



March 24, 2026 issue of *The eLoupe News* - Printing Industry Midwest's (PIM) Newsletter

PIM NEWS & UPDATES

Make This Your Season To Grow

Tap Into PIM's Resources, Education & Network To Move Your Business Forward

Spring has arrived, bringing fresh energy and new opportunities. There is no better time to make the most of your Printing Industry Midwest (PIM) membership. From valuable [industry resources](#) and [educational programs](#) to meaningful [networking](#) and [cost-saving](#) benefits, PIM is here to help your business grow. Take advantage of everything available to you and turn this season into a time of progress and connection. Spring into PIM and start exploring [your member benefits](#) today! Remember, all employees of PIM member firms have access to PIM benefits. Here's to warmer days ahead, happy Spring!!

Join Us For Drinks, Dinner & The Stars of the Print Industry - 2026 Star Awards Banquet

June 18, 2026 | Happy Hour 4:00 PM | Dinner 5:30 PM | Awards 6:15 PM

It is Printing Industry Midwest's (PIM) biggest night of the year and it is even more special as we celebrate [our 70th Anniversary!](#) You are invited to join us for [PIM's 2026 Star Awards Banquet](#), an evening dedicated to celebrating the incredible creativity, craftsmanship, and innovation of our print community. A huge shout-out to **Lindenmeyr Munroe**, our incredible 2026 Signature Sponsor, and to all of our amazing 2026 Star Awards sponsors for helping make this unforgettable evening possible. Tickets for individuals and tables are now available, [click here](#).

SPECIAL REQUEST: As PIM proudly celebrating its 70th anniversary, we would be honored to share this milestone with you. If your company is also marking a significant anniversary, we invite you to let us know so we can recognize your achievement at the banquet. Only companies in attendance at the Star Awards Banquet will be acknowledged during the program as part of this special celebration. Please [email Kristin Pilling-Davis](#) if you would like to be recognized.

Know Your Print Industry – PIM Advocacy Corner

Minnesota News from the March 20, 2026 Issue

Printing Industry Midwest (PIM) would like you to be aware of the results of the Minnesota Chamber's PFML User Experience Survey, proactive EHS compliance in an era of increased enforcement and if you have used PRISM. View the March 20th issue to learn more about these

topics, [click here](#). If you would like to be added to an email list to receive PIM advocacy notifications, please email [Ben Dally](#).

Your Ultimate Resource

Have you received a copy? If not, please [email Sadie Johnson](#).

Printing Industry Midwest's (PIM) [2026 Print Buyers Guide & Membership Directory](#) is the talk of the town. Inside, you will find trusted PIM member companies, valuable industry resources, and the connections that help keep print moving forward. [Take a moment to explore the guide, click here.](#)

Spring Cleaning? Save Your Surplus Paper

Save Your Extra Paper For PIM's Annual Paper Drive

As you refresh your workspace this spring, do not toss that extra paper—donate it to [PIM's Annual Paper Drive](#)! Printing Industry Midwest (PIM) members generously contribute overstocked, obsolete, or surplus paper—everything from copier sheets and envelopes to foam core and large-format rolls. In the fall, 300+ Minnesota teachers come to collect these materials for free. A huge thank-you to [Lindenmeyr Munroe's](#) incredible team for making this event seamless from start to finish. Your donations make a real difference in classrooms across the state!



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

Seeking Topic Input From Printing Company Leaders

From Printing Industry Performance & Insights

The "Printing Industry Performance & Insights" (PIPI) studies are built with one goal in mind: delivering actionable knowledge you can use. And to do that well, we need your input. Please take a minute to [open the survey link](#) and rank the topics that matter most to you. It's quick and simple. Just drag and drop the topics from most to least important. You can complete it on your phone or computer in just a minute or two. If you have additional thoughts or ideas, we'd love to hear those as well. You can share them directly in the survey or [email Dr. Ralph](#) anytime. [Take Survey, Click Here.](#)

Beware the Ides of March... Especially If Your Receivables Are Unprotected

Every March, historians pause to remember the moment Julius Caesar learned—rather abruptly—that ignoring warnings can be hazardous to one's health. In the printing industry, the lesson still applies, though the daggers are metaphorical and the Senate chamber has been replaced by the Accounts Receivable aging report. [Download Article & Continue Reading, Click Here.](#)

Department of Labor Proposes Changes to Worker Classification Rule

The U.S. Department of Labor's (DOL) Wage and Hour division announced on February 27, 2026, a proposed rule to determine whether a worker should be classified as an employee or independent contractor under the Fair Labor Standards Act and related federal laws. [Continue Reading, 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](#).



The banner features a blue and black checkered pattern on the left. A blue box contains the text "Risk Management To Meet Your Needs". In the center, there are images of a laptop, a smartphone, and a tablet displaying the mySHIELD interface. To the right, the text reads "Help Support Your Business With mySHIELD®" and "It's Our Business to Protect Yours FEDERATED INSURANCE". A "LEARN MORE" button is also present.

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

Spring Into the Spotlight

This season, let your company bloom with Printing Industry Midwest's (PIM) exclusive sponsorship and advertising opportunities. Showcase your brand, connect with potential clients, and highlight the value of your solutions. Explore our programs, [click here](#), and start the conversation. Spring is the perfect time to grow your presence!

Be Prepared. Save a Life.

Printing Industry Midwest (PIM) continues as an Authorized American Red Cross Provider, training employees in CPR, AED, First Aid, and Bloodborne Pathogens. On-site sessions make it easy to equip your team with life-saving skills—because every workplace needs ready first responders. Please [email Kristin Pilling-Davis](#) with any questions.

PIM University: On-Demand Industry Training Webinars

[PIM University](#) is ideal for onboarding new hires and continuing education for current employees. Targeted tracks help make sure each audience is receiving specific content tailored to their work experience. [Learn More About PIM University, Click Here.](#)

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



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

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 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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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 23 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. [March 16 Sales Tip](#) - The Non-Salesy Sales Call and [March 24 Sales Tip](#) - A Job-Saving Sales Action.

Prepare Today for Tomorrow's Recognition

Never Too Early To Start Preparing For PIM's 2027 Star Awards

How many outstanding print pieces has your team produced so far this year? Who has gone above and beyond to ensure success? As we move into the fourth month of 2026, we know you have accomplished exceptional work and it deserves to be recognized. Now is the perfect time to begin setting aside your top projects and identifying individuals you would like to nominate for PIM's **2027 Star Awards**. Consider starting a "**Star Awards Box**" to collect your best work and gather testimonials to support employee nominations. Submission forms for 2027 will be available in Fall 2026.

Plant the Seeds for the Next 70 Years

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

This spring, help Printing Industry Midwest (PIM) continue its legacy of supporting the print industry. Every donation fuels programs, events, and resources that empower future generations. Special thanks to **Anchor Paper** (Platinum), **SeaChange** (Platinum), and **Nahan** (Titanium) for their leadership support. Thank you for being part of PIM's past, present, and future. [Click Here to Donate](#).

UPCOMING EVENTS & WEBINARS

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

March 2026

[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.

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.

[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.

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.

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!

[PIM Coffee Corner – Omaha](#) - June 25, 2026 from 8:30 AM to 10:30 AM (CT) at Scooters Coffee, Omaha, NE 68144 - Join PIM Executive Director, Kristin Pilling-Davis, for a cup of coffee (**first drink on us**) at Scooters 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 between 8:30 AM to 10:30 AM.

MEMBER NEWS

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](#)

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!

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](#).

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 sadieh@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
612.400.6200 • [Contact PIM](#) • www.pimw.org

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