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2019 LEADERSHIP
CONFERENCE

09.15-17.2019

LOCATION

**QUEST
CONFERENCE
CENTER**

8405 PULSAR PLACE
COLUMBUS, OH 43240

guest speakers

**DEBORAH
CORN**

Print Media Centr



**ANDREW
PAPAROZZI**
SCIA



**ADRIANE
HARRISON**
PIA



**LISBETH
LYONS**
PIA



JAY FOSTER
*Flex Metrics
by SoftSolutions*

**TRISH
WITKOWSKI**
Foldfactory



JIM TRESSEL
Youngstown State University

schedule

SUNDAY, SEPTEMBER 15

3:00 - 4:30 pm | Opening Session

Managing the Modern Workplace: How to Handle Drugs, Staffing, and All Things HR

Adriane Harrison, Director of HR, PIA

Staffing your company with reliable, skilled employees is harder than ever. Adriane Harrison, Director of Human Relations at Printing Industries of America, will help you understand the challenges of managing legal and illegal drugs in the workplace, and will provide suggestions for finding new employees. The session will end with a Q&A related to these and any other HR issues.

4:30 - 6:00 pm | Panel Session

In the Mind of a Millennial

Moderated by: Rachel Rossman

Featuring: Jen Jackson, Phototype; Sam Nutis, Nutis Visual Communications Group; Alli Redinger, Robin Enterprises

Attracting millennials and the next generation into the workforce is increasingly becoming more difficult for our industry. This panel of successful millennials will discover what makes them different (or the same) as others in their generation. We will learn from their perspectives and experiences, and explore the struggles they faced throughout their careers.

6:15 - 8:15 pm

CASINO NIGHT

Sponsored by Printers 401K



MONDAY, SEPTEMBER 16

7:30 - 8:00 am REGISTRATION OPENS | Continental Breakfast

8:00 - 9:15 am | Opening Session

Prospects, Profits and The Phantom Zone

Deborah Corn, Intergalactic Ambassador to The Printerverse,
Print Media Centr

The race to deliver a successful customer experience more often starts with a click, than a handshake. This discussion will examine why the “experience” of you needs to be a strategy across all communication channels, and significant opportunities for connection, sales and relationship building with print customers when no one is around.

9:30 – 11:00 am | Keynote Session

State Of The Industry

Andrew Paparozzi, Chief Economist, SGIA

This session will investigate the commercial printing industry’s performance and prospects. Topics will include print’s business climate, expectations for sales and profitability, industry convergence, diversification beyond print, and how printers are approaching three trends that are redefining communication: personalization, integration, and interactive/mobile.

11:15 - 12:45 pm | General Session

10 Big Ideas: Add “WOW” To Your Print + The Secrets of Engaging Mail

Trish Witkowski, Chief Folding Fanatic, Foldfactory

Are your clients feeling uninspired and questioning the future of print? Get them out of their funk with 10 compelling ideas that will help them add a wow-factor to their print! This bold and visual presentation by Trish Witkowski of Foldfactory.com will showcase the best of digital and conventional print in 10 fun categories, like adding texture, creating dimension, going wild with ink, using great paper, integrating technology, using creative formats, and more. She’ll share real-world examples from her legendary print sample collection, and will explain how these print strategies can be applied to mail for maximum impact.

12:45 - 1:45 pm | LUNCH with Legislative Update

Print Powers America: Policy & Political Update

Lisbeth Lyons, V.P. Government Affairs, PIA

PIA Vice President of Government & External Affairs Lisbeth Lyons will provide an update on key legislative initiatives on Capitol Hill, the current political dynamics in Washington, D.C., and what printing executives can do now to advocate on behalf of their companies and the industry in the 116th Congress.

1:45 - 3:15 pm | General Session

The Industrial Internet of Things

Jay Foster, Flex Metrics by SoftSolutions

Transformative technologies fundamentally change the competitive business landscape. Think of how the print sector was impacted by Computer to Plate (CTP) and Digital Inkjet technologies over the past 20 years. The Industrial Internet of Things (IIoT) promises to bring similarly transformative technology. Maximizing the value of IIoT will involve changes across People, Processes, and Technology. We will explore what IIoT means and how to best get started on the journey towards what some are calling the Fourth Industrial Revolution.

3:30 – 5:00 pm | General Session

Creating Opportunity

Andrew Paparozzi, Chief Economist, SGIA

How printing company leaders can turn what's happening and what's ahead into an opportunity rather than a threat. Actions discussed will include amplifying the voice of the customer; deciding what is and isn't an opportunity given a company's resources, capabilities, and circumstances; defining competitive advantage; and building employer brand.

6:00 - 9:00 pm

20TH ANNUAL PRINT EXCELLENCE AWARDS GRAND CEREMONY

Featuring: Jim Tressel, President of Youngstown State University

Jim will present Macte Virtute. It's Latin, an imperative, that means: "Increase excellence." The world is shrinking. Competition is stiffer. There's a paradigm shift across all levels of the education landscape. We must respond decisively. It's imperative that – as institutions and as individuals – we set our goals high and increase excellence in everything we do. Join us to hear Jim's presentation, and to celebrate the *best of the best* printing in Ohio and northern Kentucky!

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A large graphic for the 2019 Print Excellence Awards. The numbers "2019" are rendered in a large, white, sans-serif font, with the "0" and "1" overlapping. The numbers are set against a background of colorful, flowing brushstrokes in shades of blue, purple, and orange. Below the numbers, the words "PRINT EXCELLENCE AWARDS" are written in a white, sans-serif font on a white rectangular background.

2019
PRINT EXCELLENCE AWARDS

TUESDAY, SEPTEMBER 17

8:00 - 9:00 am REGISTRATION OPENS

9:00 - 3:00 pm

**14th ANNUAL
GOLF OUTING
- SHOTGUN START**

NorthStar Golf Club | Sunbury, OH

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accommodations

Blocks of rooms have been reserved at two hotels adjacent to the conference center. The Fairfield Inn and Suites/9000 Worthington Road/Columbus, Ohio 43082, is offering a special rate of \$124 per night (plus all applicable taxes); they can be contacted at (614) 568-0770. The Hampton Inn and Suites/8411 Pulsar Place/Columbus, Ohio 43240 is offering a special rate of \$121 per night stay (plus all applicable taxes); they can be contacted at (614) 885-8400. Contact either location and ask for the Printing Industries of Ohio • N.Kentucky room block by September 2nd to get these special rates. To make accommodations online please follow the links on our website.

CANCELLATION POLICY FOR ALL EVENTS:

The Association incurs costs to reserve your registration. Therefore, cancellations must be received in writing by Printing Industries of Ohio • N.Kentucky on or before September 9, 2019 to receive a full refund. Cancellations received after September 9, 2019 will be subject to a 20% cancellation fee. Refunds will not be granted after Wednesday, September 11, 2019 or for no shows. You may however, transfer your registration to another member of your company, without penalty. Fax cancellations to 614.794.2049, Attn: Reservations.

REGISTRATION & FEES

ENTIRE CONFERENCE & GOLF PACKAGE

Includes one golf registration and full access to all events September 15th-17th including Grand Ceremony. Please also complete golf registration.

Association Member | **\$550** each registrant _____ \$550 = \$ _____

Non-Member | **\$695** each registrant _____ \$695 = \$ _____

ENTIRE CONFERENCE PACKAGE

Includes one registration and access to all events September 15th-16th including Grand Ceremony. *Does not include Golf Tournament.*

Association Member | **\$425** each registrant _____ \$425 = \$ _____

Additional Registrant | **\$250** each registrant _____ \$250 = \$ _____

Non-Member | **\$575** each registrant _____ \$575 = \$ _____

Additional Registrant | **\$375** each registrant _____ \$375 = \$ _____

MONDAY, SEPTEMBER 16TH GRAND CEREMONY

Includes admission to Cocktail Reception, Grand Ceremony & Dinner

Per Registrant | **\$90** each registrant _____ \$90 = \$ _____

Corporate Table of 10 | **\$800** _____ \$800 = \$ _____

MONDAY, SEPTEMBER 16TH INDIVIDUAL SESSIONS, PER SESSION

Association Member | **\$95** each registrant _____ \$95 = \$ _____

Non-Member | **\$175** each registrant _____ \$175 = \$ _____

MONDAY, SEPTEMBER 16TH LUNCH W/

SPEAKER **\$65** each registrant _____ \$65 = \$ _____

Register online by visiting our secure registration page at www.pianko.org or fax your registration 614-794-2049

2019 GOLF TOURNAMENT

REGISTRATION INFORMATION

Registration includes a round of golf, cart, coffee & donuts, lunch prizes and two beverage tickets. You can register a foursome or we will place you with a group.

Date: Tuesday, September 17th, 2019
Format: 4-person Scramble
Location: NorthStar Golf Club
 1150 Wilson Rd
 Sunbury, OH 43074
 (740) 524-4653
Cost: **\$135** per golfer / \$500 per foursome

EVENT SCHEDULE

8:00 am Reg/Breakfast
9:00 am Shotgun Start
2:00 pm Lunch/Prizes

Primary Registrant	Company
Phone	Email
Name #2	Company
Name #3	Company
Name #4	Company

Interested in being a sponsor of the golf tournament?
 Call Printing Industries of Ohio • N. Kentucky at 888.576.1971 for info.

REGISTRATION INFORMATION

USE ADDITIONAL SHEET IF NECESSARY

Company Name		Company Address	
Company City	State	Zip	Phone

REGISTRANTS

Name	Title	Email

PAYMENT INFORMATION

Invoice Me Check Enclosed Visa, MC or AmEx

Conference Total \$ _____

Golf Tournament Total \$ _____

GRAND TOTAL

\$ _____

Credit Card # _____ Expiration _____

Signature _____

thank you

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