



CEO COLUMN

Moving Forward Together



BY GARY
BLAKELEY

We are certainly living through challenging times. There is no doubt about it, the past few months have presented roadblocks and difficulties that many of us would never have imagined. The world has had to adapt to a lot of new guidelines and procedures, and

it can often feel like things will never go back to normal. I wrote in my last newsletter column about the benefits and responsibilities of membership with PAGE Cooperative. Not only do all of those benefits and responsibilities still hold true now, but also they may be more important than ever. Like you, here at PAGE, we are still working hard—and working with all of our members & suppliers—to weather the storm. We look forward to that continued collaboration with you.

Our members' revenue has been impacted by the COVID-19 pandemic & as such, PAGE's revenue has been impacted. Much like you, we are making it through, staying current with our financial responsibilities to our suppliers and moving our operations forward. We are finding ways to trim expenses and serve our members in the best ways we can. Our corporate office is taking plenty of precautions to keep our workers safe and healthy, including staggering the time we all spend on site. Since we are an essential business, we are still here for our employees, our members, and our suppliers, and we will continue to serve this

community throughout the pandemic and beyond.

Not only are we surviving through these historic times, we are doing our best to help membership and suppliers survive—and thrive—with a number of improvements that we are making. That being said, here at PAGE Cooperative, as always we will need your cooperation to move forward. There is no better time for us to help each other out.

Weathering the Storms—with Technology

One of the big changes we have made recently is establishing a new website. It should help members & suppliers find information from PAGE more easily and efficiently. That being said, we want to make sure that it is doing what it is intended to do. We want to hear from you about the new site, and what is working well (and maybe not so well) for you. Not surprisingly, considering current world situations, we have not had a lot of feedback thus far. While we could always assume that no news is good news -- we would rather know what is working and what is not so that we can best serve our members and suppliers. Your suggestions for improvements and modifications to the website are absolutely welcome and needed. Please send them directly to me (gary@pagecooperative.com).

While talking technology, this is a good time to discuss other challenges we are meeting and

(Continues on Page 3)



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About PAGE Cooperative

CELEBRATING **36** YEARS

Thirty-six years ago, a misdirected ink invoice landed on the desk of Pete Eyerly, then publisher of the Bloomsburg, PA “Press-Enterprise.” What Pete noticed is that the much larger “chain newspaper” was receiving far more favorable pricing than he. And thus, PAGE (Publishers Association To Gain Economy) Cooperative was born. Now, in 2020, PAGE boasts over 1,400 newspapers in its membership ranks. To join PAGE, members must receive approval from the PAGE Board of Directors. For additional information please contact the PAGE office at 800-468-9568.

Moving Forward Together.....1 & 3

About.....2

PAGE Preferred Suppliers.....9 - 13

Preferred Supplier News.....15 - 20

PAGE Honor Roll.....22

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Moving Forward Together (Continues from Page 1)

upgrades we are making at PAGE. Recently, we had a brief issue with our servers that may have inconvenienced some members & suppliers.

During a particularly bad electrical storm, over 170,000 customers in our area lost power, and unfortunately, we were one of them. We had a 3-day electrical outage to our building while Pennsylvania Electric Company worked around the clock to restore power. During this downtime we still made sure that your needs were met—with some slight delays. This was a good learning experience for PAGE, and has pushed us to make a few improvements for the future.

For some time, we have discussed moving our servers to a COLO, or a collocation. This is a secure facility off-site that businesses often use to ensure that the computer and server hardware that keeps their operations running is safe, secure, and in proper working order at all times. This location will have building security, on-site environmental / temperature control & redundant backup power. By moving to a COLO, we can make sure that we are on-line and operational 24/7 with no future interruptions. We will be working on this move before year-end.

Bringing in the Best New People

Speaking of changes, we would like to welcome a new Chief Financial Officer to PAGE Cooperative. Don Leininger joined us in March, just in time to meet the challenges of the pandemic. He is a top-drawer individual and an enthusiastic and integral part of PAGE's future. I know he would love to hear from our members about any needs, concerns, or suggestions you may have. This has obviously been a busy and immersive first few months for Don, but if any members need advice or assistance with weathering the current financial storm, Don would love to hear from you and reach out a helping hand. You can call **Don** at **800-468-9568 x176** or reach out in an email to **don@pagecooperative.com**.

Finding New Ways to be Better

We are pleased to announce another exciting way that a PAGE Cooperative membership could benefit your business and revenue. Shortly we will be introducing a new program, PAGE+ Pricing, which will have positive impact for both members and suppliers. It will be an additional way for our members to save money and get the high-quality products that they need and expect from PAGE Cooperative suppliers,

and for suppliers to have better forecasts for product orders. Of course, for all of our members, we will continue to work to get the best prices possible. All of our members will continue to receive the optimum pricing that we provide, regardless of the quantity of product purchased, but we will have the opportunity to provide something extra, as well. We have been working with some of our larger suppliers to start the new PAGE+ Pricing program. Some members may be able, through volume purchase agreements, or sole supplier agreements, for PAGE to negotiate PAGE+ Pricing for them. The program is currently focusing on the three major spend categories for operations, i.e. newsprint, plates and ink. We hope that this will be a welcome opportunity for additional savings for our members at a time when such measures are needed for so many. Please contact me directly for additional information.

We will continue in our efforts to bring members and suppliers together in a variety of ways. We encourage our suppliers to consider promotional opportunities through PAGE – using PAGE's accessibility to members via email blasts, interactive webinars, our newsletter and of course, our website. The best contacts here at PAGE to discuss these business-building opportunities are Marcy Emory, who can be reached at **800-468-9568 x182** or at **marcy@pagecooperative.com** or Sharon Shifflett at **800-468-9568 x177** or **sharon@pagecooperative.com**.

Things are undoubtedly hard right now. Our members & suppliers are doing their best to get through to the other side of a revenue crisis and build a better future for their companies and publications. We are in that boat with you—it has been a struggle for us in the same ways it has been a struggle for you – our collaboration can and will strengthen each other at this most difficult time. Please reach out to us, whether it is to find fresh ways to bring in money and save expense dollars or to brainstorm new ideas. We are confident that, with each other's help, we can come out of the other side of this pandemic better than when we started. This is a good time to let necessity be the mother of invention, and come together to innovate, improve, and strengthen so that we can meet the next challenges that await us. In the meantime, we are here for you to help in a variety of ways...that is what being a cooperative is all about.

Newsprint Transition



PAGE is committed to saving members additional dollars. As part of this endeavor, and in order to have control over the negotiation process and eliminate associated fees, we have terminated our contract with Cox Newsprint Supply (CNS) effective July 31, 2020. PAGE leadership has now negotiated directly with all PAGE newsprint suppliers to achieve the current August pricing. The Cooperative, as a whole, has very strong purchasing volume, especially in relation to industry trends, and this allows us to secure better pricing for all of our members.

In addition to improved standard pricing for newsprint, PAGE now offers PAGE+ Pricing. For additional information on this special savings program, please contact **Gary Blakeley** (gary@pagecooperative.com) or **Marcy Emory** (marcy@pagecooperative.com).

Should anyone outside of PAGE (mills, brokers, or third-party buyers) contact you directly about newsprint pricing, we again encourage you to reach out to us.

PAGE has made tremendous progress over this past year and we are excited about this next step. As we make this transition to independent price negotiation with our newsprint suppliers, it will be key that we continue to collaborate and remain as one Cooperative - one buying group.

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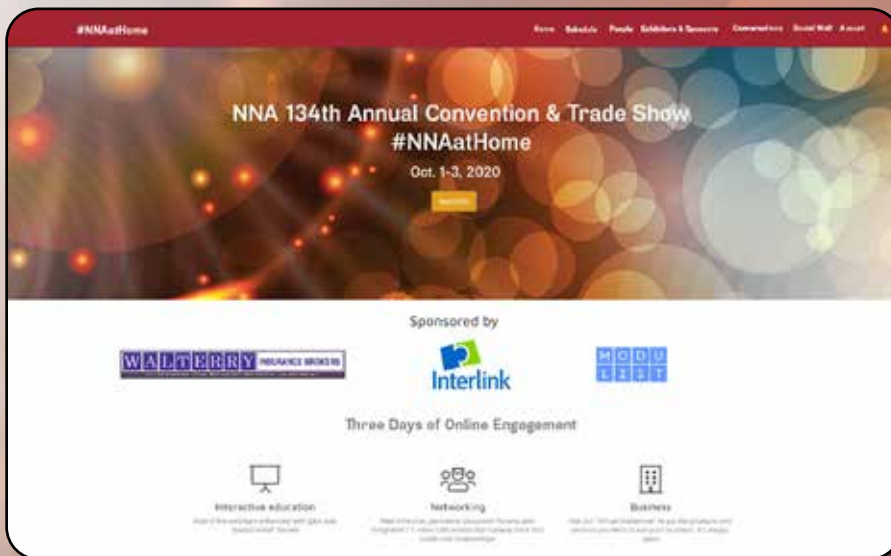
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Join us for NNAatHome!

NNA.org/convention

A PAGE Cooperative Staff Profile

Don Leininger

Chief Financial Officer

PAGE Cooperative's new CFO, Don Leininger, comes to PAGE with a wealth of accounting experience and an enormous respect for the print news industry. The Pittsburgh native, who has lived in West Virginia and Virginia but currently resides in Lancaster, PA is a new and welcome addition to the PAGE team.

As CFO, Don is, as he puts it, "the financial conscience of the organization." His responsibilities include keeping track of the current financial realities of PAGE Cooperative while also forecasting what is to come. This means keeping abreast of any opportunities to improve the financial situations of members and mitigating any potential risks or pitfalls.

This is more important now than ever. Don started working at PAGE in March, just as the COVID-19 pandemic was beginning to upend the industry. Much of his work has been, and will be, to keep the organization stable throughout this difficult year.

Don has a bachelor's degree in accounting from Virginia Tech and has done financial work for a number of print media and manufacturing companies. He enjoys reading philosophy, which has an impact on his attitude toward business, especially right now. "You can't control the outside world, but you can control your reaction," he says.

Outside of the office, Don enjoys spending time with his family and getting outdoors, especially kayaking. He also enjoys biographies of historical figures. He is passionate about the art of print journalism. "With everything going on in the world today, local journalism, and journalism as a whole, is so important. I can't stress that enough."

It is also important, he says, for members and suppliers to reach out with any questions or ideas that can strengthen PAGE financially at this time. "For a cooperative, cooperation is a big part, but also communication and collaboration between everybody," he says. "The only way this works is if we work together."



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Invoice Problems? Give us a Call.

If you ever encounter a PAGE invoice that does not look correct, and you are in disagreement with what has originally been billed by the supplier, please get in touch with our accounting office as quickly as possible. This includes discrepancies having to do with price, sales tax, returned items, cancellations, etc.

Our team can then immediately begin the dispute process which begins with putting the specific invoice on hold in our A/R system to avoid future finance charges. We will then

research the issue, and follow up, with the appropriate people both on the member and supplier side. If a three-way conference call is needed, between all parties, we will facilitate that as well.

PAGE makes all payments to our suppliers within terms, even taking early pay discounts; therefore, it is of the utmost importance to attempt to catch any inaccuracies before payment is processed by our A/P Department.

As most of you are aware, all supplier invoices should first be sent to PAGE and then we, in turn, bill you

(usually within 48 hours). A copy of the original supplier invoice is always included as backup. Any invoices you receive directly from a supplier should be brought to our attention as this could affect future rebates and/or dividends.

We are always here to assist our members, especially when problems occur, so please don't hesitate to reach out. The PAGE office number is **800-468-9568** or you may send an email to **Don Leiningner**, CFO, at **don@pagecooperative.com**

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For more information on how to get Marathon or any other Catalyst paper grade into your pressroom, please contact: **James Hardt** at james.hardt@catalystpaper.com or visit catalystpaper.com for detailed product information.



New Restaurant Listings Platform

Publishers everywhere were recently thrust into the restaurant listings business, as communities looked to them to provide real-time information on everything from updated hours to delivery options and availability of curbside pickup. Resourceful staff members quickly cobbled lists together and put them up, but encountered limitations inherent in the formats used, and the need to constantly update on behalf of businesses.

Many of our customers began asking us for a more dynamic solution. We delivered.

Our new restaurant and business listing tool (released in May), allows business owners to update and maintain their listings in real time, with highlighted relevant features such as COVID protocols, outdoor seating, delivery, takeout, curbside pickup, and more. It also displays store hours, social media, payment methods accepted, images, descriptions, and more.

The new listings platform offers many of the same features as our market leading event calendars—including responsive design, multiple views, map search, keyword and category search, integrated admin dashboard, submission approvals, unlimited widget collections, customized business features, and built-in premium monetization.

And it is free.

We look forward to helping publishers reclaim and maintain their place as a trusted source of real-time restaurant and business information in their communities. Send an email to sales@cityspark.com or call **801-673-3286** to get started.



Don't Leave Your Biggest Asset Unprotected

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A credit insurance policy covers the unpaid credit balance from sales made to your customers. Whether you choose to protect your domestic or export business, you are able to minimize the risks associated with a customer's insolvency or delayed payment.

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- Reducing the risk of non-payment
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- Better borrowing position: lenders and financial institutions look favorably on insured receivables
- Additional credit information resources about customers and prospects

Coface has served proudly as the provider of accounts receivables insurance for PAGE Cooperative for over 16 years. For more information on how Coface can help protect your accounts receivable, please visit the Coface Preferred Supplier web page or contact **Philip Bray** at **212-560-0403** or **Philip.bray@coface.com**.

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Eastern Capital Holdings (ECH) has served as PAGE's exclusive advisor for the PAGE Accounts Receivable Insurance Program for the past 23 years. ECH structured the Coface/PAGE Member Program to maximize the buying power of PAGE Members while providing PAGE with credit insurance protection of its receivables portfolio.

ECH provides its corporate clients with a variety of services. Eastern Corporate Finance serves as advisors to business mergers and acquisitions, restructurings, refinancings and divestitures, as well as providing strategic financial planning. ECH's Remington Group serves as business risk management advisors to its clients. Business succession, continuity, and wealth transfer programs are offered as well. Personal insurance offerings are offered through forty-two different insurance companies, providing clients with every possible option available in the marketplace. Eastern Financial Group (EFG) maintains a network of entities that provide comprehensive investment and wealth management services to individuals and it serves as advisors to corporate pension plans, endowments and charitable organizations.

ECH, founded in 1994, has 130 employees located in representative offices across the nation. For additional information regarding ECH, please contact **Randall A. Feild**, CEO of Eastern Capital Holdings at **412-221-8350** or e-mail at **raffeild@cs.com**.



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RE & Personal Property TAX SAVINGS Caused by COVID-19

Take action NOW! The fallout from COVID-19 is having a devastating effect on Commercial/Industrial real estate, making it more important today than perhaps ever before, to have a firm grasp on the shifting value of these assets. In this climate, quantifying a loss of value and effectively appealing overassessment can result in savings of tens or even hundreds of thousands of dollars.

Equally important is determining utilization of FF&E. From idle under-utilized presses, to the ink and paper supplies at the facility, qualifying these assets as "diminished" in use during this period can significantly reduce tax liability. Moreover, in states that permit "intangible reductions," an annual savings of between 10 and 20 percent may be achievable by qualifying assets such as computer software and warranties.

The complexity and stakes of reducing business real estate and business personal property tax in the wake of COVID-19 are significant and the window to take effective action is extremely limited. The keys to success are being proactive and leveraging the proper expertise.

Frank Lima is Managing Director of Hilco's Property Tax Advisory Practice. Contact Frank at **317-709-3507** or **flima@hilcoglobal.com**.



Modern Public Notices

Public notices clerks are required to carry an encyclopedic knowledge of the extensive rules for size, font, frequency, and required affidavits. Automation can save you time, money and bandwidth.

iPublish Media's AdPortal Public Notice platform with specialized templates solves these problems by automating many of the nuances that create difficulties in public notices. The platform enforces all the local rules for each classification of public notices—making it nearly error proof. The affidavit process is also automated into a time-saving process, usable by your staff and, if you desire, law firms and/or private parties.

iPublish already has 33 mastheads who have signed up live across the country on AdPortal Public Notices.

Public notices are under legislative threat, with a focus on digital away from print. AdPortal can serve both print and digital preparing the newspaper for the shift to digital if it occurs. Modernizing is critical to preserving this revenue category.

"Now anyone on AdPortal Public Notices can create a notice. You don't have to be an expert," said Brian Gorman, CRO of iPublish Media Solutions.

iPublish Media Solutions is the industry leader in self-service advertising, contact iPublish Media sales at sales@ipublishmedia.com, 781-858-3507, or visit www.ipublishmedia.com.



Automated Image Enhancement With Claro Version 12

News Hub Media is known for the Web Imposer, Automator, and Color Saver pre-press suite. NHM is also the most extensive global reseller and integrator of Claro, the premier automated image enhancement tool in use at major US newspapers, publishing groups, and corporations.

Claro examines each incoming image identifying and analyzing sharpness, brightness, contrast, color balance, and more and then applies proper toning and image enhancement. The Claro Version 12 software takes image enhancement to the next level of automation, efficiency, and integration via EVR:

Enhance – Claro's new and updated engines and analysis
Vision – Google AI engine for image understanding – cloud.
google.com/vision

Remove – Automated clipping path/silo generation through remove.bg

The three separate tools are impressive; however, combined EVR takes image enhancement to a very different – and better – place than where it is today. Claro delivers immediate results with consistent image quality, concurrent image processing, and integration with tools like Google Vision and remove.bg.

Call NHM today and receive a 10% discount on Claro and the entire NHM product suite. Also, ask about our ColorSaver special promotion. Visit the News Hub Media home page at www.newshubmedia.com for product information or contact **Mark Wasserman** at 215-470-2386 or e-mail sales@newshubmedia.com.



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Tribune Centralizes Workflow With Prolmage NewsWayX

Virtual, remote connectivity has been proven a lifesaver for many companies and their employees during the COVID-19 pandemic. While not being a new concept, it became painstakingly clear how important it is to be digitally connected despite being physically apart. This same concept applies to Prolmage's NewsWayX workflow products where virtual, cloud-based HTML5 technology is at the center of its core capabilities. This feature is one of the main reasons, the Tribune Publishing Company decided to install the NewsWayX Workflow System across all of their print sites.

But instead of upgrading their legacy workflow systems at each of their print sites, the Tribune Publishing decided to centralize their production workflow using one cloud-based hub.

This hub is integrated with Tribune's own, pre-existing cloud where now each print site can log into Prolmage's central system and each manage their own production workflow - independent from each other. This central system - NewsWayX - is using HTML5 and is web browser-based enabling users to monitor production status from different print sites and from any location. Browsers allow newspaper production operators to access their NewsWayX workflow from anywhere. Staff can log in from different computers at work, the production area, and even from their laptops at home to monitor and work on production flow.



ppi Media is a "Beacon of the Digital Economy"

Dr. Bernd Buchholz, Minister of Economic Affairs in Schleswig-Holstein, the most northern federal state in Germany, has been visiting the headquarters of ppi Media in Kiel, Germany. He pointed out that the printing industry was one of the first sectors of the economy to feel the full force of the digital transformation. "And I've now seen with my own eyes that the products developed by ppi Media are a key driving force for this global process - in both the planning and production of newspapers and other print products", said Minister Buchholz. The full story can be viewed at <https://bit.ly/39xXmuB>.

For more information, call **1-630-433-8836** or email thomas.reinacher@ppimedia-us.com.



SmartPublisher is Here for You!

Move your software to the cloud with SmartPublisher! Pre1 Software's cloud hosting provides access to SmartPublisher from anywhere you have an internet connection—even from a web browser. Our hosting service includes a private, dedicated server, complete setup, and configuration, fast, modern hardware, fully-managed SmartPublisher backups and top-notch security.

SmartPublisher brings together ad sales, scheduling, production and billing for print and digital publishing in one easy-to-use system. It is a cross-platform ad management software suite—cloud or on-premises—that also offers online customer payment portal and ad proofing modules to simplify collections and ad trafficking. Contact us at **971-244-8888** or email sales@pre1.com to arrange a free demonstration.



Maximize Value for Decommissioned IT Equipment

Powerhouse Technology Group (PTG) is looking to purchase surplus IT and other technology assets.

This includes computer servers, data storage devices, desktops, notebooks, networking switches and routers, video editing equipment, office equipment, and telephony.

PTG pays cash for these items and handles all associated shipping logistics and costs. Items not deemed ready for resale are responsibly recycled.

Please contact **Marshall Ness** if your company has surplus tech equipment available for sale: sales@powerhousetg.com or **651-485-6598**.



E-Statements & Invoices

If your company is interested in receiving statements and invoices via email, please contact us at

billing@pagecooperative.com



My News e-Edition Interface Redesigned

Prestelligence, an industry-leading software developer and innovator, deployed a new interface for the **My News 360 e-edition**. The most notable changes are the option to view pages as a facing spread, a vertical toolbar, and side by side page(s) and stories.



Double page e-Reader view with story listing

The redesign launched for the 300+ publications using the My News e-edition service.

Some other features include:

- Double page view so readers can see facing pages as a spread
- Side story view versus opening the story in a new window
- Thumbnail view of entire e-edition for easy access to pages
- Access to the archive from the e-reader view
- Access to online puzzles (crosswords/sudoku)
- All of the same features of saving, clipping, sharing, and bookmarking are still available

For more information, email **Denise Franken**, dfranken@prestelligence.com.



Safe, Strong & Affordable Sanitizer

Southern Lithoplate has always been proud of our PAGE partnership. Over these 30 years, together we have seen our industry innovate thru multiple technologies, competitors, economic storms, and now a global pandemic. While the advertising and print circulation facts before us are daunting, SLP passionately believes in the long-term viability of print advertising. Market declines will certainly result in a smaller market. However, as an American owned and privately operated company, Team SLP is determined to ensure PAGE Members enjoy access to affordable prepress hardware, prepress maintenance, workflow, and consumables for your print needs. As an innovator, SLP recently repurposed our chemical plants in NC and MI to provide you affordable liquid-based Hand Sanitizer. We will emerge, together, along with our Strategic Alliance Partners (CRON Americas & Prestelligence). As our country returns to work, call **800-638-7990**, to check out the Hand Sanitizer, we have your back.



Need Help? Visit RBP Chemical Technology's Website

RBP Chemical Technology's website is an essential consumable search tool for printers. Utilize the site in selecting Pre-press, Pressroom, and Mailroom supplies that best match your needs. RBP's - Print Page includes two categories: Pressroom Chemicals / Pressroom Parts & Consumables.

Chemistry filters can assist in defining your search. For example, fountain solutions can be selected by sector/pH levels to populate a list of products with pertinent descriptions. Other tools include Press Parts Catalog, Troubleshooting Guide for common defects & request for electronic copies of Product Data Sheets and Safety Data Sheets. Please visit <https://rbpchemical.com/pressroom-printing> or contact Customer Support at cs@rbpchemical.net or **1-800-558-0747**.



Splice Solutions Expands Tape and Tab Options

Splice Solutions www.splicesolutions.com has a new updated website! Splice continues to expand its offerings of splice tapes and tabs to the industry. Current offerings include the Orafix line of repulpable tapes single and double sided. Additionally always in stock 3M 9990 straight line splice tape with foil detection in stock. For additional details, please contact **Bob Kelsey** at **774-260-1465**.

Star★Key

Estimating and Job Tracking Software – New Version

Star★Key Software, creator of the Presstimator estimating software program for newspapers and commercial web offset printers, is releasing a major update to its standalone estimating and job tracking application.

The new version includes many new user-requested features including:

- **Scheduling:** The Presstimator automatically calculates the amount of time required for each process included in a job and estimated times are sent directly to the Scheduler. Several views (e.g., Month, Work Week, Gantt, etc.) of the scheduled events are available and grouped by Resource, along with full Reporting capabilities.
- **Paper Inventory:** Track the number of rolls on hand of each type of paper and easily adjust the number of rolls when receiving shipments from your paper vendor(s). When completing a job in the Presstimator, the number of rolls in inventory will be automatically reduced by the calculated number of rolls required to produce the job. The Auditor will catch if you don't have enough rolls on hand. Optional interfaces (standalone Windows app or browser-based) are available so the inventory can be adjusted by employees without a need to be trained on the Presstimator.

As a complete estimating and job tracking solution, the Presstimator can help you save time and make money. Visit presstimator.com for more information.



STEEL CITY CORP

Looking For Successful and Proven Audience Development Ideas?

Steel City Corp., best known for their complete line of home delivery and single copy supplies, recently completed sharing "50 Ideas in 50 Days" at the BEEN THERE SAW THIS page on the Steel City Corp. website: www.scity.com.

A PAGE Preferred Platinum Supplier, Steel City Corp. has been providing circulation and distribution supplies to the publishing industry for over 80 years. The sharing of ideas has historically been well received and the "50 Ideas..." promotion increased visits to the website page.

Steel City Corp. also sends a monthly e-newsletter to over 1000 industry professionals with ideas and industry updates.

For additional information regarding Steel City Corp. products, the idea-sharing or to subscribe to the FREE e-newsletter contact **Jim Smith**, National Sales Manager: **1-800-321-0350** or jsmith@scity.com.



Accounts Receivable Management More Challenging During Economic Downturn

In the face of increased uncertainty, it may be useful to review what we know for sure and what the practical implications are for credit and collection managers. In difficult times, accounts are more perishable and collection recovery of past-due receivables decreases.

Many companies, during economic downturns, extend the time they will allow an account receivable to age before they engage in formal collection efforts. Failure to engage in timely collection efforts on accounts, some of which are higher-than-average risk to begin with, can have a severely negative impact on a company's cash flow and bottom line. The longer an account languishes on the books, the more it costs to keep it there and the less likely it is to be collected at all.

Here are a few tips to help your organization maintain a healthy cash flow in these difficult times:

1. Monitor troubled industries. Regularly review financial magazines, newspapers, and financial websites to help you stay abreast of industry developments.
2. Watch for "red flags" that can signal potential collection problems. Have the customer's paying habits changed?
3. Form a partnership with a third-party collector. A good collection agency can improve your bottom line while preserving your relationships with your customers.

For more information, visit szabo.com.

TECNAVIA

TECNAVIA ADVERTISING NETWORK

Print Replica and Programmatic in Publishers Recovery Plans

In these latest of challenging times, with advertisers reducing or cancelling schedules and subscribers depending on their trusted local newspapers more than ever, Publishers are turning to their print replica solution.

In North America, Tecnavia is helping multiple Publishers within several groups utilize various strategies including assisting some that were forced to reduce print distribution on certain days but keeping the curated print version for online access. The cost savings of printing and distribution combined with keeping subscribers attached is vital for sustaining their operations.

In addition to the cost savings, the print replica has the added benefit of driving traffic, generating more page views/screen views, ad impressions, and therefore creating new online revenues. The increased traffic is helping to offset the lower advertising cop's we are seeing. The Tecnavia Advertising Network (TAN) has provided critically needed revenues for Publishers.

If you are not taking advantage of the cost savings and increasing revenues with your print replica or our TAN advertising network, contact us to get more information. **Diane Amato**, VP Sales damato@tecnavia.com **330-646-1889**.

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Most Popular Suppliers By Number Of Members Purchasing

- | | |
|----------------------------------|---------------------------------|
| 1. Steel City Corp. | 9. Fujifilm Graphic Systems USA |
| 2. Southern Lithoplate | 10. PDI Plastics |
| 3. Resolute Forest Products | 11. Miller/Bevco |
| 4. Central Ink Corp. | 12. TownNews.com |
| 5. RBP Chemical Technology | 13. C&W Pressroom Products |
| 6. Finzer Roller, Inc. | 14. White Birch Paper Company |
| 7. Hamilton Circulation Supplies | 15. Flint Group |
| 8. Eastman Kodak Company | |

Top Members By Purchasing Amounts

- | | | | | | |
|---------------------------------|-------------|----|---|------------------|----|
| 1. Susquehanna Printing Company | Lancaster | PA | 9. Prescott Newspapers, Inc. | Prescott Valley | AZ |
| 2. The Concord Monitor | Concord | NH | 10. Sun Coast Media Group Inc. | Charlotte Harbor | FL |
| 3. Trib Total Media, LLC | Tarentum | PA | 11. Valley Newspapers | Phoenix | AZ |
| 4. Independent Newsmedia, Inc. | Dover | DE | 12. The Star Democrat | Easton | MD |
| 5. ECM Publishers | Coon Rapids | MN | 13. The Indiana Gazette | Indiana | PA |
| 6. HD Media Company LLC | Charleston | WV | 14. Richner Communications Inc. | Garden City | NY |
| 7. Epoch Press Inc. | Wayne | NJ | 15. Northeast Mississippi Daily Journal | Tupelo | MS |
| 8. The Santa Fe New Mexican | Santa Fe | NM | | | |

Top Members By Suppliers Used

- | | | | | | |
|---------------------------------|------------------|----|---------------------------------|-----------------|----|
| 1. Press-Enterprise | Bloomsburg | PA | 9. Sun Coast Media Group Inc. | Venice | FL |
| 2. Valley Newspapers | Phoenix | AZ | 10. Prescott Newspapers, Inc. | Prescott Valley | AZ |
| 3. Iowa Information Inc. | Sheldon | IA | 11. Daily Astorian | Astoria | OR |
| 4. East Oregonian | Pendleton | OR | 12. The Courier | Findlay | OH |
| 5. Susquehanna Printing Company | Lancaster | PA | 13. News Tribune | La Salle | IL |
| 6. Sun Coast Media Group Inc. | Charlotte Harbor | FL | 14. Richner Communications Inc. | Garden City | NY |
| 7. The Greeneville Sun | Greeneville | TN | 15. Booster/Mohave Valley News | Bullhead City | AZ |
| 8. The Indiana Gazette | Indiana | PA | | | |



White Birch Paper

A family owned business

White Birch Paper wants to
acknowledge 36 continuous years
of working with the
PAGE membership



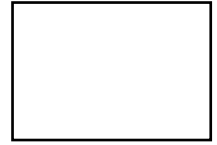
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CHAIRMAN'S COLUMN

August 2020



BY BRANDON
EYERLY

PAGE continues to add talent and depth to our most critical leadership positions. In addition to our new CEO, Gary Blakeley, who joined us in March of 2019, we now have a new CFO, Don Leninger, who joined us in March of this year.

Don couldn't have started at a more challenging time, as Pennsylvania's economy was largely shut down during his first month on the job. As a result, our cooperative instituted distancing and remote working policies in order to keep our employees safe. Yet at the end of the day, it was not exactly the most desirable environment for any employee starting off on a new career path.

But challenges are nothing new to Don and that's one of the reasons why he took this role. Don faces each challenge head on with a work ethic that rivals that of our CEO. Please take a moment to read Don's profile which is included in this edition. And speaking of new roles, Marcy Emory will now

be focusing her efforts on the critical mission of expanding member purchasing in a more strategic manner as PAGE pursues market share growth.

I couldn't be more proud of the team being assembled at PAGE. After years of contraction we are now focused once again on growth. For obvious reasons, we don't want to share unaudited financial results, but I do believe our members will be pleased when they review the results of the financial progress made thus far. And even though we're now a 36 year-old cooperative, it's all starting to feel very new again. There is an air of enthusiasm with a lot of exciting projects in motion. Our members have a right to demand more from our cooperative and the pieces are being put into place to deliver just that.

