



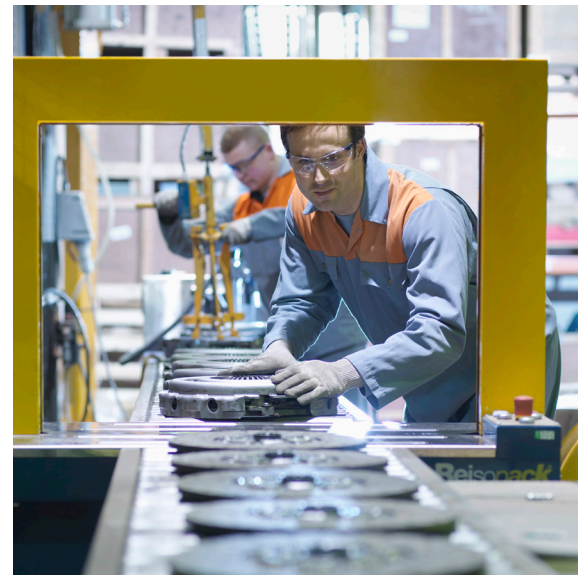
INDUSTRIAL Topline Trends

Q2 2022



Adapting to Overcome the Variable Challenges of Today's Market

As the world is learning to live with Covid-19 and its lasting effects on the global economy and human behavior, production challenges are at an all-time high. Despite record shipments in 2021, it has become imperative that companies embrace a solutions-oriented mindset to achieve their objectives.



Supply Chain & Inflation: Evolving Challenges

Efficiency and agility have become more consequential than lower costs, making it essential to mitigate exposure to supply chain volatility, replenish inventories, and maximize profitability – all while meeting peak demand. Lower supply and resilient demand continue to drive inflationary pressures on manufacturers and consumers alike.



Cultivate Reliable Partnerships

While manufacturers are willing to pay a premium for optimized supply chain visibility and transportation of direct materials, firms are continuing to find ways to cut or stabilize costs in other areas to offset pressures. Manufacturers do have more flexibility in identifying lower costs for indirect materials; however, diversifying suppliers can often create greater vulnerability. Therefore, when looking to diversify suppliers, it is important to consider the full value of high-performing, trusted partners.



Georgia-Pacific

Labor Shortage: The War for Talent

Manufacturing employment remains below pre-Covid-19 levels, amplifying the ongoing challenge to attract and retain talent. Although the manufacturing sector has experienced employment gains month over month, warehousing and related industries have been hit the hardest and their inability to minimize burnout, fatigue, and absenteeism continue to limit overall productivity.

According to the 2021 Gartner® Workforce Resilience Employee Survey...



of employees report they've experienced a higher level of burnout



have experienced significantly damaged health as a result

Source: Reinvent the Future of Work for Supply Chain", Dana Stiffer, Caroline Chumakov, January 12, 2022.



This has a direct and indirect impact on business outcomes as employees **rightfully require sick leave or become disengaged** and possibly seek other opportunities.



Making the Right Investments

Record output with a reduced workforce is not sustainable, highlighting the need for greater investments in employees beyond just financial compensation and benefits. It is vital to address total employee wellbeing while ensuring physical health and safety in work environments. Get creative by increasing flexibility through type of work performed, length of shifts, and other general aspects of workplace culture. Amenities, perks, and empathy toward unique and shared experiences have been shown to help employees feel more valued.

Sustainability: It's Here to Stay

Large-scale productivity challenges are at the forefront of short-term profitability; however, sustainability initiatives remain an emerging focus for many in the manufacturing sector, especially given the growing consumer pressure to execute against it.

According to the Institute for Supply Management...



of supply management professionals indicated sustainability goals are tied to the goals of individual employees (13%), department(s) responsible (10%), or the supply management function (7%)

Source: Institute for Supply Management®, Sustainability: The Must Have Strategic Initiative, 2021 | ismrob.org



Sustainability programs are typically driven from the top down, requiring execution within the supply management and procurement functions. However, **if ownership and accountability have not been fully established at the site-level, companies should seek consultation** for strategies to help achieve their goals.



Small Changes Add Up

Janitorial Sanitation may be an unexpected avenue for savings opportunities. The standardization of these solutions can help reduce consumption and waste, all of which impact the bottom line while helping to support sustainability initiatives.



Georgia-Pacific

BUSINESS IMPACT

GP PRO Solutions to Support Your Priorities

As a leading producer of sustainable manufactured goods, GP PRO develops innovative products, platforms, and services to not only combat challenges, but help customers successfully evolve with them.

Empower Partnerships: Tools for Success

Consider the full value a trusted partner can contribute to your total cost of ownership by providing sustainability consultation and support, transparency in ordering and fulfillment, and best in class customer care.



- **GPXpress®** provides pricing agreements, 24/7 real time order status, and proficient installation professionals who execute Covid-19 safety protocols with minimal disruption.
- **Troubleshooting and live support** by chat, email, or phone with knowledgeable GPXpress® operators.
- **Impact Calculators and Site Assessments** (Contact GPXpress® or local representative).
- **Highly reliable enMotion® dispensers** with lifetime warranties and a 97% satisfaction rating.

Empower Employees: Prioritizing Total Wellbeing

Creating a safe and hygienic work environment is one of the easiest and most important ways to contribute to employee satisfaction. However, addressing burnout, fatigue, and low engagement is necessary to advance total health. While the industry continues to rethink how to put employees first, GP PRO can help offset short staff with labor efficient solutions to prioritize higher value initiatives.



- **High-capacity products** that require less maintenance and service.
- **Easily accessible hygienic solutions** including portable options.
- **Attractive amenities** and clean, well-maintained break areas and [restrooms](#).
- **Consider increasing sanitizer, disposable plates, cups and wrapped cutlery** to help prevent cross contamination in break areas.
- **Make hygiene solutions** for heavily soiled hands, like [grit soaps](#) and [pre-moistened hands towels](#), portable or easily accessible.
- **Interested in how data-driven cleaning** can boost labor efficiency? [Explore the KOLO™ Smart Monitoring System](#)

Sustainability & Savings Made Simple

GP PRO's sustainable solutions help create a foundation for responsible operations, yielding long-term savings.



- **Our manufacturing and shipping practices** help reduce fossil fuel energy and CO2 emissions.
- **GP solutions feature controlled dispensing** to help minimize waste and maximize savings.
- **Impact Calculators identify total cost** of ownership of GP solutions.
- **GP PRO Brown Towel is made of 100% recycled material** and a low cost alternative that doesn't impact quality.



INDUSTRIAL

Topline Trends

One Source, Countless Benefits

Operators can minimize complexity, save time and money by consolidating solutions. GP PRO customers receive:

- One source for sales support
- One installation process
- One key for coordinated dispensers
- One cohesive look

Support for Success

Additional resources to help your operation keep up the great work:

Whatever You Make, We Can Help You Make It Better

From shop floors to restrooms and break areas, our solutions can help boost hygiene, safety, and control costs.



EMPOWER PRODUCTIVITY

Please contact your **GP PRO representative** for additional support.

gppro.com | 1-866-HELLOGP (435-5647)

GARTNER is a registered trademark and service mark of Gartner, Inc. and/or its affiliates in the U.S. and internationally and is used herein with permission. All rights reserved.

The information in this presentation is based on the presenter's current knowledge at the time of publication and may not align with knowledge that the presenter gains following such publication. 22_627204

© 2022 GP PRO. All rights reserved. Unless otherwise noted, all trademarks are owned by or licensed to Georgia-Pacific Consumer Products.



Georgia-Pacific