



January 28, 2025 issue of *The eLoupe News* - Printing Industry Midwest's (PIM) Newsletter

PIM NEWS & UPDATES

Tomorrow is the Day!!! Star Awards Due Tomorrow!!!

Print Entries & Nominations Due January 29, 2025 at 12:00 PM (CST)

Who is going to win big? Who is taking home the most awards? You can't be part of the race if you don't step up to the starting line. Take a chance and enter! Printing Industry Midwest (PIM) [Star Awards](#) reveals incredible opportunities for your company to showcase your best. Convey your unique capabilities to customers and honor the hard work of your staff by submitting your best print pieces and nominating your staff for leadership awards. For print entries, your first entry is **FREE!** Nominating co-workers is always **FREE!** Be bold and enter!! [Discover More, Click Here.](#)

NEW! Success in Print Consulting, Coaching, Training & Speaking with Kelly Mallozzi

Printing Industry Midwest (PIM) has partnered with Kelly Mallozzi to offer our members help with sales. Kelly is a passionate advocate and leader in the print and graphic arts industry, with over 30 years of expertise in sales, marketing, and workforce development. A dedicated coach, consultant, and speaker, she specializes in helping companies drive sales, foster inclusive cultures, and build lasting customer relationships. [Download Document, Click Here.](#)

Annual Printing Impressions 300 List

It's been 41 years since the annual Printing Impressions list of the largest printing companies in the U.S. and Canada first launched. It was 500 companies for decades, but over the years it decreased in size due to industry consolidation and other factors. Although it has changed over the years, it continues to serve as the pulse of the industry. Congrats to all the PIM member that are on the list! [Continue Reading & View List, Click Here.](#)



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

February Printing Industry Performance Insights Study

Survey will open February 10, 2025

Our survey will examine key industry trends, such as the following: changes in revenue; demand for printed products; the impact of other printing company closures, mergers, or acquisitions on printing firms; the performance of firms offering non-traditional printing products/services; inflation effects; estimate win percentages; printing plate costs; and other relevant factors. We will provide data that you can use to assess and enhance your firm's strategy and performance. The insights from our findings may help you identify areas for improvement and potential strategic adjustments. Your participation is vital to this valuable report's success. The more data we collect, the more actionable knowledge we will provide you! Thank you for your contribution!

Workforce Wednesday: Employee Resource Groups in Today's Workplace

February 5, 2025 from 11:00 AM to 12:00 PM (CST) an Online-Only Webinar

Employee Resource Groups (ERGs) are essential to fostering inclusion in the workplace. They empower individuals by creating a sense of belonging and community. For employers, ERGs provide a wealth of benefits, from enhancing company reputation and community engagement to nurturing future leaders. Join us for our February webinar where we will discuss the importance of Employee Resource Groups in today's workplace. We invite you to join us for this important discussion and contribute to the conversation on inclusion in the workplace. [Learn More & Register, Click Here.](#)

Help Pay For Your Education - PIMEF Scholarships

Deadline: April 1, 2025 | [View Application Here](#)

Printing Industry Midwest Education Foundation (PIMEF) is now accepting scholarship applications for the 2023-2024 school year. **Priority is given to the children of PIM member employees.** PIMEF scholarships are available to students pursuing a 2 or 4 year degree in graphic communication & print related majors. [Learn More, Click Here.](#)

2024 Wage + Benefits Reports

The 2024 Wage + Benefits Reports are now published and include nationwide data as well as specialty versions for Packaging/Tag & Label, Digital, Inplant, and Union data. If you participated in the survey you have already received the reports for free. If you did not participate, as a member of PIM you can receive the survey reports at the discounted rate of \$250 (\$750 to non-members). Contact [Ben Dally](#) to get this valuable information today!

Want to Get Your Company in the Spotlight?

Looking for exciting ways to showcase your brand and connect with potential clients? As a member, you have exclusive opportunities to sponsor events and advertise throughout the

year. This is your chance to put your company front and center, highlight the value of your solutions, and show your commitment to the Association. We have tons of ways for you to shine. Ready to elevate your PIM partnership to the next level? Review [our programs](#) and let's start the conversation.



How Can Succession Planning Benefit Your Business?

Don't Risk What You Have Worked To Build

LEARN MORE

It's Our Business to Protect Yours
FEDERATED
INSURANCE

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

Printers Disability Trust Offers

For more than 50 years the Printers' Disability Trust (PDT) has helped provide progressive, quality insurance programs developed by and exclusively for printing and graphics arts employers. [Download Flyer, Click Here.](#)

Iowa Association of Business and Industry (ABI)

Iowa Association of Business and Industry upcoming events. [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 27th Newsletter.](#)

The Weekly Sales Tip from Bill Farquharson

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 20 Sales Tip: That Terrifying Networking Conversation](#) and [January 27 Sales Tip: January Sales Lessons.](#)

UPCOMING EVENTS & CLASSES

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

January 2025:

[2025 Star Awards Deadline - Click to Learn More](#)

January 29, 2025 at 12:00 PM (CST) - PIM's Star Awards honors every aspect of the graphic communications supply chain, from content creation to print distribution in every way imaginable. This program has two parts your company can participate in; submit printed entries and nominate co-workers. You can participate in one or both!

March 2025:

[6th Annual PIM Young Professionals at TopGolf - Click to Learn More](#)

March 13, 2025 from 4:00 PM to 7:00 PM (CST) at TopGolf, Brooklyn Center, MN –

For the past five years PIM Young Professionals (YP) have gotten together to practice their golf skill and network with each other. Whether you are a pro golfer or a newbie, this event is a hit! Delicious appetizers will be provided and a cash bar available.

April 2025:

[PIM at PinSeekers – Tiffin, Iowa - Click to Learn More](#)

April 24, 2025 from 4:00 PM to 6:00 PM (CST) at PinSeekers, Tiffin, IA – You are

invited to PinSeekers to network and practice your golf swing. All skill levels are welcome! It's not about the golf but an opportunity for professionals in print to get together. Have a few laughs and maybe a little friendly competition!

MEMBER NEWS

ITU AbsorbTech Welcomes Craig Bald as our New President and CEO

January 2025 – We are pleased to announce Craig Bald as ITU AbsorbTech's new President and CEO, the first non-family member to hold this role in our 90+ year history. Craig transitions into this position after 14 years as our Chief Financial Officer, where he has been a vital part of our senior leadership team and the implementation of our Strategic Plan. [Continue Reading, Click Here.](#)

Meyers Empowers Clients to Meet Corporate Sustainability Goals with Innovative Reforestation Program

Minneapolis, MN – January 22, 2025 – Meyers, a leader in sustainable packaging and printing solutions, is proud to announce the integration of the PrintReleaf program into its comprehensive sustainability offerings. This initiative enables clients to actively reduce their environmental impact by directly supporting global reforestation projects, aligning with Meyers' mission to deliver innovative, eco-friendly solutions. As part of Meyers' commitment to sustainability and customer success, the program is offered at no cost to clients, providing an accessible and impactful way for brands to advance their corporate sustainability goals. [Continue Reading, Click Here.](#)

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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We invite you to please share this email & PIM resources with everyone at your company.



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