



January 13, 2026 issue of *The eLoupe News* - Printing Industry Midwest's (PIM) Newsletter

PIM NEWS & UPDATES

Cheers to 70 Years - PIM Turns 70 This Year!

2026 is the year Printing Industry Midwest (PIM) is celebrating 70 years of serving you, the print industry. Keep an eye out for our January The Loupe Newsletter for more PIM History. PIM serves as a collective voice for member companies in lobbying government, sharing industry research and data, and fostering collaboration through events and peer groups. The future of PIM is smart, sustainable, specialized, and seamlessly connected our members. Print is not going away and neither are we. Please join us in celebrating 70 years!

PIM Mailbox - Your Personal Industry Resource

Have a question? Looking for help but not sure where to start? Trying to buy or sell an item? Printing Industry Midwest's (PIM) Mailbox is your personal industry resource. When AI can't do the trick, PIM staff can. With decades of printing industry experience, we help connect members to answers, resources, and each other. If you need help, start by emailing Kris Pilling-Davis at kdavis@pimw.org. [Learn More, Click Here.](#)

Celebrate Excellence in Print - Star Awards Enter Today

Print Entries & Nominations Due: February 4, 2026 at 12:00 PM (CT)

February 4th will be here soon. Now is the time to prepare to send in your standout print projects and recognize those in your network whose leadership deserves a spotlight. Printing Industry Midwest's (PIM) 2026 Star Awards deadline is right around the corner. Your first print entry is free and it is always free to nominate professionals. The best in print starts with YOU! Save it. Nominate it. Celebrate it. [Program Details, Rules & Forms, Click Here.](#)

POSTAL AWARE LTL™



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

Latest Printing Industry Performance and Insights Reports

As printing companies diversify beyond traditional print, company culture may play a critical role in determining success. Drawing on data from our October 2025 Printing Industry Performance and Insights survey, this report examines how specific cultural attributes relate to the adoption of non-printing products and services (NPPS) and to firm financial performance. We explored four cultural characteristics (risk-taking, innovation, proactiveness, and competitiveness). We found four associated with stronger NPPS adoption, and three associated with higher profitability (EBITDA). Printing companies that intentionally cultivate risk-taking, innovative, proactive, and competitive cultures are better positioned to grow NPPS revenue and, in most cases, improve profitability. Even firms not currently pursuing NPPS can benefit from reflecting on these cultural dimensions as sources of long-term competitive advantage.

[Download Report 1](#). [Download Report 2](#).

PIMEF Mingle Jingle – A Huge Thank You

What an amazing night! Thank you so much for spending your money & time and having spirited conversations on December 11, 2025. It was a great night for the PIMEF Scholarship Fund! We will hope to see you soon and will start planning the 2026 Mingle Jingle Soon! The Santa & Mrs. Claus pictures are super fun & Jolly! You can find your [photos here](#). Thank you to the companies and individuals who generously contributed prizes and sponsored this event.



[Learn more about PIM's Partner, Girls Who Print, click here.](#)

Join the Minnesota Dual-Training Pipeline Advanced Manufacturing Industry Forum on Feb. 3

Learn about Minnesota Dual-Training Pipeline, share input about key in-demand occupations, learn about updated competency models and new tools for tracking employee data, network and learn from others in your industry. [Learn More, Click Here.](#)

Mailers Hub News

Printing Industry Midwest (PIM) members have access to [Mailers Hub](#). View the Mailers Hub upcoming event and webinars, [click here](#). [Download January 12 Newsletter](#).

Bill Farquharson's Sales Tips

Take advantage of the Sales Vault community of print, signage, packaging, labels, and promotional sales reps and selling owners. Go to [SalesVault.pro](#) for more information. [January 12 Sales Tip - The Upside of Sales Chaos](#).

Free Employment Referral Services for PIM Members

Review Resumes. Post Your Job Openings. No-Cost Benefit for PIM Members.

Printing Industry Midwest (PIM) Employers can [select resumes](#) to be forwarded to you and can provide information about your [openings](#) so that job seekers can find you. Review more at [PIM Employment Referral](#).

UPCOMING EVENTS & WEBINARS

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

January 2026

[PIM Human Resource \(HR\) Huddle](#) - January 22, 2026 from 11:30 AM to 12:30 PM (CT) **an Online-Only Webinar** – PIM HR Huddle will have CTG Talent Solutions Professional Staffing coming to the meeting to talk about their services. Topics that will also be discussed are PIM Benefits Spotlight and coving what is going on in HR today.

[AI Bootcamp for Printers – 3 Part Series](#) - January 22, February 19 & March 19 from 12:00 PM to 1:00 PM (CT) **an Online-Only Webinar** – This hands-on virtual boot camp is designed to meet printers exactly where they are, whether you're AI-curious, AI-cautious, or already experimenting. Built specifically for the print industry, the series combines live, instructor-led sessions with practical guidance you can apply immediately. No matter your role or department, you'll gain a clear understanding of where AI adds real value, where it doesn't, and how to use it responsibly inside your shop. You'll finish the boot camp with clarity instead of confusion, confidence instead of anxiety, and concrete skills you can put to work right away—or informed choices about what *not* to adopt.

February 2026

[2026 Star Awards Call for Entries Deadline](#) - February 4, 2026 from 12:00 PM (CT) | **Online Nomination Forms | Entries: 1 Online Form + Mail in entries to PIM's Office** – Whether you are looking to showcase your company's finest printed work or recognize a standout team member, the Star Awards are your opportunity to shine. This is more than an awards program, it is a platform to tell your story, honor craftsmanship, and inspire excellence. Start collecting your top 2025 printed projects and gathering testimonials or endorsements for the individuals you want to nominate.

[Beyond the Job Jacket: CSR Training Intensive](#) - February 5, 12, & 19 2026 from 11:15 AM to 1:15 PM (CT) **an Online-Only Webinar** – Join us for a focused, three-day learning experience built specifically for Customer Service Representatives, Account Managers, and Project Managers in the printing, packaging, and graphic communications industry. Whether you're new to the role or a seasoned CSR looking to sharpen your edge, this program goes far beyond the basics to strengthen every customer interaction and every internal workflow.

March 2026

[PIM 7th Annual Young Professionals at TopGolf](#) - March 12, 2026 from 4:00 PM to 7:00 PM (CT) at Topgolf, Brooklyn Center, MN - PIM is calling all Young Professionals (YP) to practice your golf swing and play some games March 12, 2026. Delicious appetizers will be provided and a cash bar available.

[PIM Quality Mail Preparation Specialist Certification Program](#) - March 24-25, 2026 from 8:30 AM to 4:30 PM (CT) at PIM's Office, Bloomington, MN – This unique PIM course is designed to give learners a thorough knowledge of US Postal Service regulations and their relationship to both mail piece design and postage costs. Upon completion of the course, an exam is given and a passing grade earns the learner an official two-year certification* from Mailer's Hub and Postal 911 as Certified Mail Preparation Specialists.

MEMBER NEWS

Impact Acquires Direct Fulfillment

Impact of Minnesota Inc., a 100% employee-owned company based in Minneapolis, has acquired Direct Fulfillment of St. Cloud, Minnesota, in a move to drive further growth and strategic integration. Joining forces expands the service offerings of both companies, increases overall space and capacity, and creates redundancies and flexibility to better serve clients. [Continue Reading & Download Article, Click Here.](#)

Paylocity Quaterly Demo

Join us for an exclusive hour-long demo of Paylocity's innovative software, tailored specifically for members of PIM. Ashley Klopatek of Paylocity will walk you through key features designed to streamline your payroll, HRIS and employee engagement processes; enhance efficiency; and foster a positive workplace culture. Attend the webinar and receive a free lunch! Lunch will be provided by Paylocity via DoorDash.

- February 19th at noon - [Registration Link](#)
- May 13th at noon - [Registration Link](#)

Send your news to PIM by contacting Sadie Johnson at sadieh@pimw.org
Do not miss an email and mailing! Update your email preferences, [click here.](#)



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

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