



January 27, 2026 issue of *The eLoupe News* - Printing Industry Midwest's (PIM) Newsletter

PIM NEWS & UPDATES

A Moment of Support – PIM is Here For You

Across the United States people are experiencing uncertainty, heartbreak, and challenges. This month Minnesotans have faced a particularly difficult period marked by grief and hardship. Printing Industry Midwest (PIM) understands how difficult this time is for individuals, families, and workplaces as they navigate emotions and responsibilities. PIM remains committed to supporting our community. We have a list of immigrant resources, along with employee wellness opportunities, to help provide support and guidance during this time, [click here](#). We encourage members to review these resources and to reach out to PIM if additional support or information would be helpful. Your wellbeing—both personal and professional—matters to us, and we remain committed to caring for and supporting our community.

Have You Seen Our January Newsletter?

In case you missed it Printing Industry Midwest (PIM) turned 70 this year and our [January The Loupe](#) issue celebrates our history. Discover a little about PIM's history as well as helpful Workforce Development resources PIM has to offer. Thank you to Kaylen Wieneke of Panther located in Sioux Fall, SD, for designing the January newsletter cover. Review the online flipbook of the newsletter, [click here](#).

Due Next Week - Star Awards Enter Today

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

Send in your standout print projects and recognize those in your network whos 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.](#)

Check Your Filters: How Biases Shape Hiring, Feedback, and Leadership on February 4th

In this webinar, we explore how unconscious biases — our internal "filters"— can subtly yet powerfully influence critical workplace decisions, particularly in hiring, feedback, and leadership development. Attendees are encouraged to "check their filters" by increasing their awareness of how bias shows up in everyday interactions and decision-making. [Learn More, Click Here.](#)

YOUR PIM MEMBERSHIP JUST GOT A FREE UPGRADE
GET YOUR ACCESS CODE FROM PIM HQ AND JOIN GWP TODAY!

girls
who **PRINT**
girlswhoprint.org

[Learn more about PIM's Partner, Girls Who Print, 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 26 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 19 Sales Tip - Your Sales Face is Your Sales Force](#) and [January 26 Sales Tip - The What Then the Who. That's How](#).

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.](#)

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...](#)

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.**

[AI Bootcamp for Printers – 3 Part Series](#) - 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.**

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.

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 sadie@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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PIM staff works remote. Please contact staff before stopping by to ensure the office is open. We invite you to please share this email & PIM resources with everyone at your company.



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