

# Doug Martin

## Senior Printer Technical Representative Sappi North America

Doug Martin serves as senior printer technical representative for Sappi North America, where he ensures preeminent technical support of Sappi's strategic end user, printer, and publishing accounts. Working closely with pressroom personnel, Doug utilizes sophisticated problem-solving skills to address technically challenging issues on press. An expert on the role of paper in the printing system, Doug supports customer efforts to optimize press uptime, production, and quality. Doug also plays a key role in strategic business initiatives at Sappi, including product development projects with high customer impact.

A member of the Sappi ETC (Education, Training & Consulting) team, Doug works closely with the regional and national sales team to ensure proper allocation of technical resources to key customers and initiatives, specifically supporting sales teams throughout the Great Lakes. Doug has also served as the primary author and editor of Sappi's series of Technical Tip Sheets.

Doug has extensive technical training, experience and expertise in both sheetfed and web offset printing. Prior to joining the Sappi team 16 years ago, Doug was with Anderson Lithograph in Los Angeles, CA for 18 years as a press operator and pressroom supervisor. He started his printing career at Welsh Graphics in Pasadena, CA. Doug holds a degree in lithography, print production, and print management from Pasadena City College.