Looking Ahead

Paths to Success in Today's Printing Industry

PrintForum 2019

Hemlock

presentation agenda

1. about Hemlock

some stats, our story, roots of our success, challenges, future strategies

2. trends & opportunities

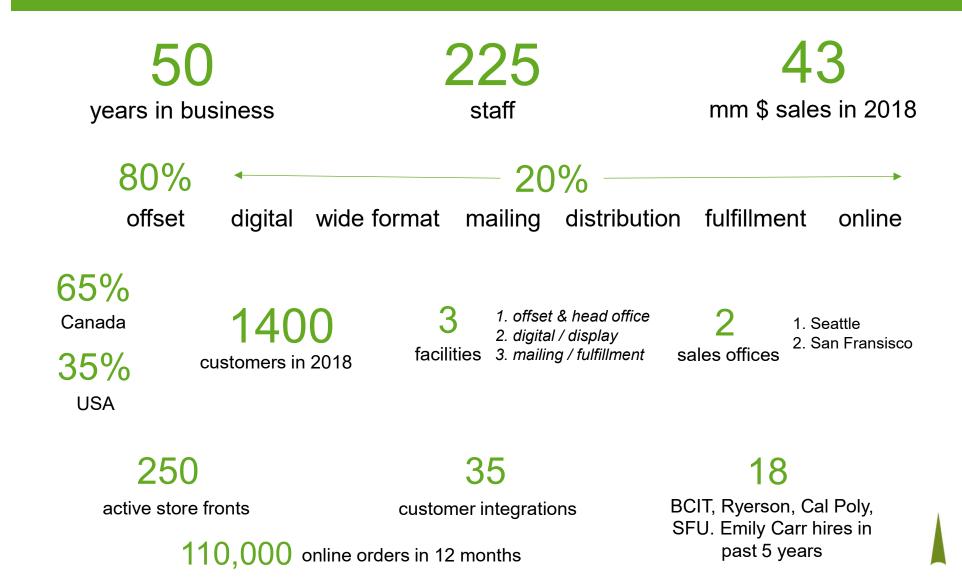
adapting and succeeding in a changing industry

3. leadership & industry collaboration

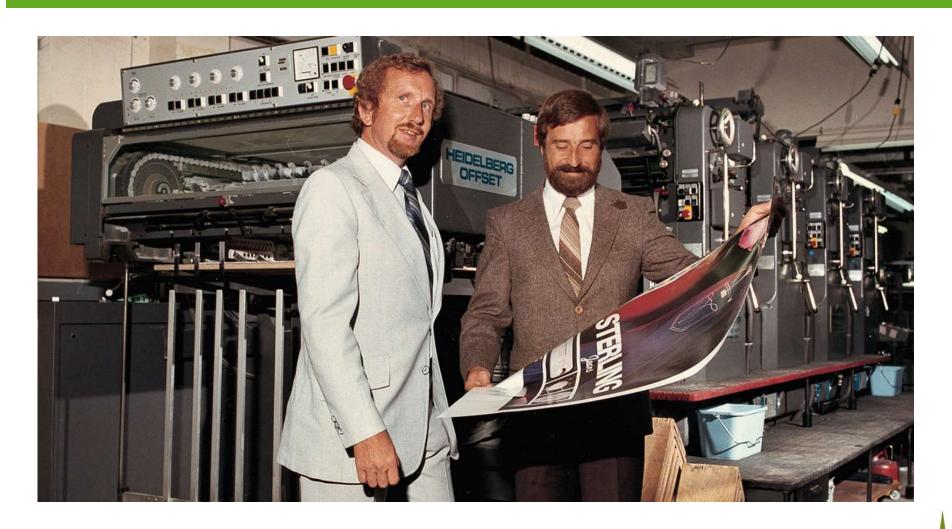
a call to action for current and future industry leaders



Hemlock, by the numbers



Hemlock, our story



"the roots" of our success

...learning lessons from our past and a checklist for the future...

spirit of entrepreneurship

0	systems thinking (applied)
	organized manufacturing environment
	smart technology investments
	strong community (including leadership)
	quality-focussed culture
	strong sales 'engine'
	strong customer & supplier relationships



constant change, improvement, & renewal



some challenges (and how dealt with them)



2008 recession



managing with an aging MIS system



heightened customer expectations



diversifying our offering



succession



effective strategic planning



developing online services (w2p)



integrating and developing support teams

looking ahead, key strategies

implement new MIS and IT tools



- Dynamic reporting
- Process analysis
- Workflow integration
- Collaboration tools

staff recruitment & development



- "Next Gen" production staff
- Performance Management
- Onboarding Process

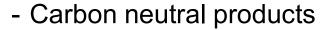
customer support





- Combine prepress/planning
- Efficient communication

sustainability





- Supplier partnerships
- Paper reporting
- Paper sourcing



trends & opportunities

Be process & data obsessed

Add value and diversify

Make smart investments in technology

Establish your market position

Embed sustainability

Recruit & empower new hires

Leadership & Industry Collaboration

The time is ripe for entrepreneurship and innovation in our industry

Foster this throughout your organization

Craft a bold vision with your team and share it widely

Be obsessive about executing on that vision, don't let the day-to-day get in the way

Suppliers, go beyond your traditional product or service

Focus on ways you can help your customers be more efficient and productive

Collaborate, share and learn with industry peers



A connected and collaborative industry helps our industry stay healthy and vibrant for the long term.

Thank you!

