

November 15, 2022 issue of *The eLoupe News* - Printing Industry Midwest's (PIM) Newsletter

PIM NEWS & UPDATES

Happy Early Thanksgiving

PIM's Office will be closed November 24th & 25th

Printing Industry Midwest (PIM) Staff would like to wish everyone a very happy and safe Thanksgiving! We hope you are able to relax, spend time with your family and enjoy a delicious meal.



There is still time to join PIM's Diversity, Equity & Inclusion Accreditation Program

Enrollment Open November 1-30, 2022 | [Learn More Click Here](#)

PIM's Diversity, Equity & Inclusion (DE&I) Accreditation Program

is designed to create foundational changes in the recruiting, hiring, and training practices of our industry. This program has metrics and a process for accreditation that will help your organization continue to uphold and enforce a more diverse and inclusive environment.



Now until November 30th your organization can enroll in this program. What does enrolling in this program mean? It means signing a document saying your organization is committed to joining PIM's DE&I Program and will uphold the guidelines & metrics for accreditation. Once that is signed and turned in, that is it (for now)! Towards the end of January 2023, Kristin Pilling-Davis & Sadie Johnson will reach out to schedule a 30-minute virtual onboarding meeting with your organization. During this meeting we will get you set up with the program metrics and our DE&I resources.

LEARN MORE ABOUT THIS PROGRAM:

Do not take our word for it, hear what PIM members are saying about the program and view other areas where our program is being highlighted...

- [PIM's October Printed Newsletter](#)
 - Read an article about NCCO being the first organization to achieve their first accreditation star in this program - [page 6](#)
 - Review an update on how all the pilot group members are doing in the program - [page 8](#)

- [PIM's October SmartCafe Webinar](#) with the recording of Dana Dwyer & Christina Cooley from NCCO, Tiffany Milbrandt from CARDSource and Elena Taylor from Nahan discuss why they are participating in this program, the benefits of this program and what their first year of working on achieving accreditation has been like!

QUESTIONS:

If you have any question or would like more information about PIM's DE&I Accreditation Program, please email Kristin Pilling-Davis & Sadie Johnson at diversity@pimw.org.

[Learn More About PIM's DE&I Program.](#)



[Learn more about PIM's Partner Federated Insurance, click here.](#)

Next Month PIM's 2023 Star Awards Info is Coming!

Details coming soon | **Deadline: February 23, 2023**

PIM's 2023 Star Awards Call for Entries will open next month! Make sure you are collecting your finest projects printed between January 1, 2022 to December 31, 2022. Make notes of co-workers who are going above and beyond this year. You can also recognize your co-workers by nominating them for individual or a team awards. All the submissions & nomination are due February 23, 2023.

[Learn More the Star Awards.](#)

Free PIM Members Only Resource - Connect Library

Back in May, PIM's Connect Library moved to a new user-friendly platform. The Library is now easier to use and finding the resources you need will be faster and more simple than ever before. Find webinar recordings, regulatory and legislative updates, financial templates, survey results, and more! Just go to the [PIM website](#), login to your [member portal](#), and click on Connect Library on the menu. Or just click on the Connect Library picture here. If you need help with your login information, please [email Ben Dally](#).

Exclusive Savings for PIM Members

Reduce your bottom line with PIM discounts and group buying programs. PIM Members receive these great discounts free with their membership.

Review PIM's list of [Group Buying Discounts](#).

[Learn More.](#) [More PIM Benefits.](#)



[Learn more about PIM's Partner, Impact Power Solutions, click here.](#)

Take Control Over Your Email

Did you know you can control how many PIM emails you receive? You can select and deselect categories of interest to help monitor the amount of emails you receive. If you want even less emails you can opt to receive only the eLoupe News emails. All you have to do is sign in to the [PIM Member Only](#) section, click "Edit Profile," click "Update Your Preferences" and then select or deselect categories. If you need help with your login information, please [email Ben Dally](#).

[Update Member Profile.](#)

Upcoming in The Sales Vault

This is where the best graphic arts sales reps and selling owners go for their sales ideas. They learn from an expert, from their peers, and on demand. [The Sales Vault](#) is a sales program bought to you by Bill Farquharson. One Vault feature is a live weekly workshop. Care to try one out for free? [Email Bill](#) and he'll give you access to one workshop or one video replay. Here are the next Live Zoom Workshops:



- Nov. 15: Selling to Colleges
- Nov. 22: New Business
- Nov. 29: Overcoming Objections
- Dec. 6: Beating Voice Mail
- Dec. 13: Time Mgt. Masters Class
- Dec. 20: Pre-Call Research
- Dec. 27: Selling to Bank
- [Click here to see the complete line up](#)
- [See the list of 100+ replays](#)
- PIM members receive a discount - [SalesVault.Pro/Partners](#)

[View all upcoming workshops here.](#)

[Learn more about PIM's Partner LB Carlson, click here.](#)

Mailers Hub News

As a member benefit, PIM provides a monthly update on significant developments impacting mail and postal service providers. PIM can forward your postal and mailing questions to Mailers Hub. PIM members can attend Mailers Hub monthly webinars free of charge; the schedule is posted in the Calendar section of Mailers Hub News; details and registration at www.MailersHub.com. Mailers Hubs October News will cover the following topics:

- USPS Files Price Increase for Market Dominant Products
- PRC Contract Seeks to Study a Return to Earlier Service Standards
- PRC Proposes Changes to USPS Service Performance Reporting
- PRC Asked to Reconsider USPS Accounting Plan
- Parties Disagree Over USPS Plan for Periodicals CETs
- DeJoy Asks Employees to Be “Flexible”
- USPS PROPOSED RULE: Removal of Sacks – USPS Marketing Mail and Periodicals Flat

[For a full copy of News or for more information, contact Leo Raymond.](#)

PIM Services for Employers & Job Seekers

PIM Employers can [select resumes](#) to be forwarded to you and can provide information about your [openings](#) so that job seekers can find you free of charge. If you are looking for a new job, you can also [review job openings](#) and confidential [post your resume](#) for potential employers to download. Review more at [PIM Employment Referral](#).



A banner image showing a laptop screen with the PIM Connect Library website. The screen displays the library's navigation menu with categories like "HR & Workforce" and "Finance & Accounting". To the left of the laptop is the "PIM Connect Library" logo. To the right, there is text: "Easier to use & finding the resources you need!" and the website URL "www.pimw.org". Hands are visible at the bottom of the laptop, typing on the keyboard.

[Learn more about the PIM Connect Library, click here.](#)

UPCOMING PIM EVENTS & WEBINARS

[All PIM Upcoming Events, Webinars & Trainings...](#)

December 2022:

[PIM SmartCafe: Power your Business for Less with Commercial Solar](#)

December 1, 2022 from 11:30 AM to 12:30 PM (CST)

Online-Only Webinar – During this PIM SmartCafe, sponsored by New Energy Equity, we'll look at how PPAs work, when they make the most sense, and what the key benefits are. We'll also touch on how to better understand your commercial energy bill. [Learn More.](#)

[PIM Workshop: Red Cross CPR-AED-First Aid Certification December](#)

December 7, 2022 from 9:30 AM to 1:30 PM (CST)

In-Person Event – This course teaches you basic first aid and lifesaving skills. Your company should always have trained first responders that know what to do in emergencies and how to protect your workforce. Upon class completion, attendees will be certified for 2 years in Red Cross CPR, AED & First Aid Training. [Learn More.](#)

[Short Attention Span Webinar: How to Sell in a Recession](#)

December 8, 2022 from 10:30 AM to 11:00 AM (CST)

Online-Only Webinar – It's coming. The Recession everyone fears is on the horizon. Did you know the economy is actually in a Recession before experts confirm its existence? Did you know you can get started with a sales strategy right now? Did you know you can actually thrive and not just survive? You will get answers to all questions in the December Short Attention Span (SAS) Webinar. [Learn More.](#)

MEMBER NEWS

[AWT Labels & Packaging Acquires Label Innovation](#)

MINNEAPOLIS, MN – OCTOBER 31, 2022 – AWT Labels & Packaging (AWT), a leading provider of custom labels and packaging for healthcare, food, beverage, personal care, and specialty end markets, today announced the acquisition of Label Innovation.

[Read Full Article, Click Here.](#)

[New 2023 401\(k\) Contribution Limits from the IRS](#)

Starting Jan. 1, 2023, you may be able to invest more thanks to higher benefit limits for 401(k) and other qualified plans. Below are a summary of the changes: [»](#)

[Read Full Article, Click Here.](#)

[2023 Retirement Plan Contribution Limitations](#)

Each year, the Internal Revenue Service publishes updated dollar limitations for tax-qualified defined benefit and defined contribution plans. The limits are important for tax-qualified plans, as well as many non-qualified plans.

[Download PDF, Click Here.](#)

Loffler Companies Moves to New Corporate Headquarters in St. Louis Park

This past August the Loffler team moved into the new building that centralizes their Twin Cities area workforce with modern design, technology built for today's hybrid workforce and ample room to grow in the years ahead.

The new office houses Loffler's corporate offices, warehouse and Network Operations Center, and has five professional docks to handle the comings and goings of equipment for installation and pickup. In addition to combining multiple distribution points, they can now handle inventory, device set up and support from one unified location. The new headquarters also allows employees to work out of one facility, rather than be spread out over multiple buildings. The new space combines at least seven non-contiguous spaces under one roof.

[Read Full Article, Click Here.](#)

Get in The Loupe - Share News & Articles

We want to hear from you! Send us your news!

PIM is always looking for member news and educational articles to share. If you have information you would like to share, please [email Sadie Johnson](#).



Do you have company news?
Send your news to Sadie Johnson at sadieh@pimw.org



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