



For Immediate Release

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### **PRINTING United Luncheon Gets to the Bottom Line**

*Speaker Erik Skie presents a strategic approach to performance and profitability to functional and industrial printers*

**Fairfax, Va.** — Business growth will be the topic of the day at the Functional and Industrial Printing Luncheon at PRINTING United (Dallas; October 23 - 25, 2019). The luncheon, organized by the Specialty Graphic Imaging Association's (SGIA) Industrial Applications and Printed Electronics Committee, takes place on Wednesday, October 23, from 12:00 PM - 1:30 PM.

Speaker Erik Skie, Principal, CliftonLarsonAllen LLP, has been helping business owners and leaders increase profit, reduce risk, build value and plan for transition for more than 25 years. His goal is to show attendees a way to unlock opportunities for growth.

"This will be a discussion that creates understanding of how sales, operations and finance can work together to drive growth and profitability," he said. "All too often, sales and operations can tell you if they sold a lot, but not if they were profitable. We're going to discuss a simpler way to drive performance."

That topic carries weight for committee member Jonathan Darling, President, Romo Durable Graphics.

"As a company president, I pay attention to topics I value that focus on increasing sales, growth and better buying," said Darling. "Companies in the functional or industrial printing community create a hugely diverse range of products with a wide variety of techniques, but this is a topic that will resonate with any of them."





The Functional and Industrial Printing Luncheon is one of several networking events at PRINTING United, the latest iteration of the SGIA Expo. Tickets for the luncheon are \$30 and are available while registering for PRINTING United. Registration for PRINTING United is free through September 10. Learn more and register at [printingunited.com](http://printingunited.com).

#### ***About Printing United***

*[PRINTING United](#), a new event owned and operated by SGIA in partnership with NAPCO Media, will launch in Dallas, Texas, October 23 - 25, 2019. Focusing on the opportunities presented by the convergence of printing technologies and markets, PRINTING United will cover print and finishing technologies in industry segments from apparel to graphic, packaging to commercial, and industrial. Its objective is to convey all components of integrated solutions to satisfy virtually any client need.*

#### ***About SGIA***

*The [Specialty Graphic Imaging Association](#) is a trade association for the leaders of the 21st Century printing industry. SGIA members are bold, driven, creative and riding a wave of technology and innovation. In addition to providing high-quality information and educational resources designed to help move the printing community forward, SGIA produces the leading trade shows PRINTING United (Dallas, October 23 - 25, 2019) and Graphics of the Americas (Miami, February 27 - 29, 2020).*

