

ASPI NEWS

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ASPI Award Winners Announced

ASPI offers two awards each year: ASPI Customer Executive of the Year, and the ASPI Excellence in Leadership Award. These awards not only provide recognition for the recipient, they also promote ASPI's mission of supporting industry performance.

This year's recipients are featured below. Both accepted their awards at the ASPI 2017 Customer Executive of the Year Award at the association's spring meeting held in Sarasota, FL in February, and shared their insights into business success with attendees.

2017 Customer Executive of the Year:

Michael P. Doss

*President and CEO, Graphic
Packaging Holding Company*

This award is the highest honor ASPI can bestow on an individual. It is granted to a paper industry executive who has demonstrated extraordinary effectiveness in working with a range of suppliers to enhance productivity, efficiency, and effectiveness of his or her company.

Before assuming his current post in January, 2016, Doss held the position of president and COO; prior to that he had served as COO since January, 2014. Since joining Graphic Packaging International Corporation in 1990, Doss has held positions of increasing management responsibility, including plant manager at the Gordonsville, TN and Wausau, WI plants.

Graphic Packaging Holding Company, headquartered in



Michael P. Doss,
**Graphic Packaging Holding
Company**

Atlanta, is a leading provider of packaging solutions for a wide variety of products to food, beverage and other consumer products companies. The company is one of the largest producers of folding cartons and holds a leading market position in coated- unbleached kraft, coated-recycled boxboard and specialty packaging. (Visit www.graphicpkg.com.)

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ASPI Award Winners Announced *(continued from page 1)*

2017 Excellence in Leadership Award: Jack Bray

Vice president, manufacturing operations, Domtar Corporation
Established in 2010, The ASPI Excellence in Leadership Award honors senior level managers within the paper industry for unique and creative leadership of their employees and key suppliers during major projects.

Bray has been the vice president, manufacturing operations at Domtar since 2015. Prior to his current position, he served as vice president, manufacturing - Region 2 from 2011 to 2015. He was also the vice president/mill manager for Domtar in Hawesville, KY from 2007 to 2011. Bray holds a B.S. in



Jack Bray, Domtar

Paper Science/Engineering from Western Michigan University.

Domtar is a leading provider of a wide variety of fiber-based products including communication, specialty and packaging papers, market pulp and absorbent hygiene products. With approximately 10,000

employees serving more than 50 countries around the world, Domtar's annual sales are approximately US\$5.3 billion. (Visit www.domtar.com.)

Award Nominations Now Open for 2018

Do you have a pulp, paper, or packaging company customer that has done amazing things? Let them know! Support their success by nominating them for an ASPI Award. Nominations are now open for the 2018 Awards. **Only ASPI members may make nominations.** Find entry forms for both awards on the ASPI website: www.aspinet.org. Submit completed forms to Grayson Lutz at glutz@aspinet.org no later than June 1, 2017.

Exciting Changes for ASPI Newsletter

To help its membership stay engaged and connected, ASPI is planning to re-format its long-standing newsletter. The changes will focus on more frequent communication presented in a modern, user-friendly format. Content will be geared toward helping ASPI members learn more about other member companies, strengthen knowledge networks, and ultimately better serve their shared customer community.

The changes will be guided by input from the November Board Meeting, where the ASPI newsletter editor met with ASPI Board Members and the ASPI support staff to discuss opportunities for better serving the membership. The newly-designed Newsletter will likely be presented in an electronic

format, which offers the possibility for more interactive content, including click-through links, and video content. The new format will complement other member information sources, including the ASPI website and the ASPI page in each issue of *Paper360° Magazine*.

With these changes in mind, we're inviting member input for two new content areas: Members Forum, in which members share knowledge about common issues; and Meet the Members, which will showcase member companies, with an emphasis on introducing ASPI's newest members. We're also asking for feedback about how ASPI membership has directly benefitted not only member companies, but their mill customers. **See next page to learn more about participating.**

We're excited about this opportunity to better serve ASPI members—but the success depends on you! Please direct all responses to ASPI Newsletter Editor Jan Bottiglieri: email jbottiglieri@tappi.org. Thank you for your participation.

These changes are designed to support ASPI as "The Forum for Connecting Industry Leaders."

ASPI Members Connect:

New Content Areas Seek Member Feedback

ASPI is changing its newsletter to better serve its members! Along with a new, more interactive format, new content will help ASPI members learn more about other member companies, strengthen knowledge networks, and better serve their shared customer community.

We invite YOUR participation. Learn more about some of our new content areas below—then send your feedback to ASPI Newsletter editor Jan Bottiglieri to be a part of an upcoming newsletter. In addition to replies for the content areas here, we welcome suggestions, ideas, and content contributions.

Thank you for your support!

Send all content contributions to ASPI Newsletter Editor **Jan Bottiglieri**:



Email: jbottiglieri@tappi.org

Phone: 770.209.7247

In person: *Look for me at ASPI meetings—I'd welcome the chance to discuss your ideas!*

Jan Bottiglieri has been writing about the pulp and paper industry

for more than 25 years. She also serves as Editorial Director for TAPPI's Paper360° Magazine.

Members Forum

The Members Forum content area will allow members to share perspectives on various topics of interest. Participants will be asked to respond to survey questions about common issues, with an eye toward better serving the customer community.

How to participate

1. If you'd like your perspectives to be included in a Members Forum article, contact the editor for a list of questions (spaces are limited). Proposed topics, and sample questions, include:

- **Workforce Development:**
How has technology affected the way you attract and retain new workers? What workforce changes pose the biggest challenge—or the biggest opportunities—for your company?
- **Safety:**
How do you communicate a culture of safety to customers? How have new safety training methods helped you achieve safety goals?
- **Maintaining Customer Relationships:**
How do you feel the typical "customer/supplier" relationship has changed? How do you keep communication lines open with customers?

2. We welcome ideas for future Members Forum topics—please email your suggestions to the editor.

Meet the Members

This is a perfect opportunity for newer members to take advantage of the networking possibilities that ASPI membership offers. Tell us about your company, its specialty areas, and the role you play in customer mills and plants. Or if you're an established member but have important company developments to share, your fellow members would love to know more. Contact the editor to schedule a company profile or update.

The ASPI Advantage

How have the annual Customer Alignment meetings helped your company better serve its mill customers? How have ASPI's unparalleled networking opportunities provided a vital contact? How has an ASPI meeting program helped you understand industry markets or issues? Contact the editor to share your perspective on "the ASPI advantage."

We invite your feedback!

Information about ASPI Award recipients, "in case you missed it" meeting reports, and news about upcoming events will still be included in the newly-designed ASPI Newsletter format. What else would you like to see? How can ASPI communications better serve you and your company? We invite your ideas, suggestions, and article submissions. **Your feedback is critical—thank you for your support of ASPI.**

ASPI Board of Directors

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ASPI President:
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The poster features a background image of a beach with waves. At the top, the ASPI logo is displayed with the text "Association of Suppliers to the Paper Industry Since 1933". Below the logo, the text "2017 Fall Customer Alignment Meeting" is written in large, bold, blue letters. A white banner across the middle contains the text "VISIT aspinet.org FOR PROGRAM UPDATES". Below the banner, the dates "September 27-29, 2017" and the location "Myrtle Beach, South Carolina" are listed. At the bottom right, the text "CUSTOMER HOST:" is followed by the Sonoco logo.

ASPI
Association of Suppliers to the Paper Industry
Since 1933

2017
**Fall Customer
Alignment Meeting**

VISIT aspinet.org FOR PROGRAM UPDATES

September 27-29, 2017
Myrtle Beach, South Carolina

CUSTOMER HOST: **SONOCO**