

BOOKBINDING | BOOK MANUFACTURING | PRESERVATION | DIGITIZATION  
COMMERCIAL RECORDS MANAGEMENT | LIBRARY DEPOSITORY SERVICES

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*Boston, Massachusetts  
Browns Summit, North Carolina  
Chesterland, Ohio  
Columbus, Ohio  
North Manchester, Indiana  
Utica, Nebraska*

### COMING UP:

In our next issue we'll explore the ways in which HF Group addresses challenges to business continuity, from production flexibility to data security.

## NEWS: Company Message

Greetings, and Happy 2019 to all our valued customers.

The common adage “the only thing constant is change” applies to so much in our everyday lives but, in the graphic arts industry and within our own business, it might be more accurate to say that “change is the only thing we know.”

The year 2018 was eye-opening at a high level in the graphic arts and book industry. The acquisition of Sheridan Books, the closure of Edwards Brothers and, late in the year, the announcement of Quad Graphics’ acquisition of LSC (formerly RR Donnelly’s print and book division). These changes are significant and impactful and will have long-term ramifications for the industry. It is a natural, though difficult, adjustment for an industry to see such tremendous growth in new publications at the same time that print manufacturing has declined by more than 50%. This reality stems from digital publication as well as digital, short run print technology.

The Records Management industry is also experiencing transformation as hard copy storage and protection gives way to digital storage and protection.

My partners and I lament some of the decline and change in markets that we serve however, we have worked hard to adjust, seek opportunities and diversify where possible. We’re proud our record of adapting to change and surviving in markets that have seen many businesses disappear altogether.

Equally important, we’ve been incredibly fortunate to employ and work with people who share the loyalty and passion for what we do and for our customers. In 2018, we recognized yet another group of long-serving employees and managers who have reached milestones of 30, 35, 40 and 45 years of service to the company. They have seen more change than most of us.

Looking ahead, we will continue to focus our efforts on our core businesses. On the graphic side, this includes library binding, prebinding, short run digital book production, textbook rebinding and specialty edition and fine binding. In the preservation market: book & paper conservation, specialty and high-quality digitizing services, custom enclosures and phase boxes. In our records and library storage service area: commercial records storage and services, library depository and retrieval services, media storage and vaulting, consulting and advisory services.

We continue to strive to provide high levels of customer service and maintain personal relationships with our customers. It has always been a trademark of our company.

So, while we are not sure what the future holds for HF Group, we are sure that our company, and our team, expect more change and we are making every effort to prepare and adapt, just as you, our customers, adapt as well.

One last item: we are pleased to continue to offer our newsletters as a means of sharing news, project information, goings on behind the scenes and the faces of our company. We’d be happy to hear of any suggestions you may have, or simply want to comment on any of the information and news. We hope you enjoy receiving this communication.

Thank you for your confidence and your work with us.

Sincerely,

Jay Fairfield, CEO, and shareholders:

Jim Heckman, Eric Fairfield, Paul Parisi, John Parisi and Damon Osborne

## PROJECTS

### *The Adventures of Huckleberry Finn*



HF Group's ECS Conservation division was selected by the Buffalo & Erie County Public Library to conserve and digitize the original manuscript of *Adventures of Huckleberry Finn* by Mark Twain.

After a long and storied history, the 1,361 page manuscript was safely transported in August, 2018, from Buffalo, New York, to Greensboro, North Carolina, to undergo cleaning, paper repair, flattening, and deacidification. The original hand-written leaves were also digitized before being housed in two new custom clamshell enclosures. Senior Conservator Matt Johnson performed the conservation work, while Brian Crean and Christopher Tuck facilitated digitization. The project was completed in October 2018, and the manuscript returned to the library, where it has been part of the collection since 1885.

To learn more about the history of the manuscript, the Mark Twain Room, and the Buffalo & Erie County Public Library [click here](https://www.buffalolib.org/content/grosvenor/mark-twain-room/huck-finn-manuscript).

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## PEOPLE

### *Meet Danielle Kucera!*

Whenever anyone calls the bindery in Utica, Nebraska, Danielle's cheerful voice is the first they'll hear. This year, Danielle celebrated 20 years of service at Houchen Bindery and during that time she has worn many hats. In addition to welcoming callers, she handles a variety of duties including human resources, payroll, invoicing, reporting, customer service and assisting with company functions.



Danielle grew up in the country outside of Utica and graduated from high school there. Her work in the accounting field began 37 years ago with a part time bookkeeping job at a travel agency while she was attending college in nearby Lincoln. Following graduation, she accepted a full-time position at the agency but, after 17 years, she and her husband longed for the small-town life and moved back to Utica. There was a position available for payroll and general office duties so she applied and, in March, she celebrated her 20-year service anniversary.

Danielle and her husband have been married for thirty years. They have two adult sons, and she is excited about one's upcoming wedding next Memorial Day weekend. She also has a twin sister with whom she shares several coincidences: they both met their husbands at the same place, her sister's husband's name is Paul - Danielle's husband's middle name, and they share the same initials after marriage - DAK.

When she's not working, Danielle is involved with various local organizations, loves decorating and working in the yard, and spending time with her family.

*Danielle has always been known as someone who gets things done when assigned. She is accurate, and efficient in her work, and is always willing to take on more. Whether in person or on the phone, she greets everyone with a smile and brightens their day.*

*- Damon Osborne, VP, HF Group*