you've picked your provider, you'll need to establish the procedures for accepting ACH payments. This step will largely depend on which provider you choose, but you'll likely need the following tools:
 - **A virtual terminal:** This lets you input your customers' banking information.
 - **ACH forms:** You'll send these forms to customers to obtain their banking details.
 - **An eCommerce website:** You can use the site to provide a self-service platform for shoppers who prefer to input their banking information themselves.

Source: *MONA Payment Solutions, www.MonaSolutions.com*

INDUSTRY NEWS

Member Spotlight: Konica Minolta Donates Print Production Equipment to Cal Poly

The Graphic Communication Department at Cal Poly San Luis Obispo is excited to be the recipient of a generous donation from Konica Minolta Business Solutions USA, Inc. (Konica Minolta). Konica Minolta, a leader in industrial and commercial printing and packaging solutions, has donated an AccurioPress C12000 digital color press, including comprehensive finishing equipment, to benefit Cal Poly's education programs.

The donation offers full production capabilities that include Konica Minolta's AccurioPress C12000 high-speed toner-based digital press with inline finishing equipment for trimming, binding, stapling and more. The press is equipped with Konica Minolta's Intelligent Quality Optimizer IQ-501, exclusive technology that automatically and continuously measures and corrects color so the first print in a run matches the last.

Electronics For Imaging, Inc. (EFI) donated an EFI™ Fiery® IC-318 controller, a digital front end and workflow solution to increase productivity. The Fiery Workflow Suite software included with the donation will enable students to learn how to efficiently prepare jobs to print and automate workflows to increase print shop productivity and

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Welcome New Members!

PIASC's Board of Directors and staff welcome the following members, who joined between August 2021- November 2021:

Applied Medical

In-Plant for applied medical
(949) 713-3000
www.appliedmedical.com

MX Graphics

Reprographics
(626) 330-9588
www.mxgraphics.net

Dove Printing

Printing
(760) 360-8314
www.doveprintingllc.com

Prevision Solutions LLC

Healthcare communications and at-home test kit fulfillment
(657) 600-6830
www.prevision.com

Solution Box Inc. dba Ideal Print Solutions

Label converter with a division that also sells barcode and label printers, scanners, mobile computers and custom software programming
(949) 387-3223
www.idealprintsolutions.com

SowleWork

Graphic Design
(562) 822-4078

Taylor Printing LLC

Business forms printer & 4-color marketing
(805) 531-0375
www.taylor-printing.com

Electronics For Imaging

Industrial manufacturing/ management information systems
(480) 594-5272
www.efi.com

The Digital Frontier

Digital and large format printer
(303) 432-0500
www.thedigitalfrontier.com

Washington Graphics LLC

Large format digital and screen printing, banners, signage, wall murals, floor graphics, decals, print on wood, plexi indoor and outdoor
(425) 376-0877
www.washingtongraphicsllc.com

Know a company that could benefit from our services and benefits the same way you do? Refer a friend and get money back towards your dues! Contact Kristy Villanueva at kristy@piasc.org or 323.728.9500, Ext. 215

HUMAN RESOURCES

IRS' 2022 Annual Limits on Qualified Retirement Plans

The IRS has announced the annual cost-of-living adjustments affecting dollar limitations for various compensation, benefit and contribution levels under qualified retirement plans. The following chart compares some of the numbers from 2021 to the new numbers for 2022.

Item	2021 Limit	New Limit for 2022
401(k): Maximum employee elective deferrals to a defined contribution plan, including 401(k), 403(b) and 457(b) plans	\$19,500	\$20,500
• Additional Catch-Up Limit (for age 50+)	\$6,500	\$6,500
SIMPLE: Maximum elective deferrals to a SIMPLE IRA or 401(k)	\$13,500	\$14,000
• Additional Catch-Up Limit (for age 50+)	\$3,000	\$3,000
401(k) & Profit Sharing: Maximum annual contributions to a defined contribution plan, such as a 401(k) or profit-sharing plan	\$58,000	\$61,000
Compensation: Maximum compensation taken into account under qualified plans for benefit calculations and nondiscrimination testing	\$290,000	\$305,000

FEATURE ARTICLE

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Mauro, CIO Consultant & Strategic Planning Leader; Deborah Corn, Intergalactic Ambassador to The Printerverse; Bill Farquharson, Sales Coaching and Leadership Development; and Mark Potter, CEO of Conduit, Inc.

FOR ATTENDEES

Attendance is completely FREE when you register in advance online. Registration is now open online at www.americasprintshow22.com.

Source: Americas Print Show Thought Leaders

INDUSTRY NEWS

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profitability.

The new press replaces Cal Poly's older AccurioPress C1100, which Konica Minolta donated in 2015, with state-of-the-art technology. The new press includes many features to help the next generation of students and educators in their understanding of the capabilities of digital printing and how to leverage it successfully in business. This new technology fits perfectly with Cal Poly's motto, "Learn by Doing," giving students the opportunity to graduate with hands-on knowledge and experience in the fast changing world of digital print.

If you wish to be included in the "Member Spotlight" section of this newsletter, please contact Wendy Ferruz, 323-728-9500, Ext. 262, wendy@piasc.org.

CLASSIFIEDS

Letterpress! – Equipment, hand set type, type banks, steel rule die making equipment, composing supplies, ink and paper are available. Several "bundles" or packages are available for sale. Ideal for setting up a new shop. See letterpressshopforsale.com for more information.

Want to place a classified ad? Contact Wendy Ferruz, 323.728.9500, Ext. 262, wendy@piasc.org

CONTACT US

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Proudly serving California, Alaska, Arizona, Colorado, Hawaii, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington & Wyoming.

GOVERNMENT & LEGISLATIVE

On Our Radar

Recently added to the list of proposed regulations and other issues that we're following:

- Cal/OSHA proposes expanding COVID-19 Emergency Temporary Standards through April 2022. Although the current temporary standards (see <https://bit.ly/CALOSHA-22-covid>) are set to expire on January 14, 2022, Cal/OSHA is considering expanding them until April 2022 while permanent standards are written.

HEALTH

What are the PIBT Freedom Plans?



The PIBT Freedom Plans are a relatively new health plan option offering benefits that are very similar to a PPO—but better.

The PIBT Freedom Plans are all about providing the best possible experience for you. You have an option to go to any provider. You can see a specialist without any preapprovals. And, best of all, you get access to a concierge service called Nurse Navigators.

Nurse Navigators are NOT gatekeepers whose task is to pre-approve treatment. Instead, their mission is to

reduce the anxiety and make it easier for you to get the care you want and deserve. If you choose to call the Nurse Navigators, you'll have the assistance of a nurse to help you find a provider, schedule appointments, understand your diagnosis and much more. All at no extra cost!



Holiday Message from PIASC President



To Our Members:

The holiday season is my favorite time of the year because it is a time of family and renewal. Clearly, the last couple of years have been challenging, to say the least. Thankfully, as we end 2021 and look forward to 2022 you can sense more optimism in the air and some feelings of rebirth. We are not out of the woods yet and we all must be vigilant, as the dangers of COVID are not behind us. However, the best measure of the reopening of the economy seems to indicate that we are back ... the Southern California freeways are back to their pre-COVID traffic jams!

PIASC has expanded outside of Southern California and we welcome our new members. At the same time, we are thankful for the continued patronage of the Southern California membership upon which we have built such a solid foundation. Our mission is to serve the interests of our members and the PIASC team thanks you for this privilege. All of us at PIASC would like to extend our heartfelt best wishes to all during this holiday season.

Happy holidays!



Lou Caron
President/CEO

MEMBER NEWS

After surveying its nearly 3,000 customers, **Image Options** scored a 75 on the Net Promoter Score. This puts them at the top of all industries! Of the top U.S. companies, only Costco and Starbucks score higher than Image Options, with NPS scores of 79 and 77 respectively. More information at <https://bit.ly/imageoptions-PR>.

Case Paper is proud to announce the 15 winners of its "On the Case" Awards. These Awards recognize companies in the printing and packaging industries that show a passion and commitment to exceptional service. See the list of winners at <https://bit.ly/onthe-case-2>.

To share your news, please email Wendy Ferruz at Wendy@piasc.org.

PIASC · HOLIDAY CLOSURES

CHRISTMAS EVE 12/23 AT 12PM	CHRISTMAS EVE 12/24	NEW YEAR'S EVE 12/30 AT 12PM	NEW YEAR'S EVE 12/31
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PIASC's Board of Directors and staff wish you and your families a safe and healthy holiday season. We thank you for being part of the largest regional trade association in the nation and look forward to making 2022 another great year with you. The PIASC newsletter, **Native.news**, will resume on January 3rd.

PIASC Events Calendar

JAN 20-21
34th Annual Surplus Drive
Thursday & Friday, January 20 & 21
Advantage, Inc., Anaheim, CA
www.piasc.org/events

AUG 17-19
America's Print Show 2022
Wednesday-Friday, August 17-19
Columbus, OH
www.americasprintshow22.com

For full list of workshops and virtual classes, please visit www.piasc.org/events

YOU PRINT ONE. WE'LL PLANT ONE.
PrintReleaf is a lower-cost alternative that provides increased value to printers and their customers