How the Lingering
Crises Are Amplifying
the Benefits of WideFormat Printing

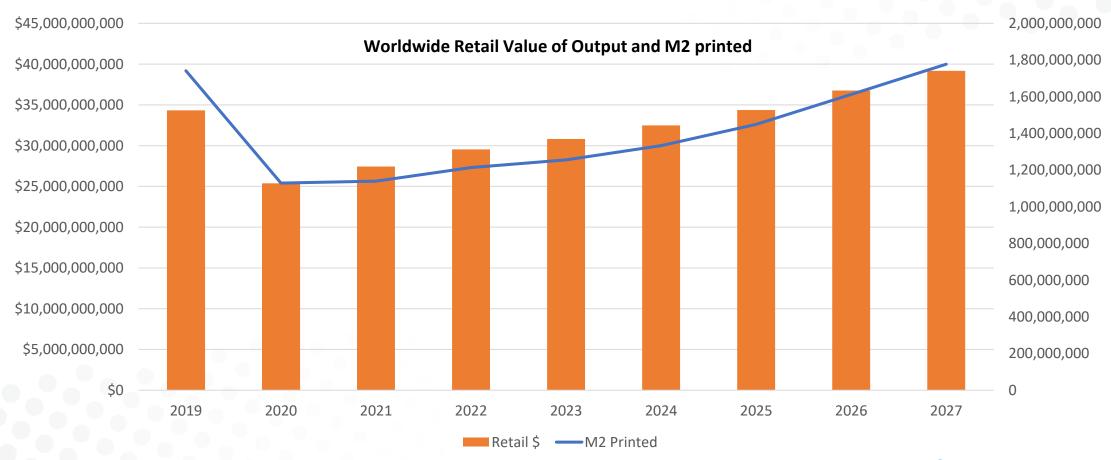
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Wide Format Output Trends

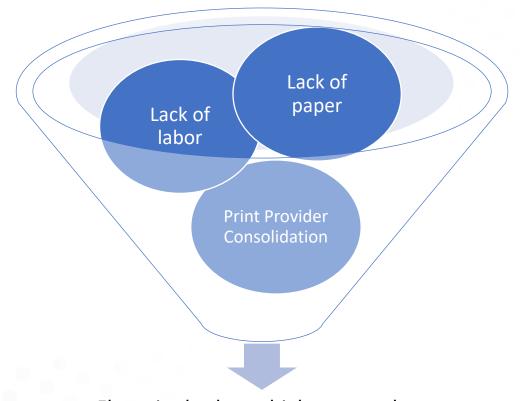






The multitude of challenges faced by print

providers



Flat print budgets, higher cost = less print volume



What needs to be printed has to be more relevant, timely





The Labor Wage War

- Amazon pays up to \$30/hr
- Predictable work hours

The Great Resignation

Temporary Labor

• Makes \$17+/hr.

 Lobby for pay increase from \$17 to \$22+

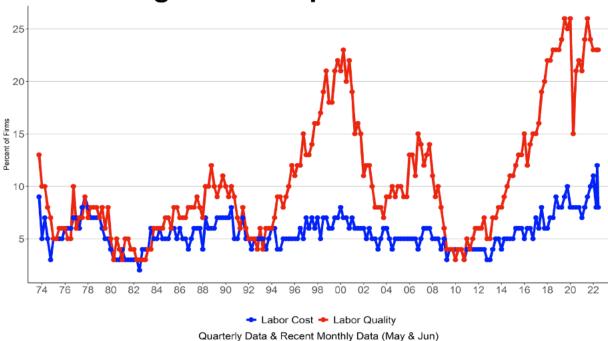
Existing Employees



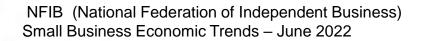


The Labor Quality Challenge

Single Most Important Problem









One more variable to add to the complexity



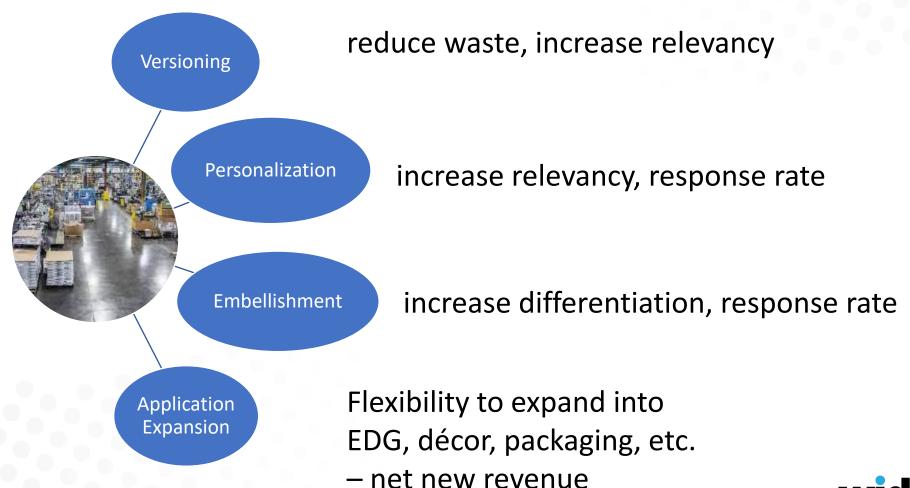
- Consolidating one of the few remaining highly fragmented industries with strong cashflow
- They will force automation, efficiency gains

 Gently used equipment won't solve labor problems





Business Model Change: New Opportunities







Bottom Line

- It's complicated to run a print business these days
- We know that to survive and prosper we need:
 - Automation
 - Innovation
- The inherent efficiencies of inkjet technology have been amplified as a result of the the COVID induced supply chain instabilities



