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## Stories

[XPLOR22 Rewind: How to Sell Without Selling: Content Strategies that Generate Leads By Joanne Gore, President Joanne Gore Communications and Mike Porter, President of Print/Mail Consultants](#)

[All Other Converted Paper Product Manufacturing Employment—2010–2019](#)

[VIDEO: Frank's World of Colors](#)

[Digital Production Printing: Selling Value in a Changing Industry](#)

[Postal Regulatory Commission Releases Fiscal Year 2021 Annual Report to the President and Congress](#)

[Madison Advisors Publishes New Study on Interactive Personalized Video Solutions](#)

[PODCAST from the Printerverse: Ep. 1 Making It With Print](#)

## Industry News

[Crawford Technologies Launches Comprehensive Training and Educational Platform for its Software Users and Partners](#)

[Quadient Listed Among the World's 100 Most Sustainable Companies by Corporate Knights](#)

[Madison Advisors Publishes New Study on Interactive Personalized Video Solutions](#)

[Xplor Announces Establishment of the Herman L. Gimbel and Audrey M. Gimbel Memorial Scholarship Fund](#)

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*Edition*



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[Quadient Receives 'AA' MSCI ESG Rating Recognizing Efforts and Achievements Over the Past Years](#)

[Making an Impact: How Canon Inkjet Technology Empowers Impact to Continue Achieving Market Growth](#)

[Solimar Systems and RISO Announce their Strategic Partnership to Provide Customers with Enhanced Workflow Processes for Digital Inkjet Printing](#)

## Complimentary Webcasts

**Wednesday, February 2 - 1pm ET** - [The Evolution of Business Document Design](#) - Sponsored by Papyrus Software

*You can always check out a complete listing of upcoming events by date, by simply [clicking here!](#) You can register well in advanced for any event that is currently open and we will remind you as the event gets closer!*

## Interesting and Cool Stuff

[The IRS website will soon require facial recognition to log in to your account](#)

[What is C-Band? Here's what a new 5G flavor means for AT&T and Verizon users](#)

[Meta is building an AI supercomputer](#)

## Blogs

[Ready to Look for a Hosted Managed Services Provider?](#)

[Five investment areas to digitally transform your SMB in 2022](#)

## Job Postings

### Seeking:

[Antonio Meraz Ordonez - Sales leader](#)

[Mauricio Carlini - Marketing, Sales and Business Development Manager](#)

[Stephen Martin - Greater Minneapolis Area](#)

### Available:

[Solutions Consultant – Business Value Assessment](#)

[Business Development Manager - Salem, NH](#)

[Technical Business Analyst: Arden Hills, MN](#)

[Sales Executive - Atlanta, GA](#)

[Programmer - Atlanta, GA](#)

[Doc Composition Specialist - Los Angeles, CA](#)

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