



Paper Market Update

October 20, 2022

Speaker

Rick Grayson
SAPPI

Location

The Timbers
Mt. Gretna

Social Hour

5:30 pm

Dinner

6:00 pm

Cost

\$25 - members
\$35 - guests
\$15 - students

RSVP

October 18 by noon at
slcreservation@gmail.com

Topics for the presentation will include:

- Domestic Manufacturing and International Manufacturing
- Supply Side Adjustments
- Mill Closures
- Machine Repurposing
- Logistics
- Demand versus Supply
- Price Changes — WHY?
- 2023 Projections
- Questions

sappi



In his 25+ year tenure with Sappi, Rick has held positions in Commercial Sales, District Sales Manager, Plant Manager for our Allentown Sheeting facility and Project Management. Moving into a role of project management, Rick accepted the role of Director of Customer Service for Sappi North America. As Director of Customer Service, Rick led a team charged that successfully developed a consolidated NA Inside Sales group that works and resides with IT, Financial Services, Logistics and Operations Planning in South Portland, Maine Rick has also had the privilege to work with McKinsey & Company to develop financial tools for the Sappi outside sales force.