



March 10, 2026 issue of *The eLoupe News* - Printing Industry Midwest's (PIM) Newsletter

## PIM NEWS & UPDATES

### Special Delivery! PIM's 2026 Buyers Guide is Here

Printing Industry Midwest (PIM) [2026 Print Buyers Guide & Membership Directory](#) was mailed last week! Inside, you will find trusted PIM member companies, valuable industry resources, and the connections that help keep print moving forward. A sincere thank you to the companies that advertised in this guide. We are proud to showcase our members and their work. We also extend our appreciation to the companies and employees who contributed their time and effort to help make this guide possible. A special thank you to Karen Hoffbeck of Shapco Printing for her outstanding creative contributions. Karen not only designed the beautiful front cover for the guide, but also created PIM's 70th Anniversary celebration logo. Take a moment to explore the guide and celebrate print. [Learn more, Click Here.](#)

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### New PIM Group Buying Discount - Pioneer Paper Stock

Pioneer Paper Stock has joined Printing Industry Midwest's (PIM) [Group Buying Discount](#) program. Pioneer Paper Stock would like to offer the following Pioneer SecureShred for PIM Member Companies including their entire team. Please contact Kim Conrad at [kconrad@pioneerintl.com](mailto:kconrad@pioneerintl.com) with any questions or to learn more. Services include:

- Free drop off shredding at our facility in New Brighton
- Discounted onsite routine service
- Discounted rates on purges

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### March New Courses Added to PIM University

[PIM University](#) is a no-cost, on-demand training program available exclusively to PIM members. You can watch webinars on your own schedule and even earn certificates upon completing courses. Two new courses have been added to [PIMU](#)...

- **Intro to Production Printing – Offset Printing from a Pressman's Perspective – Part 2:** A continuation of the conversation with Rick Ames on all things offset printing.
  - **Intro to Production Printing – Careers in Print: Outside the Print Shop:** In this episode we explore roles in print that orbit around print shops: print buyers, advertising agencies, and print brokers.
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[Learn more about PIM's Partner, Direct Logistics, click here.](#)

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## You Are Invited to Celebrate Print

June 18, 2026 | Happy Hour 4:00 PM | Dinner & Awards: 5:30 PM

Let's raise a toast to you, to us and to print! Join us for an unforgettable evening at Printing Industry Midwest's (PIM) [2026 Star Awards Banquet](#), where we will celebrate excellence and recognize outstanding achievements. The night kicks off with a lively Happy Hour and the chance to cast your vote for the People's Choice Award. Savor a delicious dinner, then get ready for an exciting show as we unveil the winners of the 2026 Star Awards. Come be part of the celebration and honor the stars of the industry! [Learn More & Register, Click Here.](#)

As you move through 2026, please remember to [save your best](#) print projects and make note of the coworkers who go above and beyond. Your next award-winning piece or honoree could be in the making! Pro Tip: Start a "Star Awards Box" now for your top projects and begin gathering testimonials for employee nominations.

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## The Performance Multiplier: A Comprehensive Strategic Approach (CSA)

An Article From Printing Industry Performance & Insights

When printing company leaders apply a Comprehensive Strategic Approach (CSA), they implement strategic planning, goal setting, and financial analysis concurrently and effectively. In multiple "Printing Industry Performance & Insights" studies, we have found a positive relationship between printing company leaders' use of CSA and higher firm performance. Also, we've published multiple research papers about CSA in peer-reviewed academic journals, and numerous other professors have cited our CSA work in their research, further validating our findings. [Download Article & Continue Reading, Click Here.](#)

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## Honor Our Past & Empower Our Future

PIM's 70th Anniversary Donation Drive | [Donate, Click Here.](#)

As Printing Industry Midwest (PIM) celebrates our 70th anniversary, we invite you to be part of our legacy by making a financial contribution to PIM. Your [donation](#) helps ensure we can continue to provide valuable programs, industry resources, and events that support the future of print for generations to come. Thank you for being part of PIM's past, present, and future. [Click Here to Donate.](#)

We sincerely appreciate the generous support from **Anchor Paper Company** and **SeaChange** our Platinum Support Level and **Nahan** our Titanium Support Level. Thank you for your incredible generosity!!

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## Attention Nebraska Manufacturers

Nebraska's Manufacturing Day at the Capitol is rescheduled and back on Monday, March 23. With the manufacturing industry being such a critical piece of Nebraska's economy, we enjoy the opportunity to bring the industry together while highlighting the value and positive impact the industry brings to communities statewide. [Learn More & Register, Click Here.](#)

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## Twin Cities Postal Customer Council - Artificial Intelligence: Help, Not Hype

The Twin Cities PCC invites you to join us for an educational session on Artificial Intelligence featuring Mark Fallon, President of The Berkshire Company. This workshop on April 8th will offer a practical, easy-to-understand overview of AI, including what it is, key terminology, ethical considerations, and how it is being used in the print and mail industry. Mark will share real examples of AI applications that support accuracy and efficiency, along with simple steps organizations can take as they begin exploring AI. Attendees will leave with helpful information and clear next steps they can apply within their own operations. [Learn More & Register, Click Here.](#)

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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.](#)

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## Mailers Hub News

Printing Industry Midwest (PIM) members have access to [Mailers Hub](#). View the Mailers Hub upcoming event and webinars, [click here](#). [Download March 9 Newsletter](#).

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## 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. [March 2 Sales Tip](#) - Twist on Sales Failure and [March 9 Sales Tip](#) - Name it. Defeat it.

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## Level Up Your PIM Pride at PIM's Store

Stock up at the [PIM's Store](#) and grab something for yourself or surprise a coworker. From comfy shirts and cozy sweatshirts to hats, water bottles, and tumblers, we've got the gear to keep you looking sharp and staying refreshed. Rock your PIM merch at the next event, or snap a pic and tag us on social media. We love seeing our members show off their PIM style!

## UPCOMING EVENTS & WEBINARS

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

### March 2026

**[PIM March Coffee Corner](#)** - March 19, 2026 from 8:30 AM to 10:30 AM (CT) at **Black Sheep Coffee, South Saint Paul, MN 55075** – Join PIM Executive Director, Kristin Pilling-Davis, for a cup of coffee (**first drink on us**) at Black Sheep Coffee to meet with members and those interested in learning more about the association. Stop in to catch up, discuss industry trends, employee retention, and so many other topics. Kris will be available from 8:30 AM to 10:30 AM. So if you can't come right at the start that is fine.

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**[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.

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**[PIM March Financial Executives Council](#)** - March 26, 2026 from **11:30 AM to 1:00 PM (CT) an Online-Online Webinar** – Join us for an essential session at our bi-monthly Financial Executive Council meeting, featuring Alison Felix, Senior Policy Advisor and Economic Research Expert at the Federal Reserve Bank. Dive deep into the complexities of the national economy with a forward-looking perspective that's vital for every financial executive in the printing industry.

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### April 2026

**[PIM Virtual Workshop: Powered Industrial Truck Train the Trainer](#)** - April 29, 2026 from **12:00 PM to 4:00 PM (CT) an Online-Online Webinar** – If your organization uses any type of mobile, power-driven vehicle used to carry, push, pull, lift, stack, or tier materials—such as forklifts or powered pallet jacks—then this workshop is designed for you. This comprehensive workshop will equip participants with the tools and knowledge needed to train powered industrial truck (PIT) operators in accordance with OSHA standards.

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**[PIM Battle of the Bays at TopGolf](#)** - April 30, 2026 from **4:00 PM to 7:00 PM (CT) at Topgolf, Brooklyn Center, MN** – It is a good old-fashioned grudge match! Who is taking workplace bragging rights back to the office? Printing Industry Midwest (PIM) Young Professionals (Rookies) will go head-to-head with the Veterans (Seasoned Pros) in a friendly but fiercely competitive. Golf bay showdown BATTLE OF THE BAYS! Three hours of unlimited TopGolf games plus delicious appetizers will be provided.

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## May 2026

**[PIM Webinar: Driving Growth Through Smarter Payments](#) - May 12, 2026 from 11:30 AM to 12:15 PM (CT) an Online-Online Webinar** – Discover how Basys equips PIM members with integrated technologies, flexible solutions, and hands-on support to streamline operations and accelerate growth. We'll highlight our core offerings, share real-world impact and discuss what's next in our evolving payments strategy.

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## June 2026

**[PIM 2026 Star Awards Banquet](#) - June 18, 2026 from 4:00 PM to 8:30 PM (CT) at JW Marriott Mall of America, Bloomington, MN 55425** – PIM's Star Awards Banquet is your opportunity to celebrate the hard work of your team and recognize the achievements of your peers. The evening kicks off with a Happy Hour featuring refreshing drinks and delicious appetizers. Do not miss the 2026 Best of Category Winners showcase and be sure to cast your vote for the People's Choice Award. Afterward, enjoy a gourmet dinner before the main event—announcing the 2026 Star Awards winners!

# MEMBER NEWS

## AWT Expands & Scales RFID Offerings

AWT Labels & Packaging is expanding its RFID capabilities to better serve customers across the healthcare, engineered, and consumer markets. By broadening our RFID expertise for both existing and prospective customers, we transform traditional labels into smart data carriers—enhancing efficiency, visibility, and confidence across the entire supply chain, from clinical labeling to consumer applications. [Continue Reading, Click Here.](#)

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## PGSF Announces the 2026 John Berthelsen Award Recipient

Pittsburgh, PA – February 26, 2026 — The Print and Graphics Scholarship Foundation (PGSF), a nonprofit organization dedicated to developing the future workforce of the graphic communications industry through educational scholarships, is pleased to announce Mr. Paul Foster as the recipient of the 2025 John Berthelsen Award. [Download & Continue Reading, Click Here.](#)

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## Printware Acquired by Pillsman Partners and Peninsula Capital Partners

Eagan, MN – Printware LLC has been acquired by Pillsman Partners and Peninsula Capital Partners. Hennepin Partners acted as Printware's exclusive financial advisor and Husch Blackwell served as legal counsel. [Download & Continue Reading, Click Here.](#)

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## Forest Printing Doubles Down on RMGT Offset from Graphco

SOLON, OH — March 2, 2026 — Forest Printing Company, a family-owned commercial printer serving the Chicagoland market for more than four decades, continues to reinforce its commitment to high-performance offset printing with the installation of a second RMGT press from Graphco. Following the successful addition of an 8-color RMGT 7 Series Perfecting Press with LED curing in 2024, the company added a 4-color RMGT 7 Series Perfecting Press also with LED curing in 2025 to support growing customer demand for quality, speed, and production consistency. [Continue Reading, Click Here.](#)

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## CGS ORIS Americas Unveils Innovative New Headquarters in Minnesota

Plymouth, MN – March 2, 2026 - CGS ORIS Americas, a leader in digital print, imaging technology, and color management, is proud to announce its move to a brand-new headquarters in Plymouth, Minnesota. This new customer experience center features a state-of-the-art space designed to provide printers across the nation with hands-on experience using the latest technology available to commercial and industrial printers. [Continue Reading, Click Here.](#)

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## PGSF Receives Publishing Rights To Popular Textbook, Introduction To Graphic Communication

PITTSBURGH, PA - March 2, 2026 - The Print and Graphic Scholarship Foundation (PGSF) has received the full publishing rights and intellectual property to Introduction to Graphic Communication, the widely used textbook coauthored by the late Cal Poly Professor Emeritus Harvey Levenson and industry leader John Parsons, former Editorial Director of The Seybold Report and Principal of IntuIdeas. [Download & Continue Reading, Click Here.](#)

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## MIDLAND Features Exciting New Products at Dscoop Edge Booth #776

Innovative and sustainable, MIDLAND launches compelling new products which fulfill unmet needs in the market. MIDLAND's booth #776 is a "must" on your list of companies to see at Dscoop Edge 2026. Stop by our booth and learn how these new products will give you a competitive advantage and boost your bottom line. [Download & Continue Reading, Click Here.](#)

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## Graphco Sparks Innovation at ISA 2026 with Hybrid CNC & Automated Stud Welding Technology

SOLON, OH — March 9, 2026 - Graphco will ignite the show floor at the ISA International Sign Expo 2026, held April 8–10 at the Orange County Convention Center, showcasing a fully integrated fabrication workflow designed to help sign shops scale smarter, produce faster, and increase profit margins. [Continue Reading, Click Here.](#)

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## 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.

- May 13, 2026 at noon - [Registration Link](#)

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## Take Control Over Your Email

You can control how many PIM emails you receive. You can select and deselect categories of interest to help monitor the number of emails you receive, [click here](#).

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## Send PIM Your News & Educational Articles

We want to hear from you! We encourage Printing Industry Midwest (PIM) members to submit their company press releases for inclusion in our newsletters. Additionally, we welcome the submission of educational or research-based content. Please note that educational articles should not serve as self-promotion. Publishing press releases and/or articles is complimentary for all PIM members. Kindly send your articles to [Sadie Johnson](#) and they will be included in the upcoming printed and electronic newsletters.

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



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

8011 34th Ave S., Suite 150, Bloomington, MN 55425  
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