

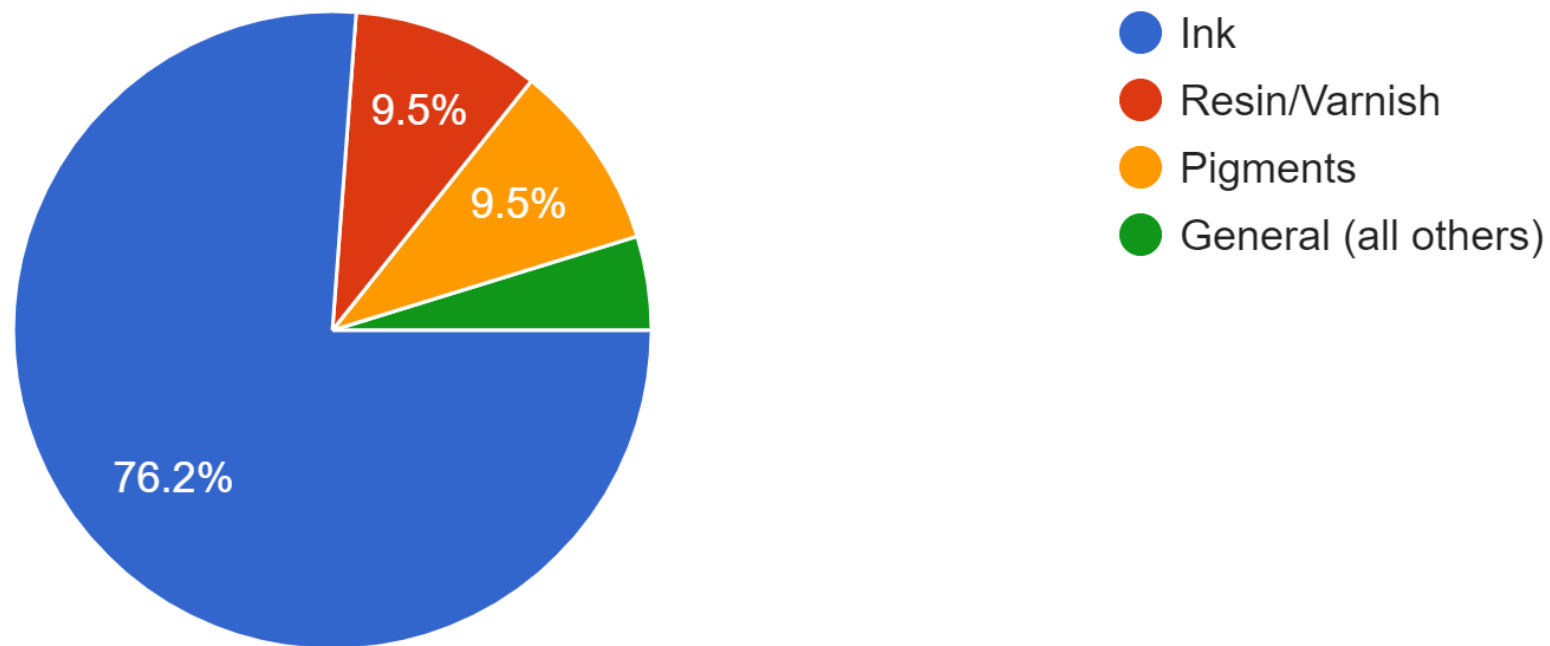


2021 STATE OF THE INDUSTRY REPORT

PRESENTED AT THE SPRING CONVENTION 2022

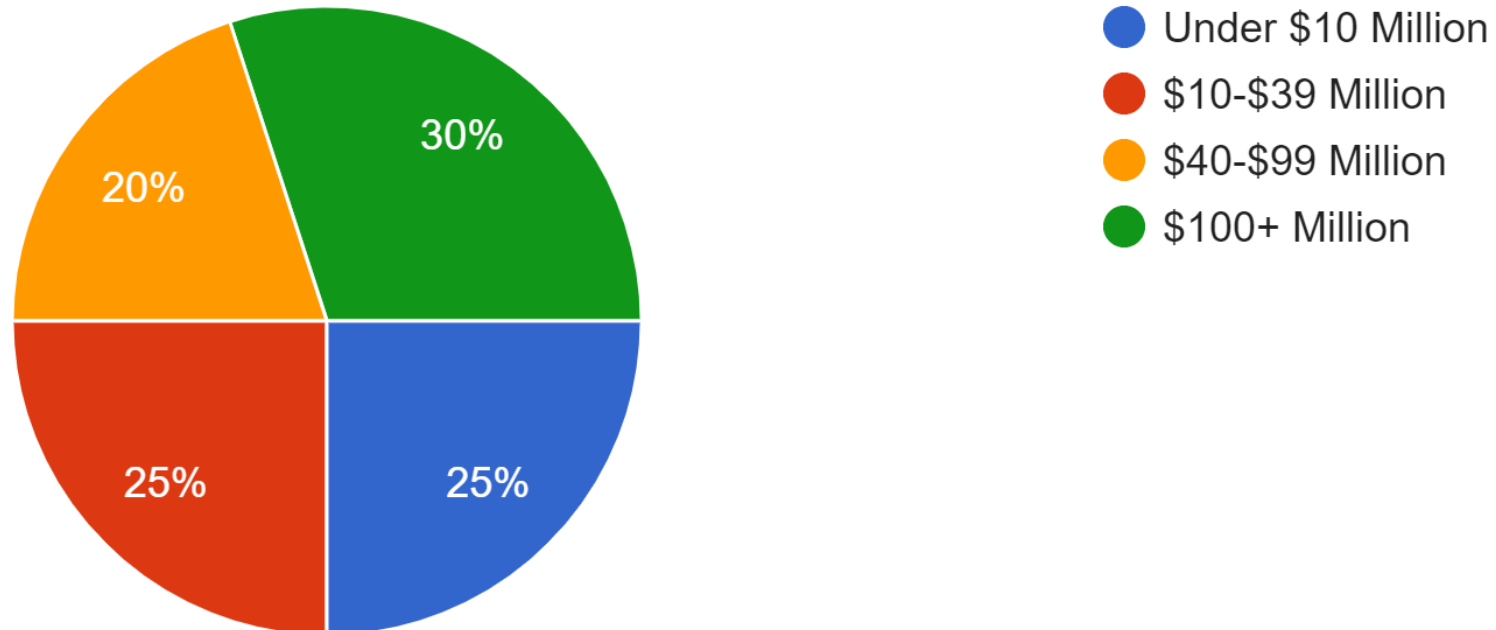
What is your company type?

21 responses



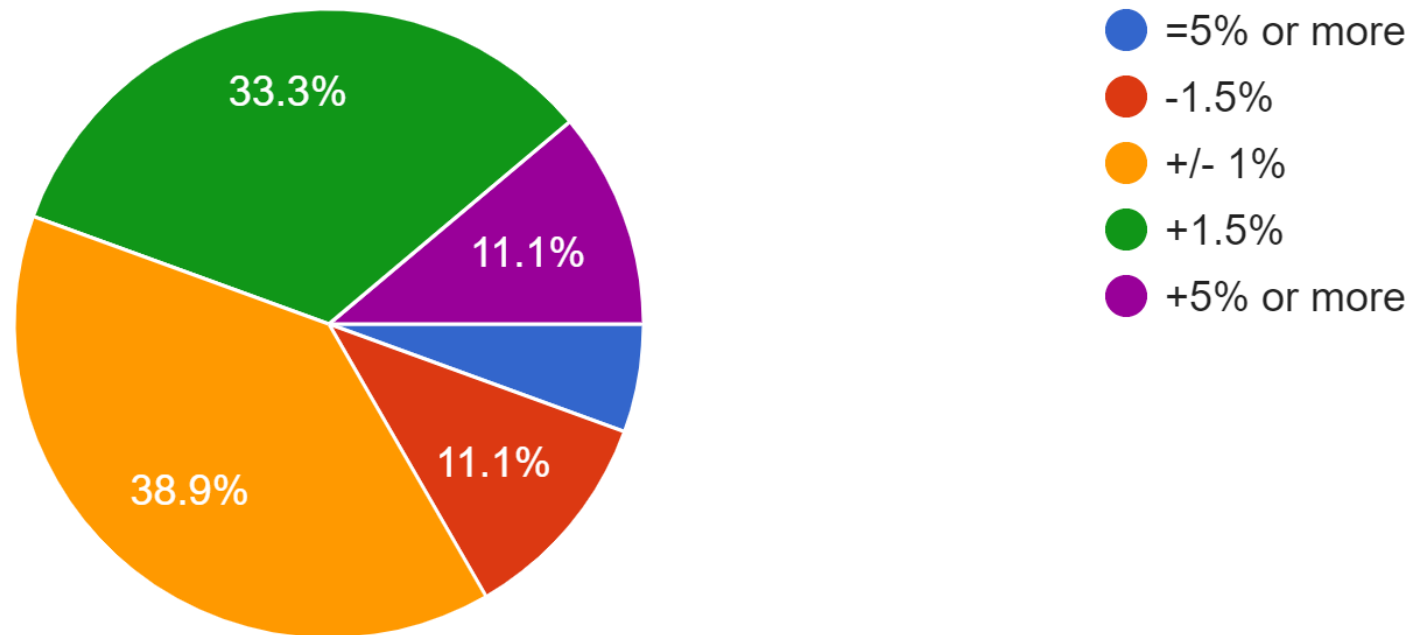
What were your company's 2020 net sales of the business unit that serves the priming ink industry?

20 responses



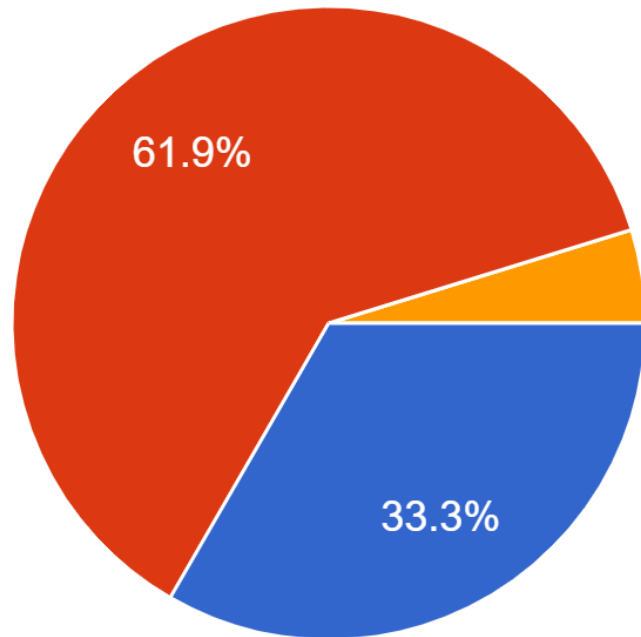
What cost has your company incurred to meet the Covid-19 prevention protocols recommended by the CDC and OSHA?

18 responses



Will Covid-19 affect future staffing at your company?

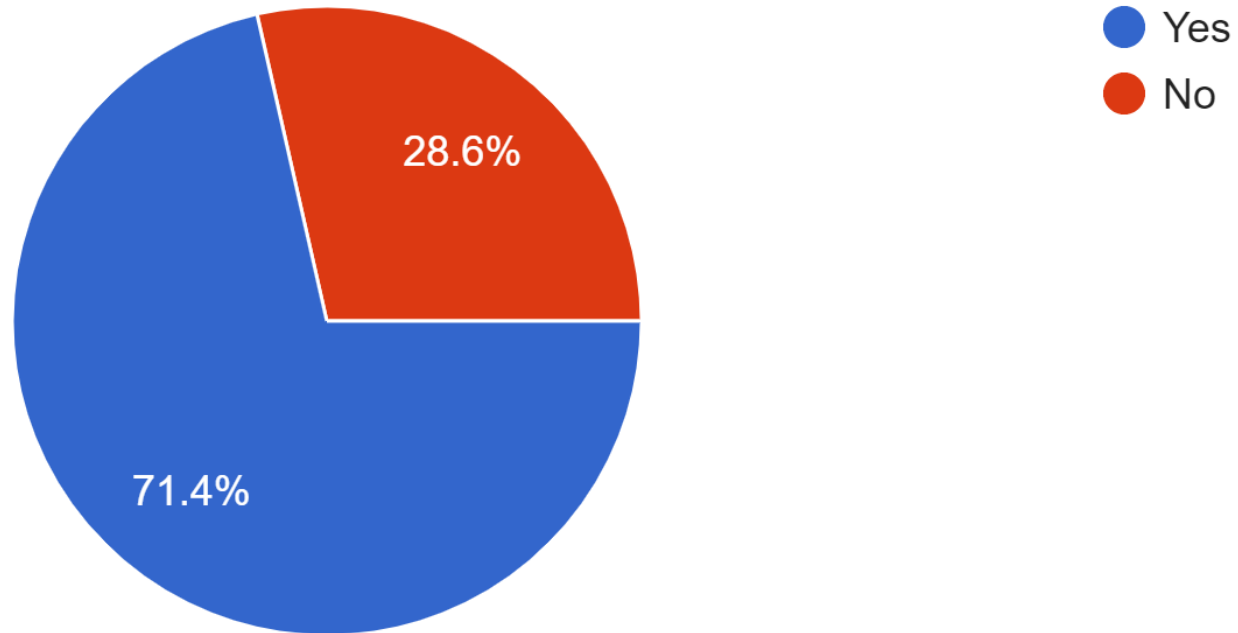
21 responses



- Add personnel
- Stay the same
- Reduce personnel

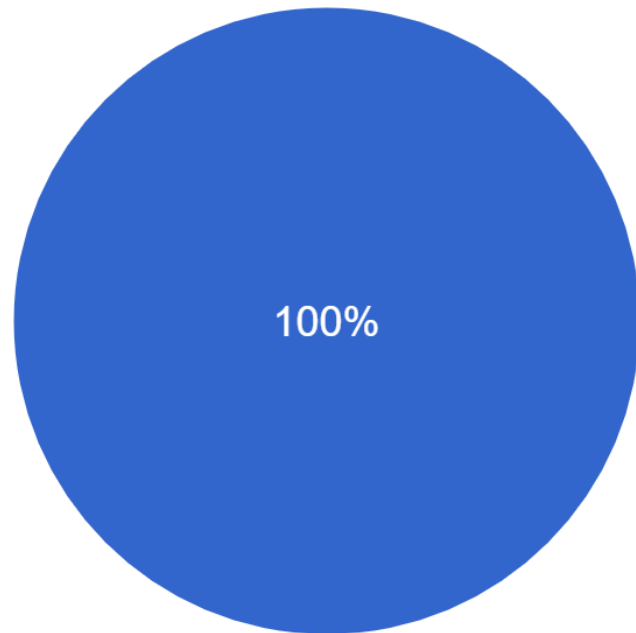
Has Covid-19 affected future travel budgets for your company?

21 responses



Do you or someone in your company look at the CDC website for guidance?

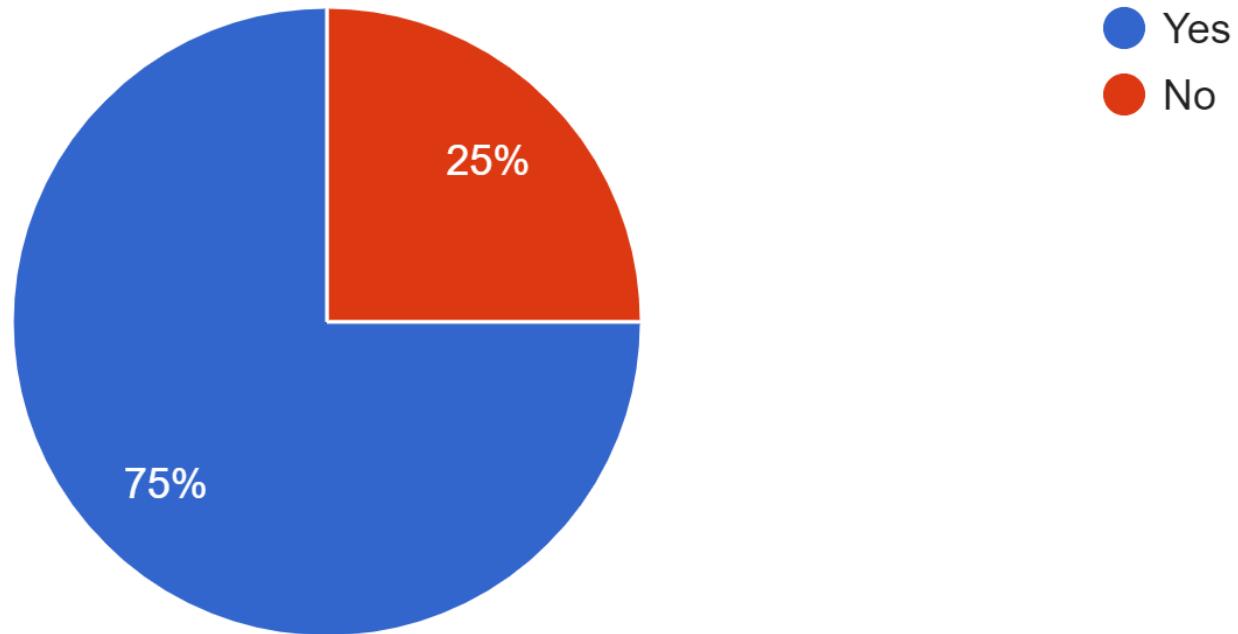
21 responses



● Yes
● No

Do you anticipate more regulations with the current White House administration?

20 responses



What are your concerns around the general economy heading into 2022? 20 responses

- Inflation concerns topped the list and as it relates to input costs
 - Raw material cost
 - Labor cost
 - Logistics cost
 - Interest rates
- Post Covid ramp-up

Do you have any external concerns heading into 2022?

18 responses

- Supply chain issues remain prevalent
- Geopolitical risks surfacing – Ukraine war
- Continued volatility in the market driven by unforeseen forces
 - Pandemic, war, supply chain dysfunction , Inflation

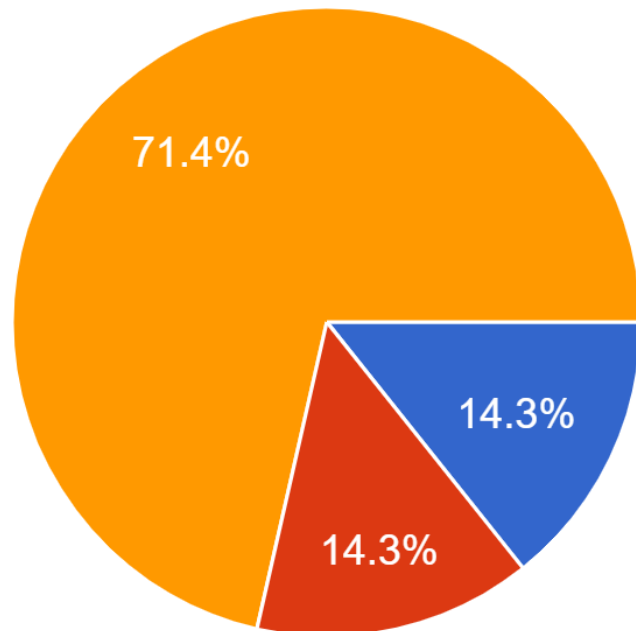
Do you have any internal concerns heading into 2022?

15 responses

- Many responses related to work force issues
 - Finding good people
 - Bringing people back from offsite work
 - Retaining people when competing in a virtual environment
 - Escalating cost to retain people
- Balancing rising cost with selling price
 - Seller's market persistence
 - Inflation

What is your company currently focused on?

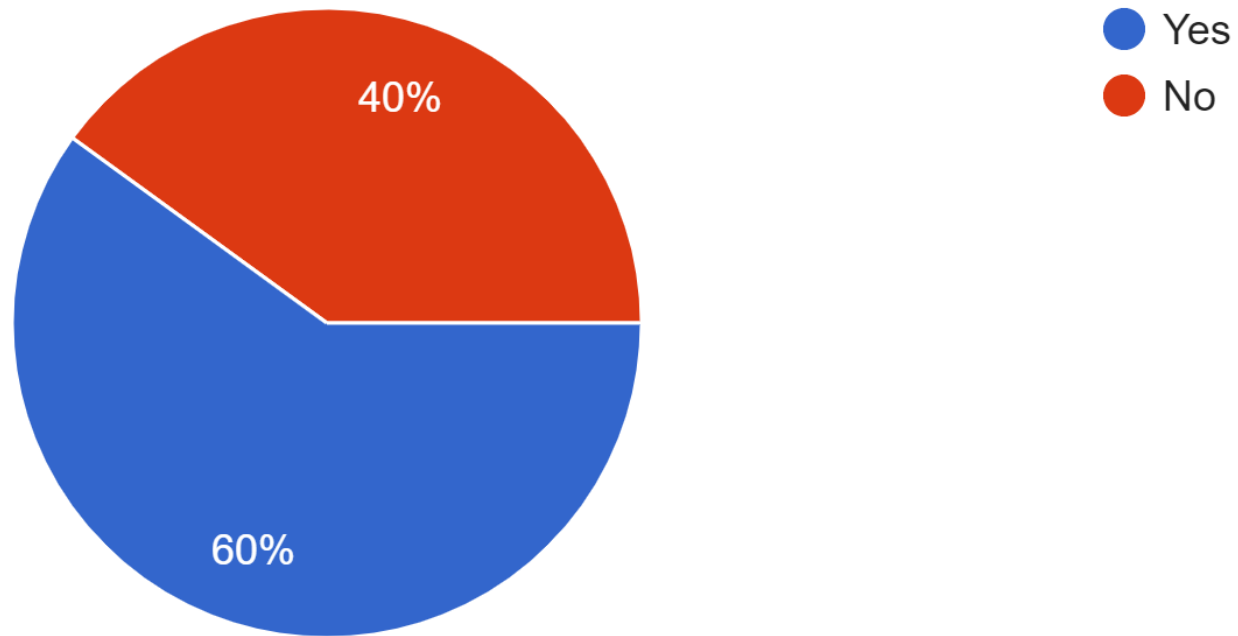
21 responses



- Sustainability of our products
- Sustainability of our manufacturing operations
- Both

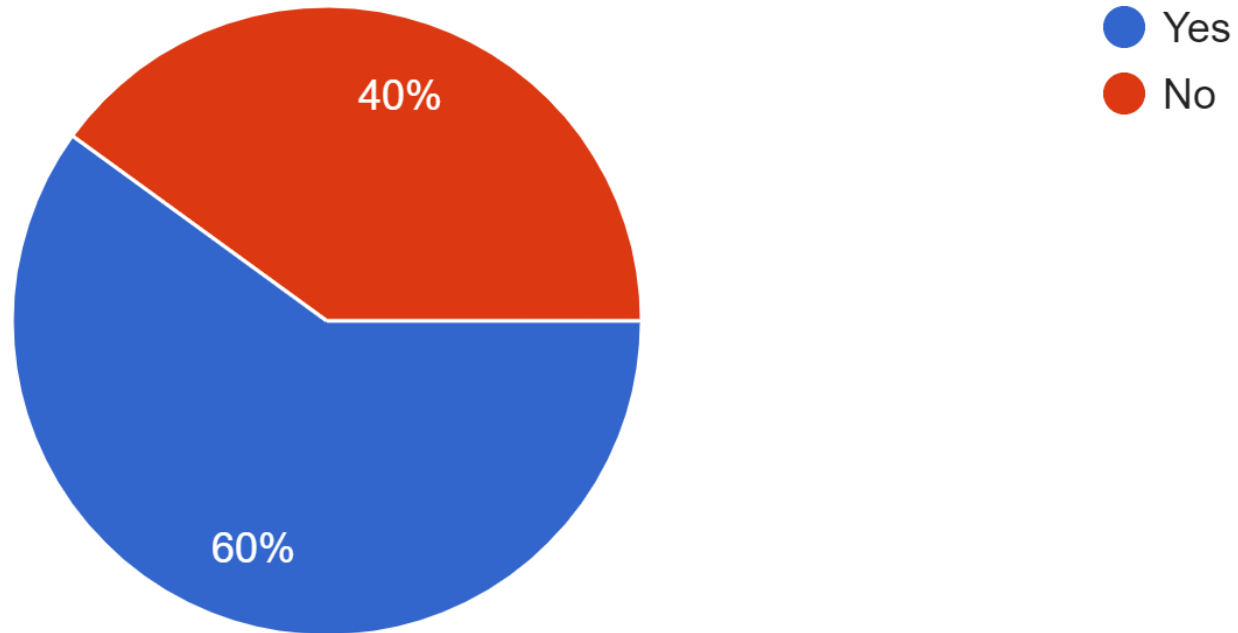
Is your company seeing increased interest/request related to sustainability from your customer base?

20 responses

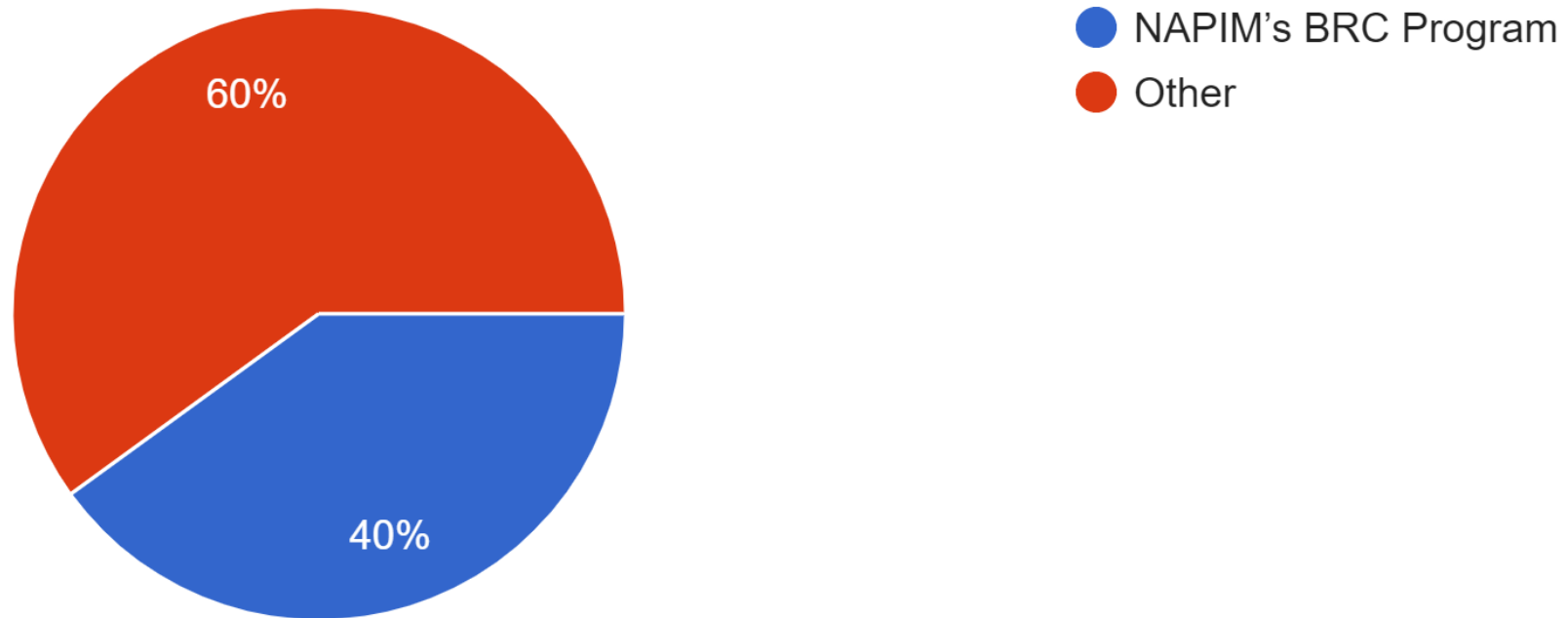


Is recyclability/composability of your products a focus from your customer base?

20 responses

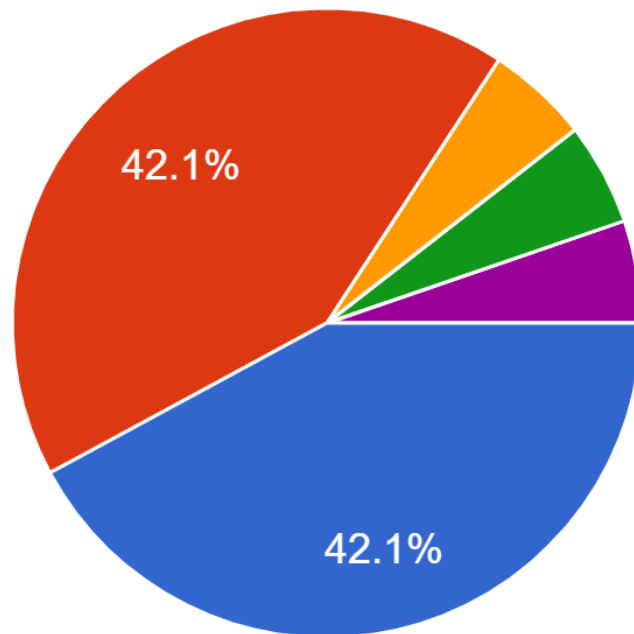


Is your company certifying your products under:
15 responses



Is your raw material supply chain helpful/useful in providing sustainability information for their raw materials?

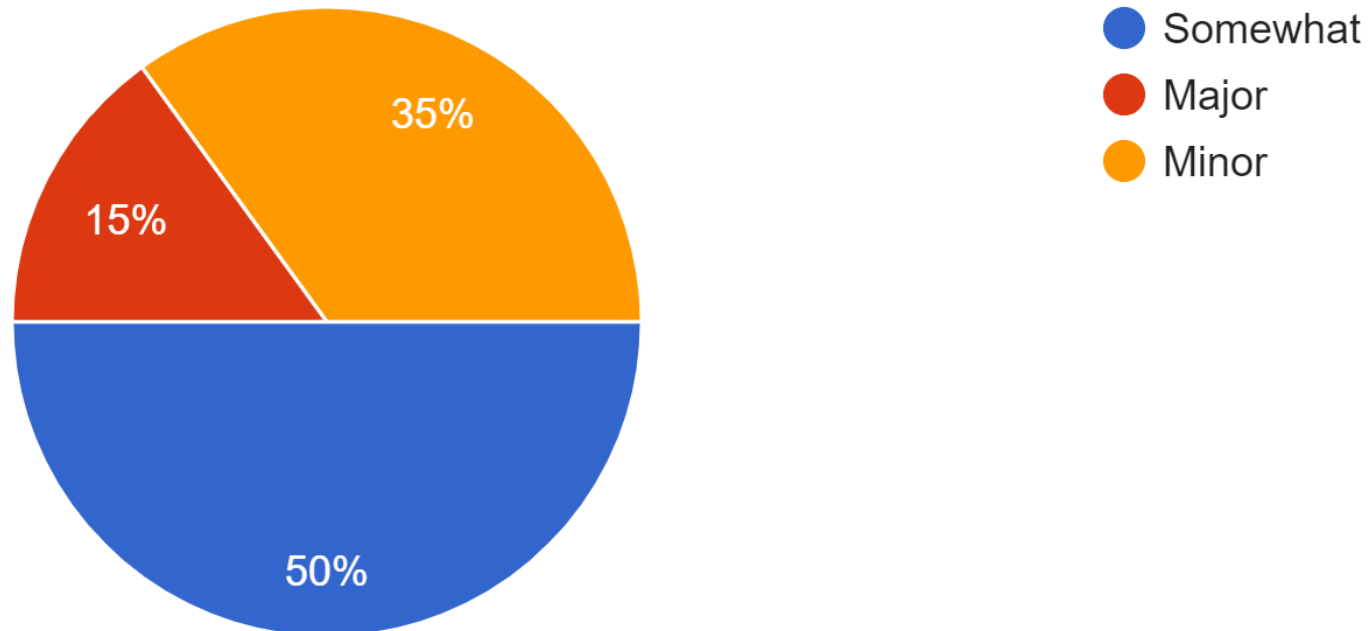
19 responses



- Yes
- No
- Can be, but challenging at times.
- Yes to a certain extent. We could use more support.
- Some do others do not, overall they are not as attentive as they should be

Sustainability - Has the emphasis on "sustainability" and "environmentally friendly ink" by print buyers required you to re-formulate your products?

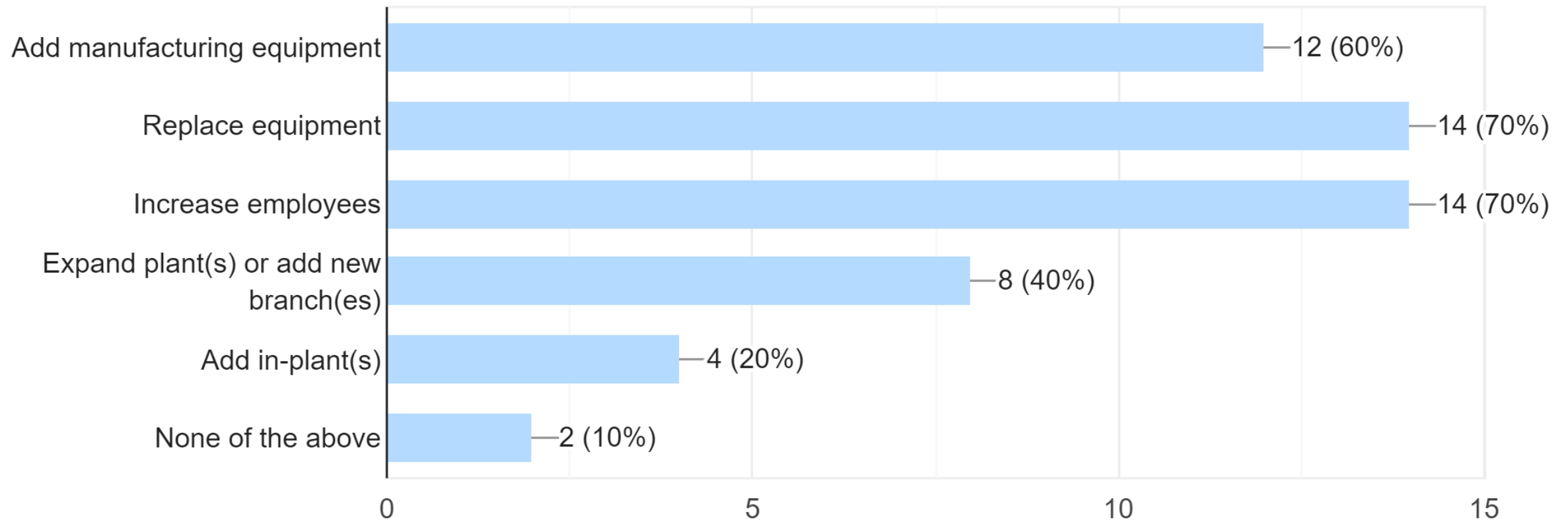
20 responses



2022 SPRING CONVENTION

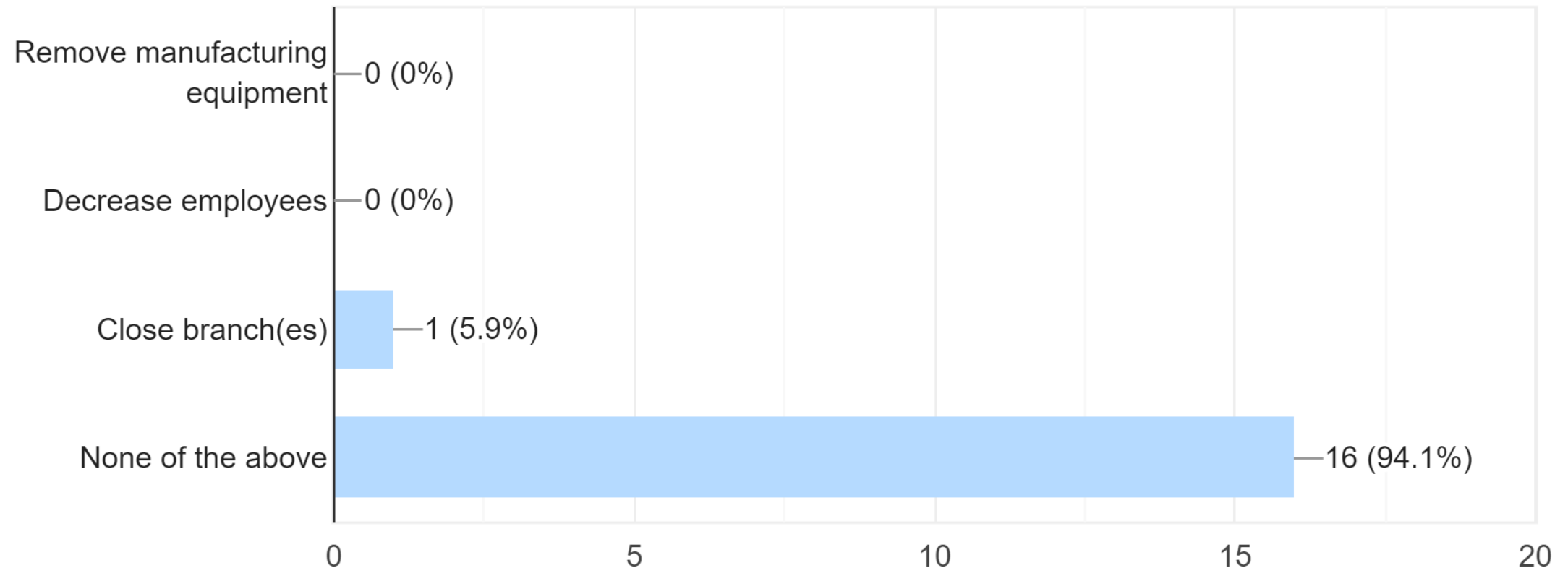
Capacity - Is your company planning to INCREASE its current capacity in 2022? (Check all that apply)

20 responses



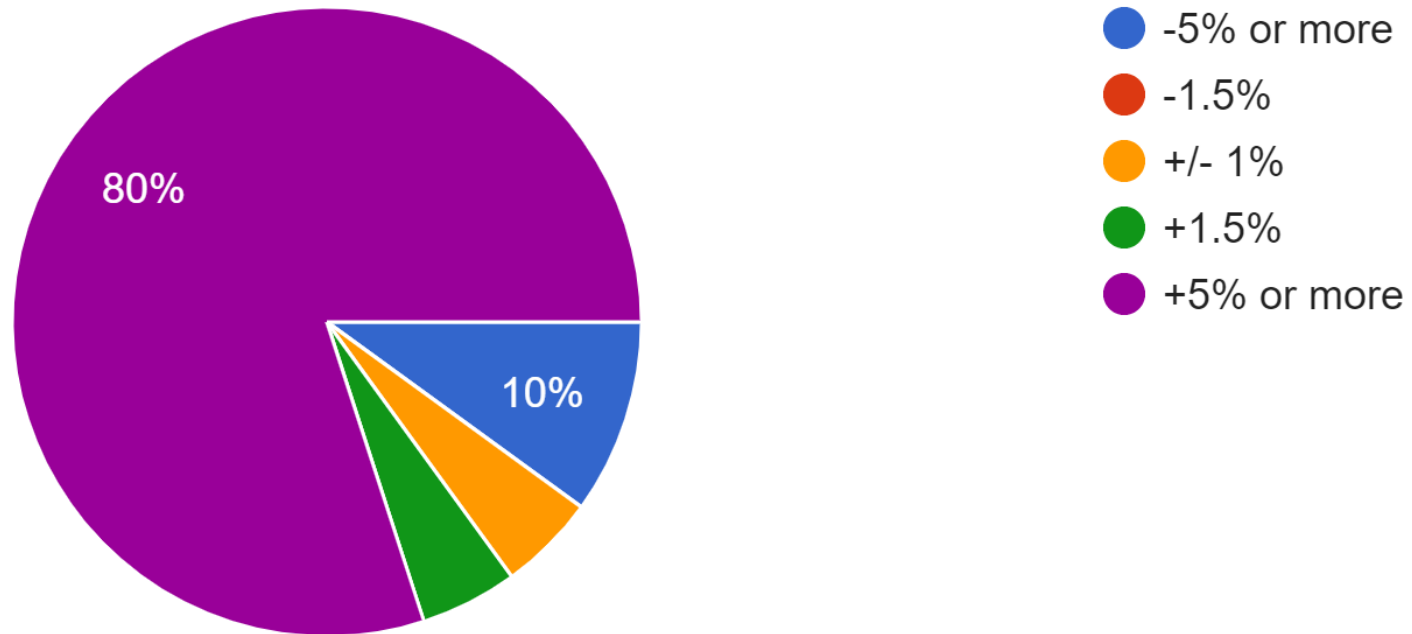
Is your company planning to DECREASE its current capacity in 2022? (Check all that apply)

17 responses



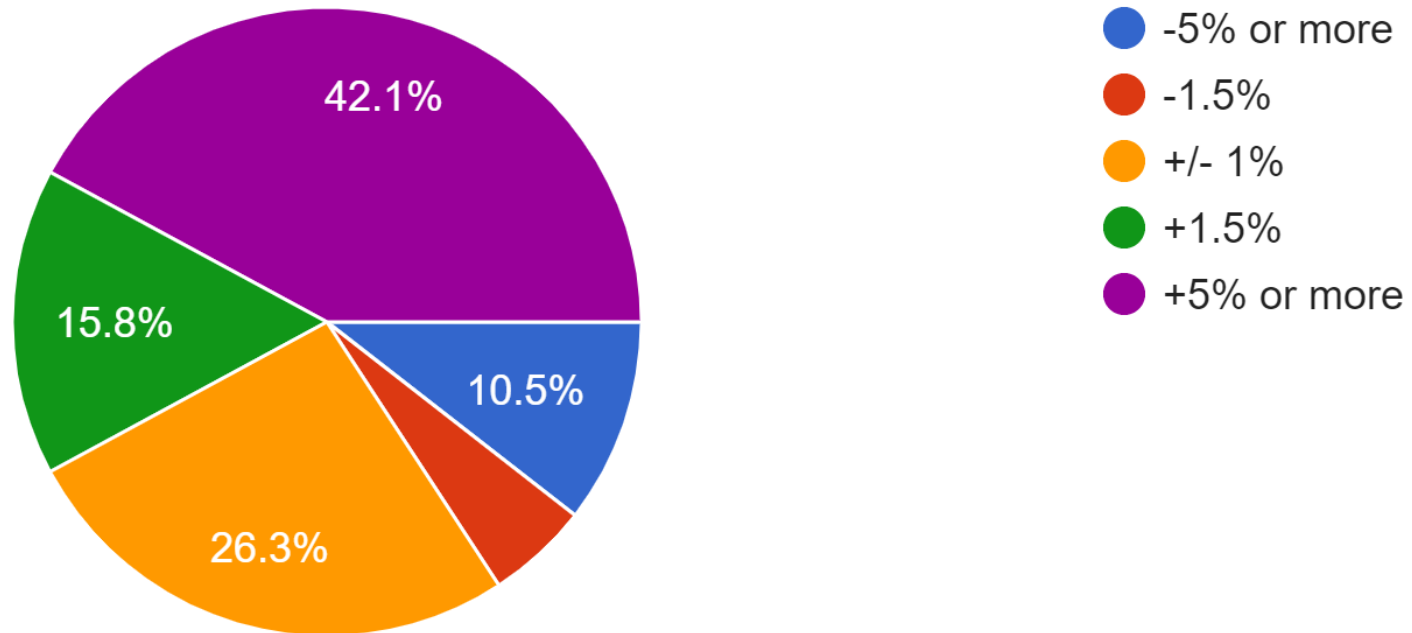
Sales - Compare your 2021 sales numbers with your 2020 figures

20 responses



Profitability - Compare your 2021 profitability numbers with your 2020 figures

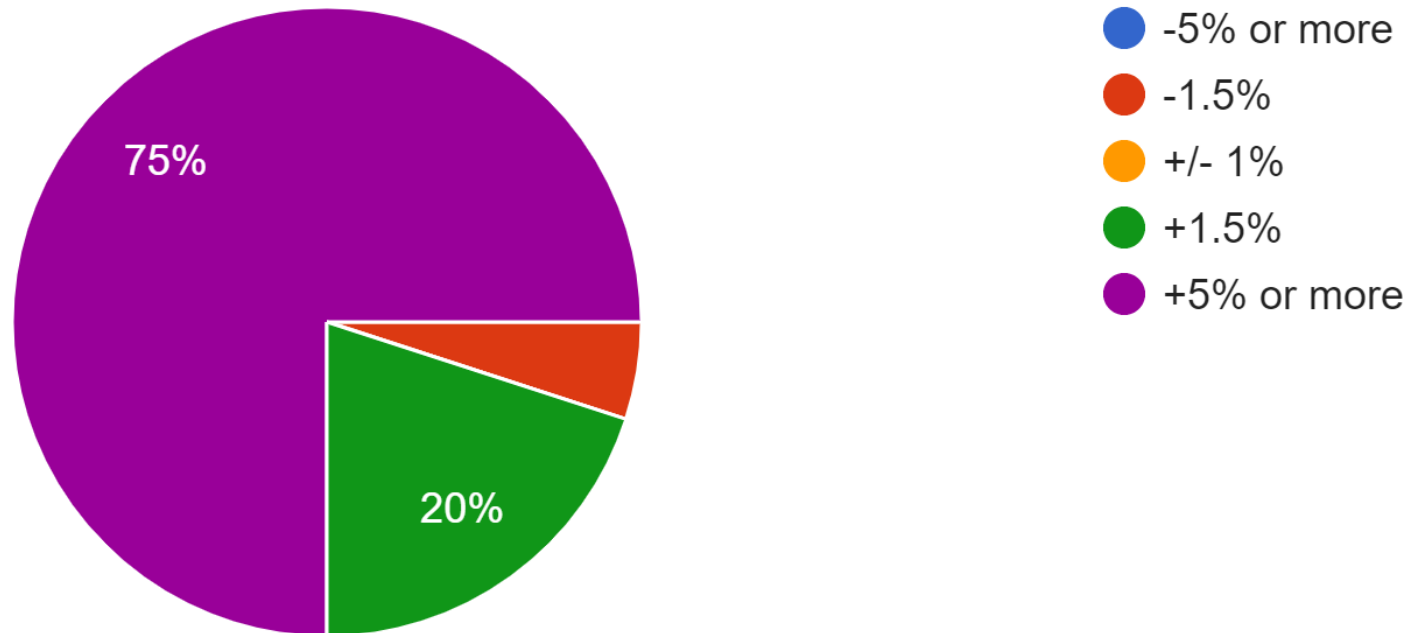
19 responses



2022 SPRING CONVENTION

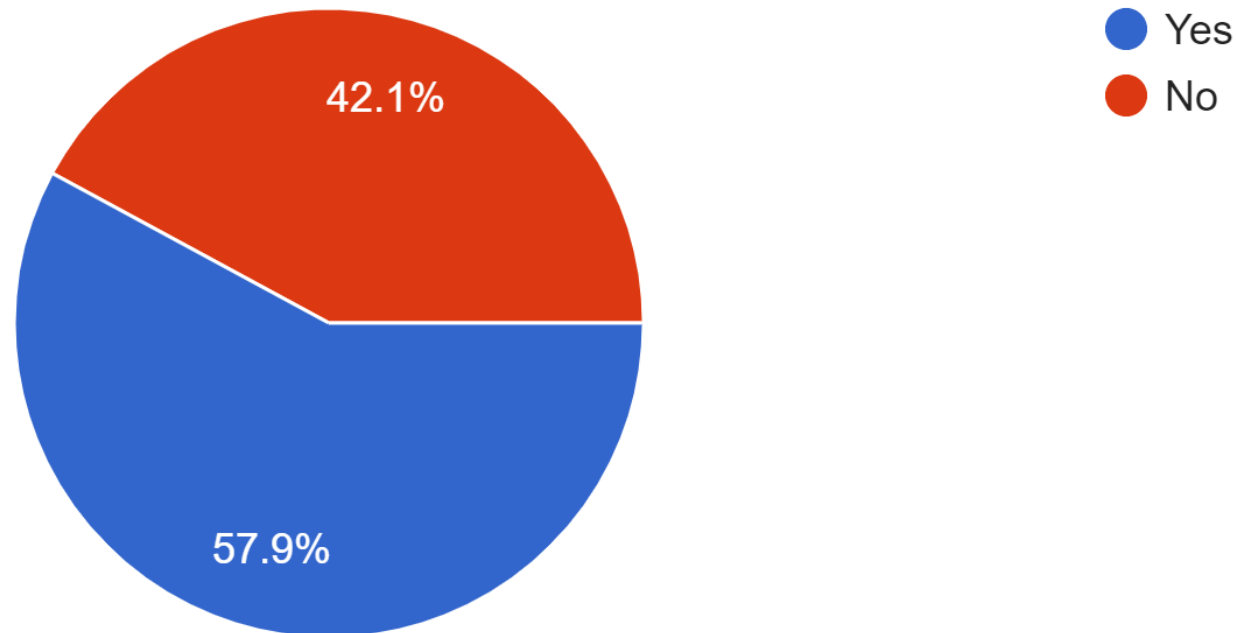
Estimate your sales for the upcoming year of 2022.

20 responses



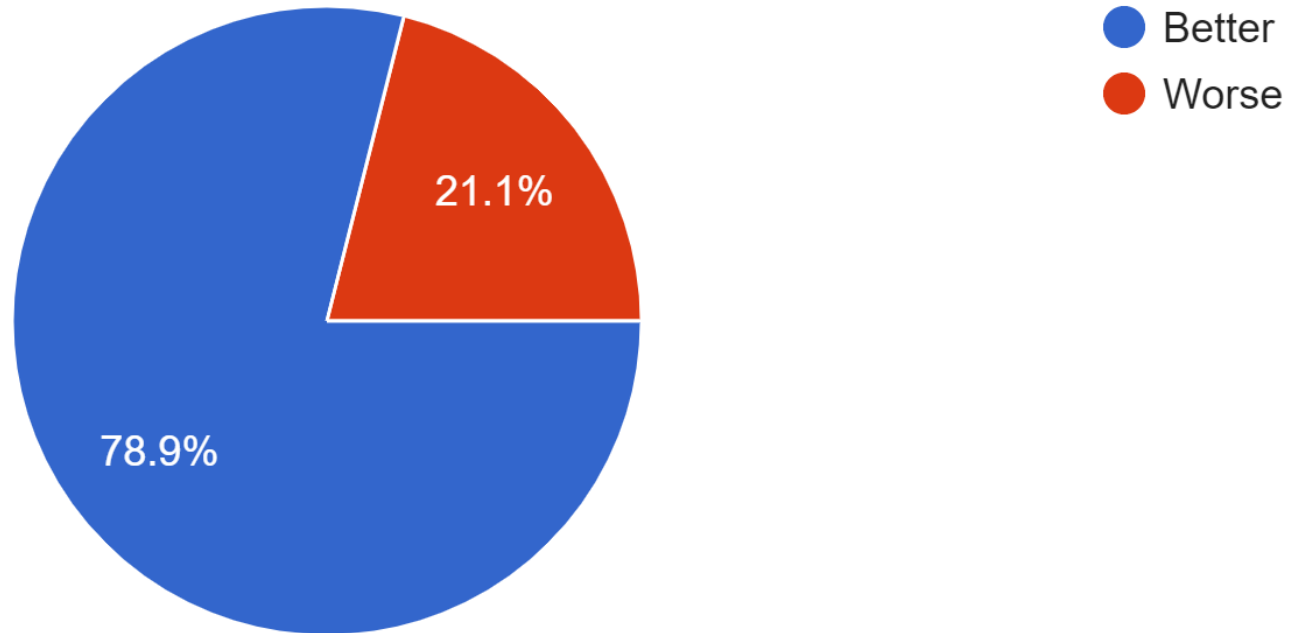
Based on the current supply chain issues with your customers and vendors, do you see significant permanent changes in contract terms?

19 responses



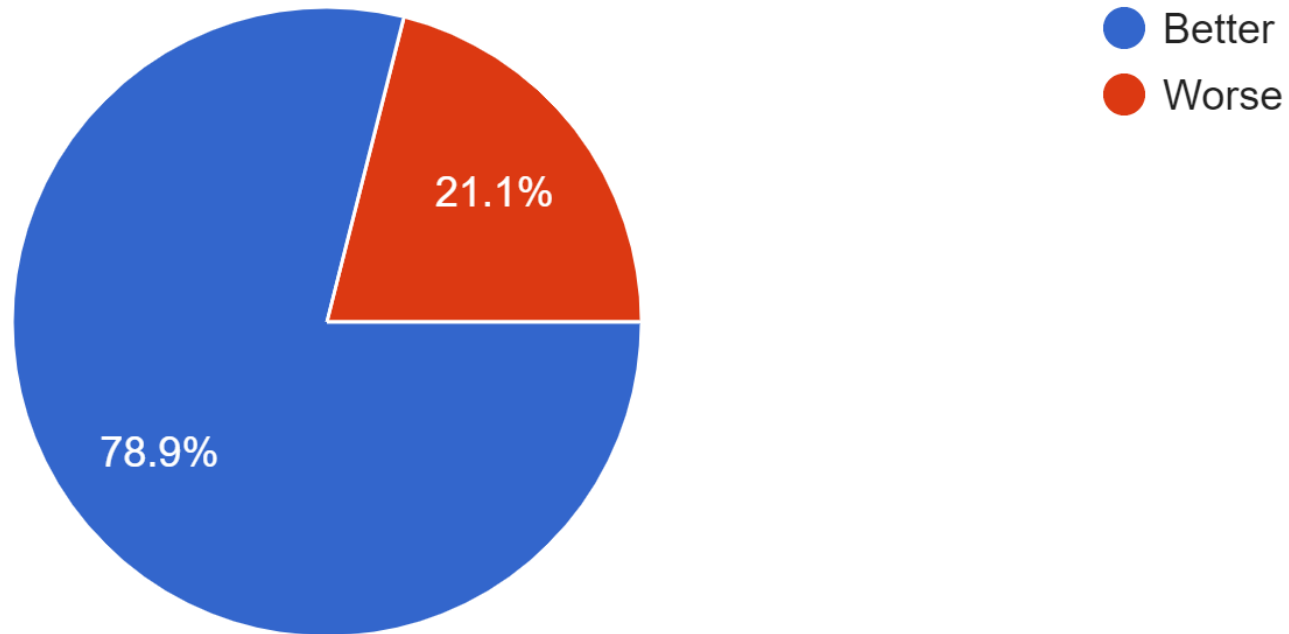
How do you anticipate your relationship will be with your vendors in the coming year?

19 responses



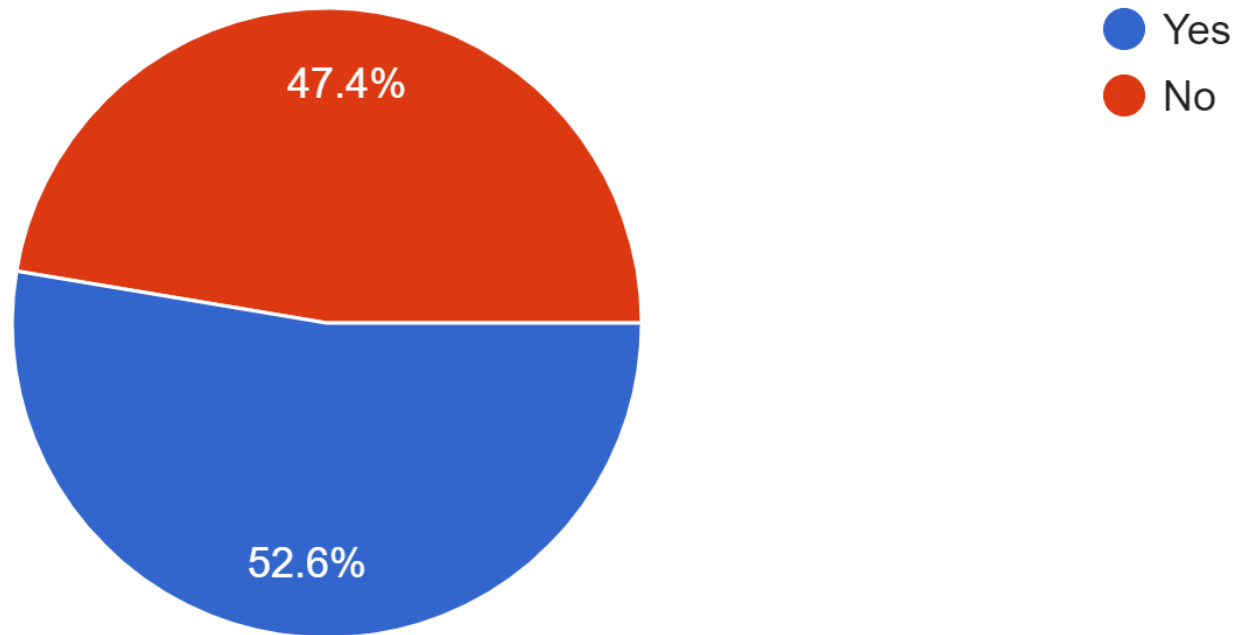
How do you anticipate your relationship will be with your customers in the coming year?

19 responses



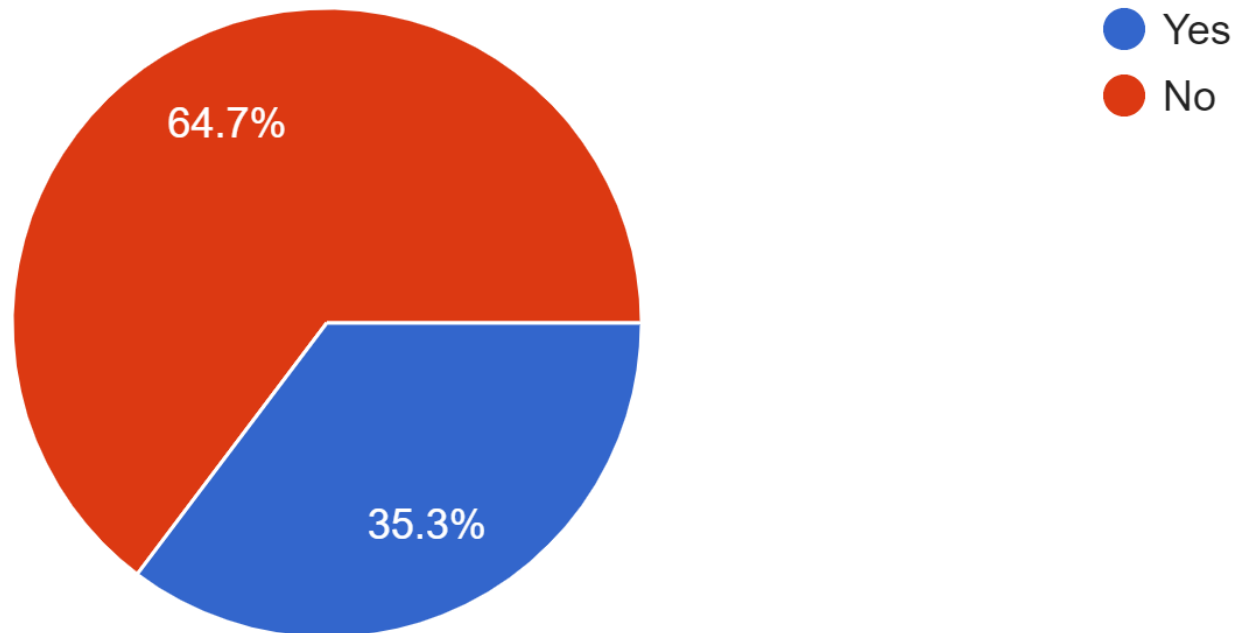
Does your company plan on sourcing more domestic product in the future?

19 responses



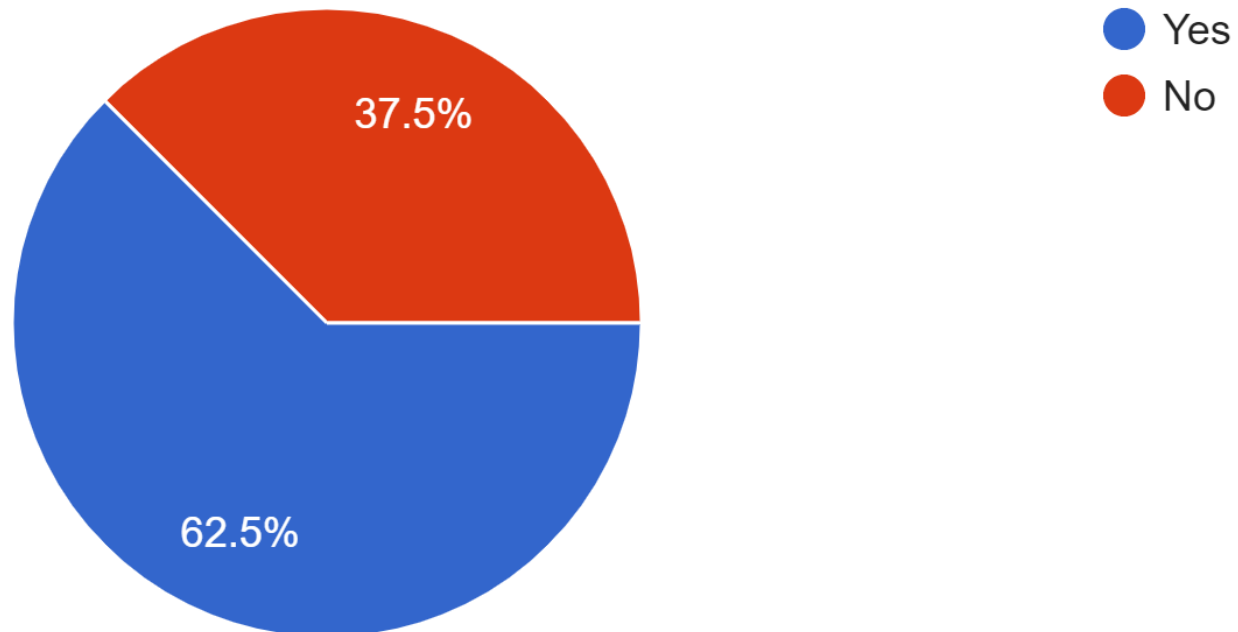
Given the volatility of raw material costs do you see commercial printers moving back towards conventional ink versus energy curable?

17 responses



Given the volatility of raw material costs availability, do you see flexographic printers moving to water-based inks away from solvent-based inks?

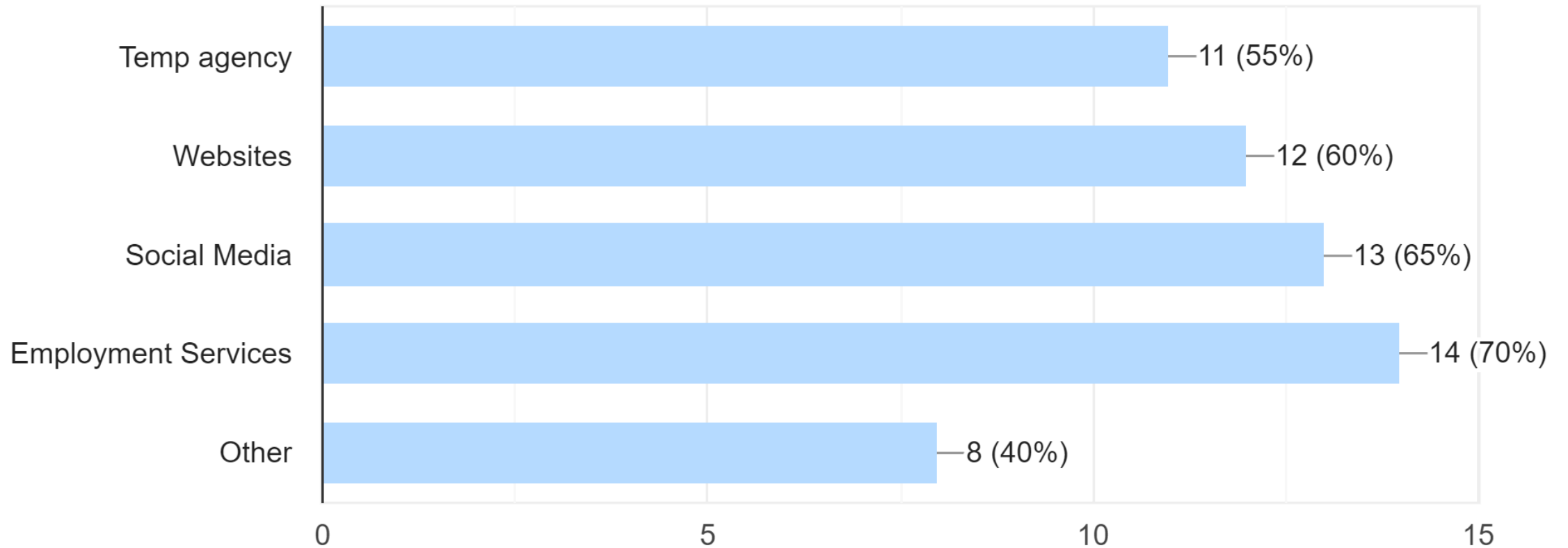
16 responses



2022 SPRING CONVENTION

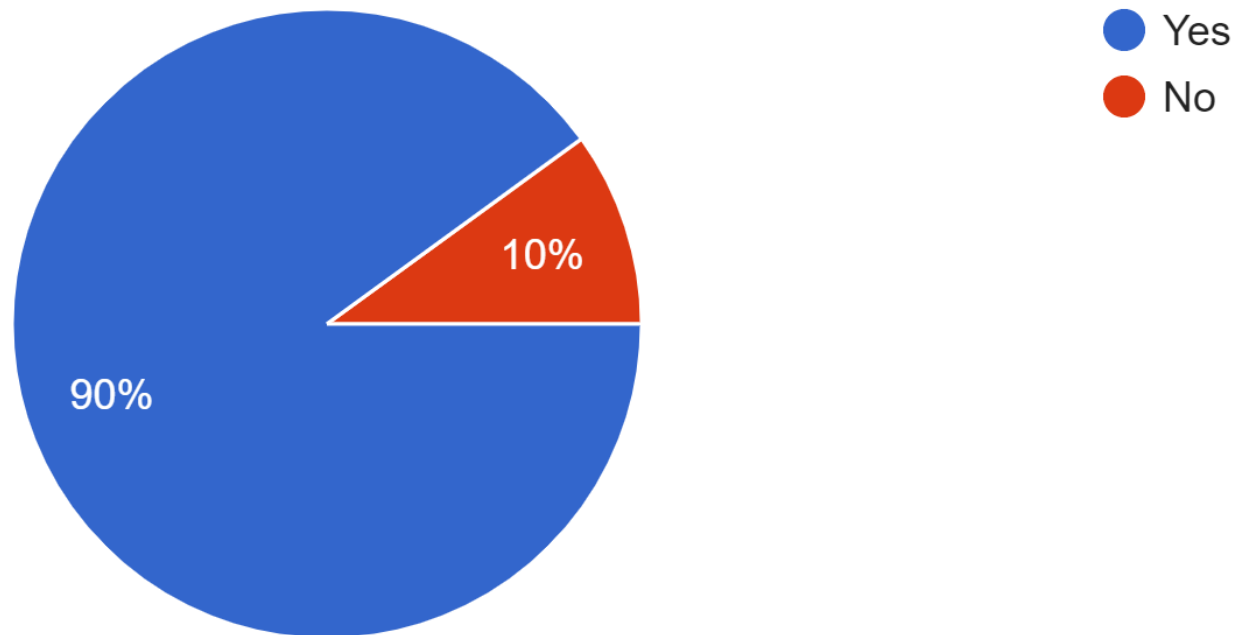
How does your company find qualified workers? (Check all that apply)

20 responses



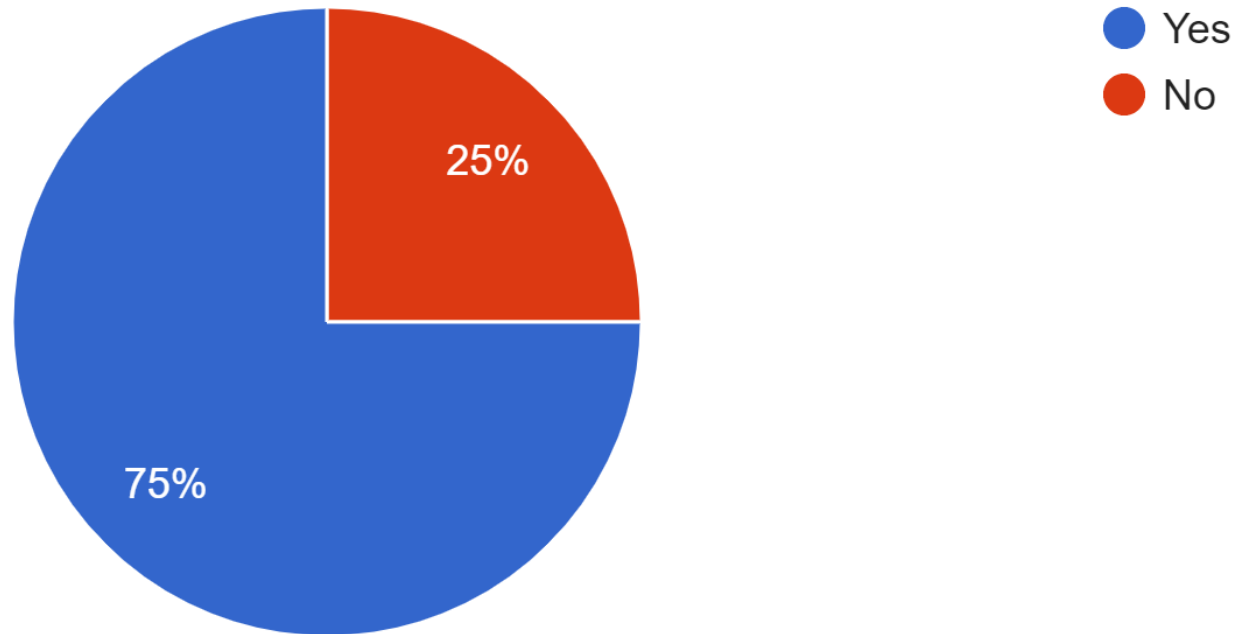
In the future, will your company use remote/virtual communication as an option to face to face meetings?

20 responses



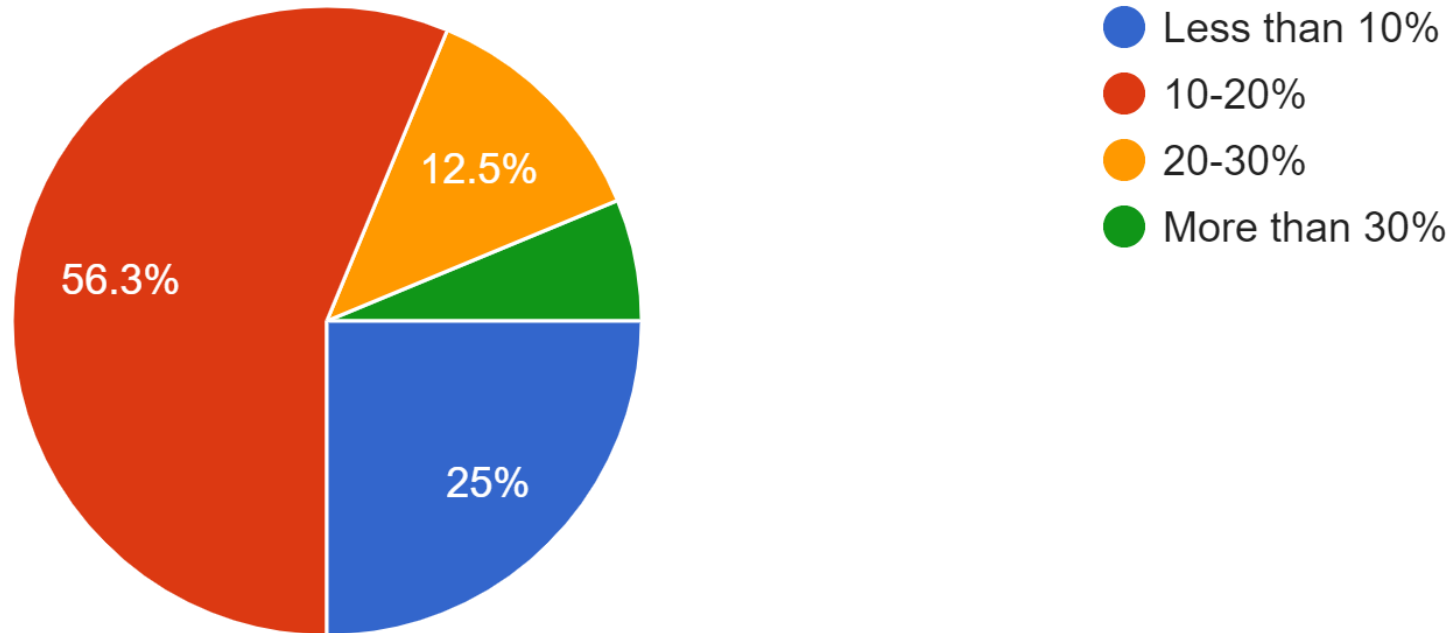
Will more of your staff work remotely in the future?

20 responses



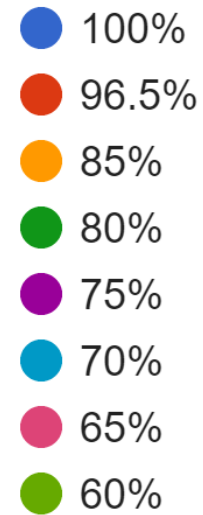
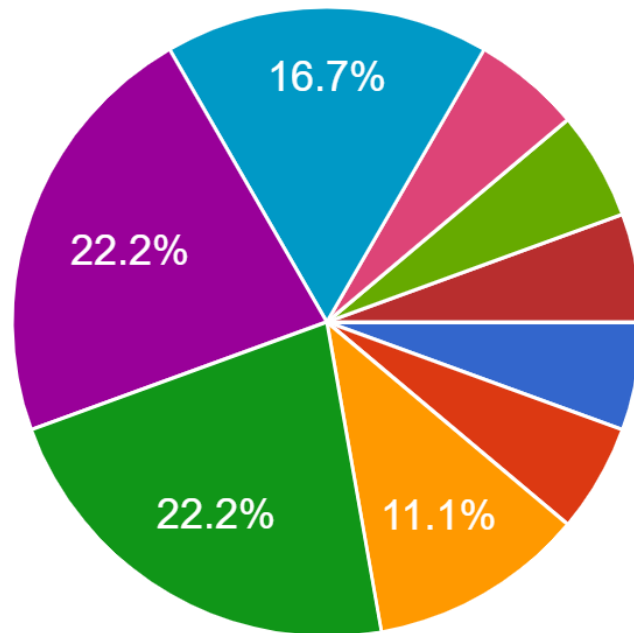
If Yes to previous question, what percentage of staff will work remotely?

16 responses



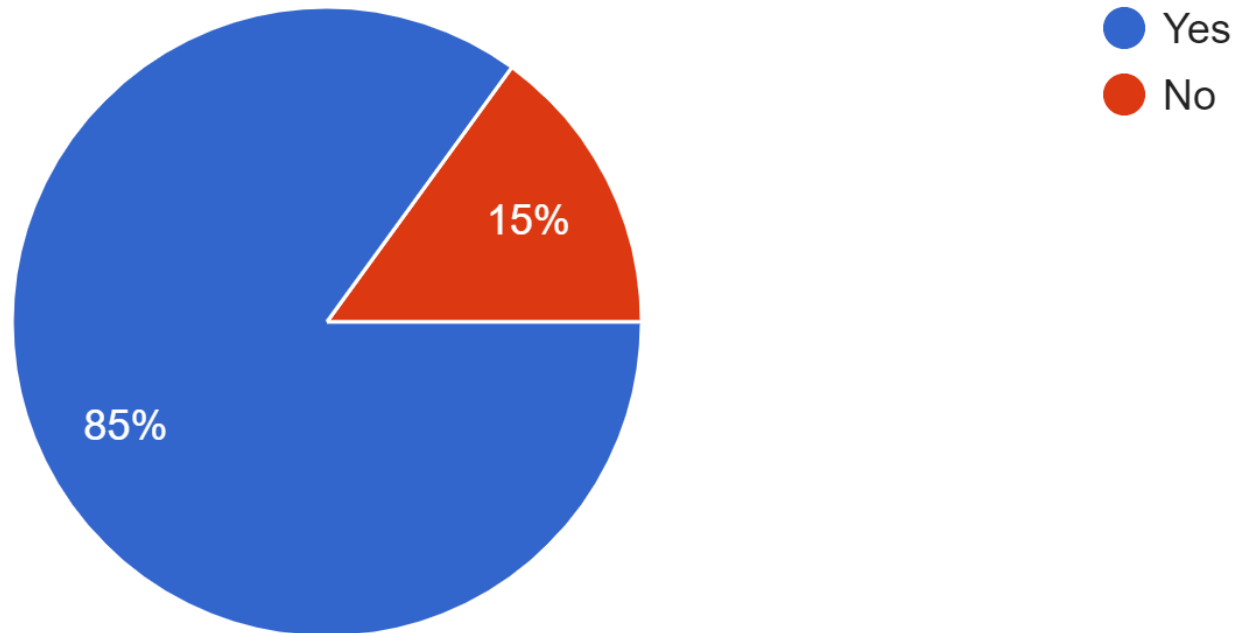
What is the percentage of health care is covered by your employer/company?

18 responses



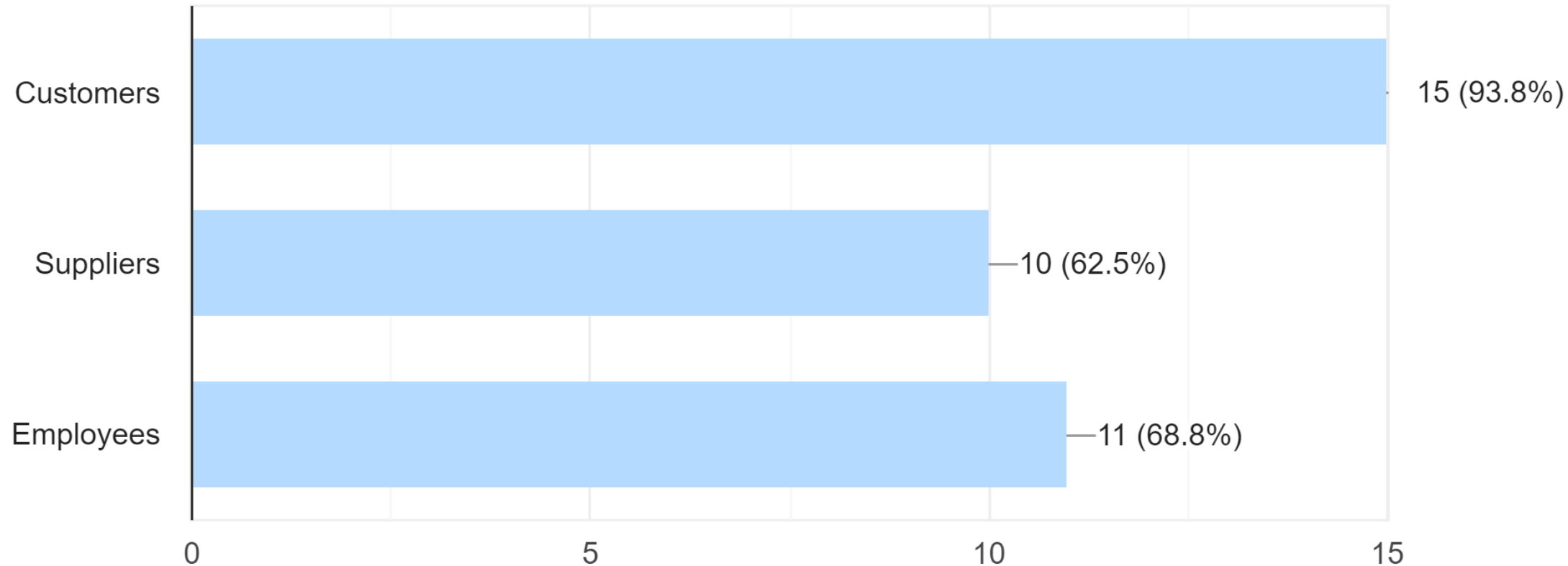
Is your company engaged in social media?

20 responses



If so, who do you connect with via social media? (Check all that apply)

16 responses



2022 SPRING CONVENTION

What social media platforms do you use in the business? (Check all that apply)

16 responses

