

Idaho Press-Tribune Relies on PAGE for Suppliers with Integrity, Reliability

BY JOHN L. MOORE

Membership in PAGE Cooperative means that co-op representatives have been “negotiating on our behalf” to select preferred suppliers. At the Idaho Press-Tribune, this means that “these people have been vetted,” and that the newspaper can rely on the integrity and reliability of the vendors, said Matt Davison, publisher and president.

Located in Nampa in southwestern Idaho along Interstate 84, the six-day newspaper is about 20 miles west of Boise. Davison, who has been publisher since 2010, said the Press-Tribune eliminated its Monday edition in August 2016.



The Press-Tribune also has an e-edition for online subscribers. In addition, “we have a collection of weeklies,” Davison said. They cover the nearby communities of Kuna, Meridian and Emmett.

The company also has a substantial commercial printing operation, Davison said. He said that “some of the larger customers we currently print include” the Boise Weekly, a 25,000-circulation alternative weekly in Boise; the weekly Boise Thrifty Nickel; the Idaho Mountain Express, a twice-weekly newspaper in Sun Valley, Idaho; the Malheur Enterprise, a weekly based in Vale, Oregon; and the Boise State Arbiter, a student newspaper at Boise State University.

The publisher added that the commercial printing unit at Press-Tribune also handles “many, many smaller jobs from around the region.”

Previously part of the Pioneer News Group, the Press-Tribune became part of the Minneapolis-based Adams Publishing Group in November 2017 when Adams acquired 22 dailies and weeklies from Pioneer in the Northwest.

The Press-Tribune joined PAGE Cooperative more than 23 years ago, and uses 16 different PAGE Preferred suppliers. The company mainly purchases office supplies and some printing supplies such as ink and plates from them. The commercial printing operation also buys through PAGE, Davison said. Not only does PAGE select

suppliers for its roster of preferred vendors, but it also plays a role in the purchasing process. Although a member orders directly from a supplier, PAGE pays the supplier, then bills the member who ordered product. “Invoices are always accurate,” Davison said.

At the Press-Tribune, “we don’t have any central purchasing at this point,” he said. Department heads deal with the suppliers to order materials. When shopping for smaller ticket items, “it’s pretty quick,” he said. “PAGE does all the heavy lifting, and then you work directly with the vendor to launch the program.” When looking for new suppliers, “we try to use PAGE,” Davison said. “It’s really important that members hold their vendors accountable,” he said. “We need to control our costs as much as possible.” Since the cooperative deals with more than 200 suppliers, “the purchasing power of PAGE is extremely valuable for independents with one or two flags,” Davison said.

John L. Moore is an author based in Northumberland, PA. A former editor of the Eastern Pennsylvania Business Journal, his articles have appeared in numerous publications.

2018 Annual Membership Meeting

The required PAGE Annual Membership meeting will be held 11:00 am (EDT) on Tuesday, October 23, 2018 at the PAGE office (700 American Avenue, Suite 101, King of Prussia, PA). The primary purpose of this meeting will be the election of PAGE Cooperative Board members for terms beginning January 1, 2019 and the adoption of revised and updated PAGE Bylaws. The slate of candidates will be announced following the next PAGE Board of Directors’ meeting to be held on September 12, in Chicago. The revised bylaws will be posted on the PAGE website for your review in early August. Emails will be sent to all members announcing when the revised bylaws will be available. Ballots will be sent along with the announcement of the nominees after the September 12 meeting. At the annual meeting there will also be a review of PAGE financials, new supplier news and newsprint news. Members are encouraged to attend the meeting in King of Prussia but can also take part by conference call (866-241-8656). If you have any questions you may call the PAGE office at 800-468-9568.

Thirty-three 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" down the road a few miles was receiving far more favorable pricing than he. And thus, PAGE (Publishers Association To Gain Economy) Cooperative was born. Now, in 2018, PAGE boasts over 1,500 newspapers in its membership ranks. PAGE purchases newsprint in conjunction with Cox Newsprint Supply and together they are the largest buyer of newsprint in the nation. 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.

PAGE Staff

John Snyder

CEO
800-468-9568, x176
john.snyder@pagecooperative.com

Marcy Emory

CFO
800-468-9568, x182
marcy.emory@pagecooperative.com

Steve Schroeder

Director of Membership Development & Technical Services
800-468-9568, x187
Direct: 484-636-0187
steve@pagecooperative.com

Sharon Shifflett

Accounting/AP
800-468-9568, x177
sharon.shifflett@pagecooperative.com

Tony Lopez

Invoicing Coordinator
800-468-9568, x183
tony.lopez@pagecooperative.com

Mark Thomas

Technical and A/R Coordinator
800-468-9568, x180
mark.thomas@pagecooperative.com

Denise O'Neil

A/R Admin Assistant
800-468-9568, x195
denise.oneil@pagecooperative.com

PAGE Officers

President - Brandon Eyerly

Publisher, Press-Enterprise
Bloomsburg, PA
570-387-1234
brandon.eyerly@pressenterprise.net

Chair - Jeffrey N. Brown

Advisor to the Office of Chairman of AIM Media
Columbus, IN
812-379-5615
jbrown@travelindiana.com

Treasurer - Lissa Walls

CEO, Southern Newspapers, Inc.
Houston, TX
713-266-5481
lwalls@sninews.com

Secretary - John Snyder

CEO, PAGE Cooperative
King of Prussia, PA
800-468-9568, x176
john.snyder@pagecooperative.com

Asst. Secretary/Treasurer - Marcy Emory

CFO, PAGE Cooperative
King of Prussia, PA
800-468-9568, x182
marcy.emory@pagecooperative.com

PAGE Directors

William J. Brehm, Jr.

President, Brehm Communications, Inc.
San Diego, CA
858-451-6200
billjr@brehmmail.com

Tom Brown

406-890-9141
tbrownmt@gmail.com

Gregg K. Jones

Executive VP, Adams Publishing Group
Greenville, TN
423-638-4181
gregg.jones@jonesmedia.biz

Aaron Julien

President & CEO,
Newspapers of New England, Inc.
Concord, NH
603-369-3260
ajulien@nnnews.com

Robin Martin

Owner, Santa Fe New Mexican
Santa Fe, NM
505-983-3303
robinm@sfnwmexican.com

Stuart Richner

President, Richner Communications, Inc.
Broad Street Media
Garden City, NY
516-569-4000
srichner@liherald.com

Rex Rust

Co-President, Rust Communications
Cape Girardeau, MO
573-388-2712
rrust@semissourian.com

Jonathan M. Segal

252-633-2555
jonsegal@rocketmail.com

Francis Wick

President & CEO, Wick Communications
Sierra Vista, AZ
520-458-0200
francis.wick@wickcommunications.com

Saying Goodbye to Joan Graff and Sharon O'Brien



BY JOHN SNYDER

Joan Graff, who has been the PAGE Membership Development and Marketing Director since January 2014, retired on June 30. Joan spent over 30 years in the industry before lending her talents and enthusiasm to the service of the PAGE membership. Please join the PAGE Board of Directors and staff in wishing Joan well in her next adventures.



JOAN GRAFF

SHARON O'BRIEN

Sharon O'Brien, PAGE invoicing coordinator, retired at the end of July. Sharon has been responsible for PAGE invoicing for 19 years and has been amazing in her accuracy considering this amounts to over a million documents. Again, join us in thanking Sharon for her many years of service to the PAGE membership.



A Reminder: Staying Within A/R Terms Is Critical for Our Continued Success

We know in these difficult economic times, cash flow in many member newspapers has become severely challenged. However, part of the success story of PAGE and PAGE programs is the commitment to suppliers that we will pay all invoices within terms and take all cash discounts so they may be past on to the members willing to pay within the discount period. We urge all members to make sure PAGE is at the top of their payment list. There is a significant penalty for late payments (1.5% per month) and late payments test the cash flow of your Cooperative. If you would like to discuss your PAGE account please call me at 800-468-9568, ext. 176.

Newsprint Prices Remain High and the Market Remains Tight but Some Help Could Be on the Way

The late June announcement by Kruger that as of August and into September they will not be accepting orders into the US has made a tight market worse. The other suppliers in the east; Resolute, White Birch Tembec and to some extent Alberta had all reported tightness in their order books before this announcement. There may be some help on the way as White Birch has been working towards reopening the VA based Bear Island Mill by mid to late September. The deliver area for the Bear Island Mill will include DE, KY, MD, NC, OH, PA, TN, VA and WV but interested members even outside of this region should contact us (john.snyder@pagecooperative.com; 800-468-9568, ext. 176) as PAGE is working with White Birch on 1-2 year commitment contracts for Bear Island tonnage. White Birch has also indicated they may have additional tonnes available in the Northeast from their Canadian mills.

For the first time in more than twelve years there are significant differences in the price for newsprint from various suppliers in the east. Increases from October 1, range from \$152/MT to \$233/MT.

The countervailing duties (CVD) and antidumping duties (ADD) on Canadian shipments into the US have contributed to these increases as some suppliers are paying significant tariffs on their US tonnes. Even though the preliminary announced tariffs of up to 32% were decreased by the Department of Commerce on August 2 to:

	ADD	CVD
Catalyst	16.88%	3.38%
White Birch	0	.82%
Resolute	0	9.81%
Kruger	0	9.53%
All Others	0	8.54%

There has been no discussion yet of any price decreases and there is still the unlikely possibility of changes before final determinations are made in September. There continues to be the possibility of appeal on the final determinations. Stay tuned.

It's PAGE Audit Time



BY MARCY EMORY

Summer is flying by and PAGE is once again wrapping up our fiscal year end (June 30th). As part of that process our annual audit – currently performed by the independent audit firm of Kreischer Miller – takes place during the months of July and August. Included in the audit is a three day planning session, a one day confirmation session where written confirms are processed and mailed to select PAGE members verifying invoicing and accounts receivable and a week-long field work session. Once all of those have been completed, there is then the analysis and discussion between

PAGE executives, the PAGE Audit Committee, which is comprised of 3-4 Board members and the auditing firm.

The final audited financial statements will be drafted and along with any patronage dividend to be distributed to members, will be approved at the PAGE Board meeting held in September. Patronage dividends will be disbursed to members in the October/November time frame.

Remember: PAGE members are responsible for claiming on their tax returns any dividends received from the Cooperative whether through check or deposited into their PAGE equity account – those exact amounts are detailed in the 1099-PATR's sent out by January 31st of the following year.

Marcy Emory can be contacted at marcy.emory@pagecooperative.com or 800-468-9568 x182.

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 starts with putting the specific invoice on hold in our A/R system to avoid future finance charges and then researching the issue and following 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), and we always include a copy of the original supplier invoice 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 can send an email to Marcy Emory, CFO, at marcy.emory@pagecooperative.com.



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Beware of Bilge Loads



BY STEVE SCHROEDER

Earlier this year, many PAGE members in Oregon started finding newsprint deliveries using bilge loads were becoming problematic. Bilge loads are unique, as they require the paper rolls to be loaded on the curved side of the roll versus the flat end and trucking companies are beginning to avoid them.

The United States faces a severe trucker shortage. On top of that, bilge loads create training and safety issues for trucking companies. This means that drivers can be picky and unusual, challenging, or dangerous loads are being shunned.

In the past other types of trucks with walking floor trailers or curtains have been used but those specialty carriers are also in short supply.

If you currently receive your newsprint via bilge loads, PAGE encourages you to review options for receiving newsprint in a traditional manner with the rolls loaded upright on their end. Of course this type of delivery generally requires a loading dock and forklift with roll clamp. Some members who previously required bilge loads have found nearby companies that would assist them with unloading paper rolls while others have utilized a portable ramp.

Portable ramps can be expensive but they are typically less costly



than other solutions such as building a dock. A quick Google search will give you an idea of the availability of portable ramps in your area.

Could freight companies continue to take bilge loads? It's possible but it is more likely that trucking companies will phase out bilge loads and driver assistance will disappear. As trucking contracts with newsprint providers are renewed, the availability of bilge loads will continue to dwindle. In other words, truckers are gravitating to simpler and easier loads and PAGE members requiring bilge loads are being caught with few easy options.

Now is a good time to find a way to handle paper rolls that are loaded on the flat side.

Steve Schroeder can be contacted at steve@pagecooperative.com or **484-636-0187**.

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To truly take advantage of this, you should include a succession of holiday widgets or curated event lists for Fall, Halloween and Christmas on your site. Halloween is the number one holiday of the year for site traffic. You would also want to make sure to allow for user event submissions, user self-serve promotions, and an automated way for those leads to be shared with your sales team. The CitySpark team would love to utilize our experience to help you earn more money this holiday season. Give us a call at 801-673-3286 or email us at sales@cityspark.com for free recommendations or to learn more about how our platform can earn you more fall holiday dollars.



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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 raffeild@cs.com.



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Energy saving technologies continues to be one of the best investments your business can make, with investment returns routinely hitting 30-50%. To learn more talk with **Tim Reichert** at Tim.Reichert@EnergySherlock.com, 703-346-7584 or www.EnergySherlock.com



Making Money on Social Media



Tired of losing advertising revenue to Facebook and other social media sites? If so, Friends2Follow has the solution. Our motto is “If you can’t beat ‘em, monetize ‘em.”

We’re already driving thousands of dollars in new revenue for 400+ media websites in five countries including Evening Post Industries, Adams Publishing Group, AIM Media, Rust Communications, Ogden Newspapers and TRONC.

We help them monetize advertisers’ social media by automatically streaming their Facebook posts – or any social media posts into content blocks or banner ads on your web and mobile sites. There is no coding involved. You make the sale and our customizable, simple-to-use system does the rest. Our new self-service portal matches the conveniences of Facebook by letting advertisers set up, manage and pay for the service themselves’.

Advertisers are already spending a lot of time and money on social media. Why not take back some market share by providing

them with a megaphone to the thousands of eyeballs you serve? That’s how Friends2Follow helps you leverage newspapers’ unique value proposition that complements Facebook.

And, the best part is that we don’t make money if you don’t make money.

To learn more, contact **Reinig Morris** at: reinig@friends2follow or 801-403-7966.



Expanding Post-Press Product Line



Attention Production Managers: Hamilton has expanded their line of strapping and twine. Our strapping fits all models of strapping machines.

Please contact **Tom Hamilton**, VP of National Sales for all of your basic single copy, motor route, mailroom and marketing needs at thamilton@hamiltoncirculation.com or 708-946-2208

Joe Baudry has added responsibility as Regional Sales Manager for PDI Plastics. PDI Plastics (also a Platinum Supplier) is now stocking poly bags at Hamilton Circulation Supplies in our Beecher, IL warehouse.

This results in both lower prices and quicker service to PAGE members located in the Midwest. For poly bag inquiries contact jbaudry@hamiltoncirculation.com or 708-946-208.

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Kodak Introduces New Platesetter

The new Kodak Achieve News Platesetter delivers the stability and reliability of Kodak's thermal CTP technology at an affordable cost. Available now worldwide, the Achieve News Platesetter has a host of features that drive more speed, efficiency and control into newspapers' platemaking process, while also improving sustainability.

Equipped with Kodak's TH5 thermal head, Achieve News Platesetters offer newspapers a stable and precise imaging system, without the process variations found in visible light and UV systems. The result is efficient platemaking and excellent print quality.

The Achieve News Platesetter has a throughput of up to 54 plates per hour, and several automation options are available. The new Multi-Cassette Unit (MCU) offers automated plate loading and unloading of up to 960 plates so that newspaper printers can run continuously for longer. Other automation options include the Single-Cassette Unit (SCU), Autoloader, Auto-Unload or Semi-Automatic.

The compact Achieve News Platesetter is an excellent choice for sustainability. It is fully compatible with Kodak Sonora News process free plates and it reduces power consumption to only 400 watts while imaging, equivalent to the power usage of just a few light bulbs. Please contact your PAGE Kodak representative **David Stermer** at David.Stermer@Kodak.com or **303-888-6564** for more information.



KONICA MINOLTA No Obligation Assessment

Konica Minolta is a direct manufacturer offering state-of-the-art technology along with business expertise in production printing, workflow solutions, document and enterprise content management, along with optimized print and IT services.

All PAGE members receive a no-cost and no obligation assessment of their office technology and related document management resources. We will provide you with a side-by-side current analysis along with recommendations to save both time and money, reduce inefficiencies and improve your overall current processes in place.

Please contact **Dan Lenthe** to schedule your no obligation office technology assessment at: **215-293-1443** or dlenthe@kmba.konicaminolta.us.



Choosing Poly Bags



We know you have many options when it comes to sourcing your plastic bag needs. In this ever-challenging economy, while it seems price is always a very driving factor, price is only important as long as the product itself performs to your expectations. PDI Plastics, having been in business nearly 35 years, has proven its commitment to manufacturing high quality polyethylene bags, at competitive rates.

We continually look for innovative products by performing extensive testing using different high quality blends of resin, the raw material used in manufacturing. We have successfully been supplying our "poly steel" blend of linear low-density bags for several years now with great success. This "poly steel" blend has exceptional strength and is extremely tear resistant. By combining a strong catalyst with linear low-density polyethylene, we are able to produce a durable, yet lightweight material, at very attractive pricing. This thinner bag, since it takes up less space, also helps reduce the environmental impact.

These "poly steel" bags, along with our linear low and high-density bags, can be found in one of our sixteen warehouses across the United States and Canada. For more information, contact: sales@pdisaneck.com.



Sell Your Surplus IT Hardware

If you have excess IT equipment from a technology refresh or downsizing, don't let it collect dust in your warehouse – sell it to Powerhouse Technology Group (PTG). PTG is interested in servers, disk and tape storage, laptops, desktops, switches, routers and even items like projectors and scanners. PTG pays cash for your surplus hardware items, foots the bill for the shipping costs, responsibly recycles the electronic items not of value...and pays a bonus to PAGE on top of the purchase price. If you have a list of equipment available, e-mail it to sales@powerhousetg.com or call **952-960-1908** to get an estimate of your hardware available.



Dominated by the Digital Transformation

Once again, international representatives of the publishing industry met at ppi Media's Open Days to discuss current trends in the publishing industry. This year's ppi Open Days took place at the Atlantic Hotel in Kiel on June 4-5, 2018.

It is a fixed date on the calendar of many leading figures of the international publishing industry: the annual ppi Open Days are an established industry event with exclusive presentations and numerous prominent speakers. This year's event was opened by the Lord Mayor of Kiel, Dr. Ulf Kämpfer. Many of the following presentations focused on the question of how large and

medium-sized companies can meet the challenges posed by the digitization through purposeful investments and by using start-up methods.

The editorial system Content-X was also featured at the Open Days: The Indian Journalist N.A. Mahamed Ismail outlined the successful introduction of Content-X at the large publishing house The Printers Mysore. In the run-up to the ppi Days, two other media companies had decided to use the editorial system by ppi Media and Digital Collections.

The presentations at ppi's Open Days were followed by further workshops on solutions such as AdSelf and Content-X; they were attended by roughly a third of the participants who used them as a chance for intensive discussions.

To learn more about ppi's offerings please reach out to **Heiko Bichel**, Marketing & PR Manager at **Heiko.Bichel@ppimedia.de**.



New Subscription Module Changes Business

Pre1 Software is pleased to announce SmartPublisher's new Subscription Management Module. SmartPublisher Subscriptions provides an easy way to create and manage subscribers, set subscription schedules and renew them automatically, generate reports and much more.

Your subscribers can buy subscriptions directly from your website, where they can view their subscription schedules, payment and invoice history, manage vacation starts/stops and make secure

payments. If you'd like to learn how our hundreds of customers streamline their operations and generate more revenue with SmartPublisher, call **971-244-8888** or email **sales@pre1.com** to arrange a personalized demonstration.



Stop The Pivot

Reader revenue is just one tactic in a comprehensive publishing strategy. Unfortunately, some publishers view it as the sole strategy.

There is nothing wrong with charging for quality digital content. We've been doing it since 2003 when publishers were giving it away for free, a move that resulted in only one percent of revenue being generated by US paywalls in 2015.

But then the Trump Bump happened and many publishers started chasing reader revenue again because it worked for The New York Times. Most saw reader revenue continue to fall. Here's why:

According to WAN-IFRA, most publishers categorize themselves as "general news" and recognize their reluctance to innovate as a serious threat to success. To most readers, general news equals commodity content, something not worth paying for.

To survive, these publishers must self-disrupt, innovate, and reinvent themselves into something people value.

Steve Jobs was a master of reinvention. By focusing on user experience, he reinvented Apple and changed people's lives, "I'm actually as proud of the things we haven't done as the things I have done. Innovation is saying no to 1,000 things."

Jet Micro KNOWS the newspaper business.

With 40+ years experience as a Pressman, Prepress Production Manager and IT Systems Manager at Sun Coast Media Group I can help you make the most of your IT budget.

In addition to providing all your IT hardware and software Jet Micro is proud to team with PointClick&Drag to help do everything you need to keep publishing on time and on budget.

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Ed McIntosh

ed@jetmicro.com

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Can you say “no” to the urge to pivot back to subscriptions and reinvent yourself instead? Let’s talk.

Email me at publishing@pressreader.com.



GIADC Partners with Prestelligence

Gannett Imaging and Design Center has deployed My News 360 Platform to design pages for their commercial clients. The entire My News 360 platform streamlines editorial workflow, eliminating the copy/paste habits that so many newsrooms have adopted. Newspapers write stories and upload photos one time to publish to the web, social media, apps, and print. Content is flagged for print for designers to drag and drop into Adobe InDesign pages. The system can also import ad/page layout files and automatically place ads onto the pages.

Economically priced for PAGE members, the My News 360 bundle includes the CMS, editorial, website, e-edition, and apps. Each solution can also be implemented separately.

We work with newspapers and budgets of all sizes. For more information, contact **Denise Franken**, dfranken@prestelligence.com, 330-305-6960 x500 and mention you saw us in the PAGE newsletter.

PROIMAGE

Reducing the Cost of Production

ProImage an AGFA Company recently installed its ink saving solution “OnColor ECO SaaS” at the Kingsport Times News in Kingsport, TN. The newspaper’s goal was to reduce ink cost and improve color reproduction quality, which both could be met and exceeded by ProImage’s OnColor ECO.

During the evaluation process, The Times News was looking at similar products but was impressed by the positive results from existing OnColor ECO users. OnColor ECO is an ink optimization application that reduces ink consumption while maintaining the highest possible print quality. OnColor ECO SaaS processes color PDF files over the web and returns them containing substantially less ink while retaining their original color.

The Kingsport Times News reports an approximate 1,000 lbs. shift from color ink usage to black ink usage plus a 400 lbs. savings of each ink color per month. This results in an approximate saving of \$1,100 per month; net of the cost of OnColor ECO SaaS service. This reduces their plate production costs by \$0.11 per square foot based on 10,000 Sq Ft per month. Besides the tremendous savings, print quality also improved. Tim Archer, Vice President of Operations at the Times News reports “crisper images, less rub-off and improvements on press starts with cleaner press start-ups”.

For more information, contact **Rick Shafranek**, VP of Sales and Marketing at rick.shafranek@new-proimage.com or 303-426-7171.



Rewarding Your Team

Summer will sadly be coming to an end soon, and it is time to start planning for the remainder of the year. We would welcome the

opportunity to help you chose just the right branded merchandise for special events, rewarding employees for a year of hard work, or even giving awards at the end of the year. Give a call and we will be glad to send suggestions that will specifically fit your need and budget.

As your preferred supplier for promotional items and apparel, we continue to provide PAGE Cooperative members with solutions. Call for me for ideas or browse our website at: www.promocentric.com.

Your PAGE representative is **Evie Whitten** at 603-758-7208 or by email: ewhitten@promocentric.com.



Maximize Plate Performance



Newsprint and coldset pressrooms choose Liquid Gold 820 fountain concentrate to maximize the performance of a wide array of plates – including process-less plates.

Liquid Gold 820 comes in neutral, mild acid, and hard water versions to meet all users’ water conditions and is formulated with special ingredients to keep the non-image area free of unwanted ink, resulting in sharp, clean print, and quick start ups that reduce paper waste. Like all RBP fountain concentrates, Liquid Gold 820 contains the latest in biocide technology to keep the dampening system clean and free of biological growth.

For your free sample contact RBP customer service at cs@rbpchemical.net or by calling 800-558-0747.

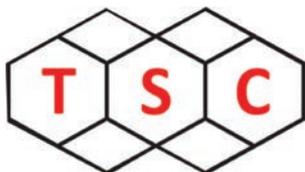


Best News Ever

What’s the best news you’ve heard this week? News such as discount coupons available for your favorite sporting event, a victory for your favorite team or a promotion at work? We are glad to hear good news and usually tell others about such good things. What makes us hesitant to share about a product or a vendor that has given great news or service?

At Samuel we put our customer’s needs first and offer the best prices on the products they need. We offer service, repair and parts for their tools and equipment. We have strapping and strapping equipment, stretch film and stretch film machines, tape and taping equipment. Samuel has anything that you may need to package your products and get out the door.

Call **Susan Coombs** at 800-222-1800 ext. 26229 for more information and a quote on the supplies you need. Mention this article and receive a prepaid shipment on your order. You are important to Samuel. Spread the news.



Newspapers of New England Taps TSC



The Siebold Company, Inc. (TSC) is pleased to announce the sale of a complete single-width web offset press system to Newspapers of New England's Valley News and Concord Monitor. The 22-unit web offset TSC supplied press is designed to print the Concord Monitor and Valley News, along with their growing commercial printing business, providing greater page capacity, more color and the best color reproduction in the regional newspaper printing market.

The highly automated Goss Urbanite / DGM 850 Press System features advanced imaging, inking, registration and material handling capabilities and is capable of printing two newspapers at once. "We chose The Siebold Company to supply the entire press system and manage the entire project based on their depth of expertise and extensive experience", stated NNE's President & CEO Aaron Julien.

TSC looks forward to continuing to serve the PAGE members with discounted DGM parts. Along with DGM Press parts, TSC also offers parts for Goss Community and Urbanite presses and service for most press brands.

TSC has completed over 5,000 successful equipment installation projects since 1989 throughout North America and the English-speaking Caribbean Islands, and specializes in the Graphic Arts and Material Handling industries. TSC is the parent company of DGM and Smith Pressroom Products. TSC also offers press equipment brokering services and is the exclusive distributor for GWS Printing Systems. For additional TSC information, please visit our website: www.sieboldgraphicarts.com; email Bruce@Siebold.com or call **Bruce Barna** at 412-973-3388.



Taping Their Way to the Top

Splice Solutions Inc. continues to expand its offering of splice tapes and tabs to the industry. Most recently from the Orafix line 1260 blue fully repulpable splice tapes. Both the liner and adhesive are fully repulpable. In addition to Orafix line Splice Solutions has inventory on 3M 9990 straight line with foil as well as traditional 3M913 for traditional patterns. Please contact us for pricing on our complete line of tape and tabs at www.splicesolutions.com or call 508-990-1100.



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Contact your account manager (**Frank Byrne**, byrne@staples.com, 215-458-9512) today to learn more about getting just what you need for every corner of the office.



Putting Your Presses to Work

Star*Key Software, creator of the Presstimator estimating software program for newspapers and commercial web offset printers, has released an update to its standalone estimating and job tracking application.

Estimators can now calculate a selling price for a quote based on a generated rate card. Built using different page count scenarios, the rate card calculates an accurate First 1,000 and Additional 1,000's prices. Customers then use that rate card to set the selling price based on the desired quantity. When the Presstimator builds a rate card, an accurate First 1,000 price is determined so you can be sure you are covering your costs, no matter what quantity a customer selects. Use the custom report layout tool to design the rate card report that allows customers to view selling prices for various options. Track the accuracy of your rate card estimates using the estimate analysis and profit analysis reports and track your goals and projections using the customer trends report.

As a complete estimating and job tracking solution, the Presstimator can help you save time and make money by putting your presses to work for you. Visit presstimator.com for more information, to request a free demo disk or schedule a webinar demonstration of the software. Or contact **Mike Starkey** directly at mike@presstimator.com or 714-255-1685.



Digital Display Driving Revenue

Steel City Corp.'s F-2015 Digital Display continues to assist newspapers in increasing advertising and single copy sales revenues. The unit features an 18" digital display mounted on a four-shelf, tubular steel, newspaper rack.

Advertising managers have reported impressive financial gains as a result of selling images on the display while circulation leadership have recorded double-digit percentage increases in single copy sales in a number of markets.

For additional information, contact **Jim Smith** at: jsmith@scity.com or 800-321-0350.





Recovering More Money

A lot has changed since 1971. That's when Szabo Associates opened its doors as the very first collection company specializing in all things media, and only in media-related business collections. In recent years, media has experienced incredible changes. The types and numbers of media formats and distribution channels have exploded beyond anything that could have been imagined.

So have our capabilities. No matter what kind of media or entertainment service you provide: advertising, marketing, licensing, ad tech, production or content distribution. We have a collection management solution. We have associates on staff that specialize in specific media, rather than trying to handle them all, a far more effective collection philosophy. Rest assured, if it has to do with media, we can collect it. And we can collect more of it.

Yet while media has changed, media receivables are often as slow, hard to collect and damaging to your business as ever. For every dollar you write off, it takes four new sales dollars to replace the income. Do something about it. Work with the company with an unequalled track record of success, because more is better than less.

For more information on how Szabo can assist you in credit and collections, contact **David Schimmack** at **404-266-2464**, ext. 243 or **dschimmack@szabo.com**.



Earn Revenue with Tecnavia Advertising Network (TAN)



Working with leading digital advertising exchanges, Tecnavia created a digital advertising network (TAN) exclusively for Tecnavia eEdition clients. TAN is an opportunity to generate ad revenue without extra ad sales effort or trying to develop such network connections yourself.

TAN supplies quality national and regional display advertisements for eEdition ad positions and can also be served with your own locally sold ads. The network targets higher-level news reader demographics to maintain excellent reader experience. Rates paid to you from the network are more than competitive and benefit from the scale of Tecnavia's client base of 2,000 publications.

Digital replica eEdition ad impressions represent a significant revenue opportunity. Google analytics show that a reader's eEdition session typically run from 12-20 minutes or more. While simply browsing, readers generate a considerable number of page views and, with it, many potential ad impressions from one or multiple eEdition ad locations. The Tecnavia ad network lets you passively earn revenue from these valuable ad impressions.

TAN is running now at several pilot locations. We are establishing best practices, revenue models and expectations. If you are interested and would like more information, please send us an email and we will be sure to include you on future mailings.

As always, you can still implement your own digital ads sourced from your own ad server or network. Simply select from the available ad positions and provide a tag that supplies ads from your server for that position. There is no Tecnavia setup fee, so no reason to wait.

Don't Stop the Presses

We are in the business of keeping pressrooms across America running smoothly.

From inks and pressroom supplies to fountain concentrates and press washes, RBP provides end-to-end support that's developed, manufactured, sourced and serviced by our experienced team.

Contact us to learn more about how to create a more efficient and profitable printing operation.



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| Digital | Lithographic |
| Narrow Web | |

Pressroom Chemicals

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| Press Additives | Fountain Concentrates |
| Silicones | Flexo Products |
| Press Washes | Pre-Press / Gums |
| Plate Cleaners | Specialty Washes |

Pressroom Consumables

- | | |
|-------------------|------------------------------|
| Blankets | Sorbents |
| Cutting Bars | Press Parts |
| Tapes & Adhesives | Parts & Distribution Systems |
| Dampener Covers | |

Contact us for details. **Diane Amato**, Vice President, Sales at damato@tecnavia.com or 330-646-1889.

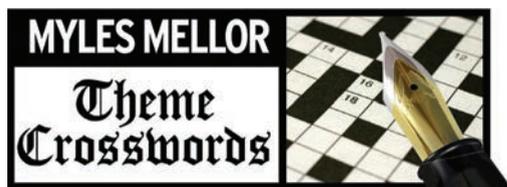


**Telecom Strategies, LLC -
Who are we? What do we do?**

Telecom Strategies, LLC is a PAGE Cooperative Services Preferred Supplier. We are an independent voice and data consulting company in existence since 2011. Our staff has, on average, over 30 years' experience in the telecommunications industry. Let's illustrate our services with an ongoing case study of consulting we are currently doing for a news media company in the mid-west. It initially started with a phone call in March 2017 to our offices requesting an evaluation of their telephone bills. We stated that, as PAGE members, they are entitled to that at no expense. Previously, they had signed an agreement with another company supposedly promising savings that never materialized. They were still in search of an objective view, sensing that they were being exploited by their existing local/long distance company.

The client submitted their bills to us and stated upon questioning that they were utilizing telephone systems at their 3 locations that were over 8 years old. They have since told us that these systems can no longer get manufacturer support, in the event of a malfunction. An issue that initially started as inquiry quickly became a problem with great urgency. Prior to the telephone system issue, we re-evaluated their monthly network costs. We determined that all seemed to be in order. Their data provider was indeed serving them well. Although their long-distance costs seemed high, our research proved that it was appropriate. Their phone systems presented a different problem. Replacing them might have incurred costs of over \$60,000, a larger capital expenditure than they wanted to make. Our recommendation for them, still under evaluation, was a "cloud" based solution that would allow them to replace their older telephone systems at a significantly lower capital expenditure. Their only purchase would be for the telephones themselves. If the phones were leased, initial expenses would be solely for labor. We put forth 4 proposals for them to consider, placing them in order of our recommendation. They are in that evaluation process at this time, all provided at no cost to the client. This is our commitment to the members of PAGE Cooperative Services.' For assistance in these services for your organization,

Email us at: contact@telecomstrategies.net. We can also be reached via our toll-free number (844) 282-6400.



"King of Crosswords" covered by CBS

Long-term PAGE supplier, Myles Mellor, was recently interviewed by CBS.

In an amusing and fascinating clip, Myles describes the development of his business and how he earned the moniker of "King of Crosswords."

You can see the full clip here: <http://www.cbs8.com/story/38322390/meet-the-carlsbad-resident-who-is-the-king-of-crossword-puzzles>

Myles supplies over 100 newspapers with crosswords, sudokus, word searches and many other puzzles.

He also recently announced interactive crosswords in html format, which enable solvers to solve crosswords on tablets and iPhones.

You can reach Myles for special rates for PAGE members at 25% off his usual prices at themecrosswords@gmail.com or 818-522-4126.

Myles credits include: Chicago Tribune, Orange County Register, LA Times, Toronto Star, Vancouver Sun, Calgary Herald, The Facts, Springfield Republican, Charlotte Sun-Herald, Springfield State Journal, Dallas Morning News, Las Vegas Review Journal, Herald Cache Journal, Tallahassee Democrat, Clarion Ledger, SC Times, Modesto Bee, Idyllwild Town Crier, Claremont Courier, Alabama Gazette, Wilmette Beacon, Santa Fe New Mexican, The Badger, Newport Plain Talk, American Canyon Eagle, Rossmor News, San Clemente Times, Beverly Hills Press, Orland Park Prairie, Frankfort Station, Coronado Eagle, Los Altos Town Crier, Alta Newspapers, Denton Publications, Sparta Newspapers, Lumina News, Hillrag, Robinson newspapers, Herald Publications, Homer Horizon, Malibu Surfside News, Claxton Enterprise, Pennsylvania Pulse, Mountain Ear, Waitsburg Times, Three Forks Herald, Pipestone Flyer, Lethbridge University, Aylmer Express and many more



Taking Customer Service to a New Level



Recently, Starbucks needed Zones help executing a one-day training program at 8,500 US locations, all on the same day.

To make this happen, Zones had to acquire, configure, pack and ship more than 23,000 iPad devices. While that would be formidable under any circumstances, there was an additional challenge: Training day was just three weeks away when Zones got the call.

"Normally such a project would be a three- to six-month job," said Brandt Stimpson, senior account manager for Zones. "We had three to six days."

While the customer produced content, Apple shipped the devices to Zones' Chicago integration center. Teams worked around the clock to unpack them, get them configured, load content and repack them. Ten days before the training, an unexpected iOS update slowed configuration. To stay on schedule while a patch could be applied, Zones shipped half the tablets to its New York center, doubling production.

The night before training, FedEx had delivered the devices to all but one customer location. Since it was too late to reship, a Zones employee hand-delivered them hours before training began.

While Zones doesn't do projects like this every day, we're committed to being able to do it any day. Call or email **Cody Bartholomew** at Zones 253-205-3341 or cody.bartholomew@zones.com.

NOTE ON PREFERRED SUPPLIER NEWS

Supplier News articles are submitted by PAGE Preferred and Platinum suppliers and are published on a space-available basis. PAGE does not make a judgment upon or endorse the information contained in the submissions. Members may find additional information on each supplier program by using the PAGE website at www.pagecooperative.com. Each PAGE supplier has a "profile page" that is updated by the supplier with information such as: program details, contact information, and how to purchase from that supplier. Some profiles also include pricing information. Supplier profile pages are made available to PAGE members once they have logged into the PAGE website and can be found under the "supplier & partners" menu.

★ PAGE HONOR ROLL ★

Top Members by Purchasing Amounts

Charlotte Sun Herald	Charlotte Harbor	FL
Valley News Dispatch	Tarentum	PA
Delaware Printing Co.	Dover	DE
ECM Publishers	Coon Rapids	MN
Independent Newsmedia	Phoenix	AZ
Northeast Mississippi Daily Journal	Tupelo	MS
The Indiana Gazette	Indiana	PA
Prescott Newspapers	Prescott Valley	AZ
Lancaster County Weeklies	Ephrata	PA
The Santa Fe New Mexican	Santa Fe	NM
Richner Communications	Garden City	NY
The Papers	Milford	IN
Nowata Printing Company	Springfield	MO
Epoch Press	Paterson	NJ
Sun Publications	Lakeland	FL
Auburn Journal	Auburn	CA
The Star Democrat	Easton	MD
The Greenville Daily News	Greenville	MI
The Concord Monitor	Concord	NH
Press Journal Printing	Louisiana	MO
Leader Telegram	Eau Claire	WI
Daily Hampshire Gazette	Northampton	MA
Times Daily	Florence	AL
Venice Gondolier Sun	Venice	FL
Chronicle Telegram	Elyria	OH
Gwinnett Daily Post	Lawrenceville	GA
Gresham Outlook	Gresham	OR
Eagle Web Press	Salem	OR
Page 1 Printers	Slayton	MN
Antelope Valley Press	Palmdale	CA
Lake Charles American Press	Lake Charles	LA
Cannon Valley Printing	Northfield	MN
KPC Media Group	Kendallville	IN
The Bulletin	Bend	OR
Quincy Herald Whig	Quincy	IL
K. K. Stevens Publishing Co.	Astoria	IL
The Vindicator	Youngstown	OH
Southeast Missourian	Cape Girardeau	MO
The Daily Sentinel	Grand Junction	CO
Southeast Media Partners	Miami	FL
Community Media Print Facility	Gardena	CA
The Anniston Star	Anniston	AL
Tyler Morning Telegraph	Tyler	TX
Press-Enterprise, Inc.	Bloomsburg	PA
The Exponent Telegram	Clarksburg	WV
Golden Valley Central Printing Facility	Golden Valley	AZ
The Courier	Findlay	OH
Iowa Information	Sheldon	IA
Quality Web	Elkton	KY
Times-Citizen	Iowa Falls	IA

Top Members by Suppliers Used

Press-Enterprise	Bloomsburg	PA
The Courier	Findlay	OH
Venice Gondolier Sun	Venice	FL
The Greenville Sun	Greenville	TN
Richner Communications	Garden City	NY
Mohave Valley News	Bullhead City	AZ
Charlotte Sun Herald	Charlotte Harbor	FL
KPC Media Group	Kendallville	IN
Southeast Missourian	Cape Girardeau	MO
Delaware Printing Co.	Dover	DE
Leader Telegram	Eau Claire	WI
Iowa Information	Sheldon	IA
East Oregonian	Pendleton	OR
Independent Newsmedia	Phoenix	AZ
The Lewiston Daily Sun	Lewiston	ME
The Herald	Jasper	IN
Greenwood Commonwealth	Greenwood	MS

Hi-Desert Star	Yucca Valley	CA
News Tribune	La Salle	IL
Press Journal Printing	Louisiana	MO
The Santa Fe New Mexican	Santa Fe	NM
The Greenville Daily News	Greenville	MI
Valley News Dispatch	Tarentum	PA
Auburn Journal	Auburn	CA
Madison Daily Leader	Madison	SD
The Daily News	Bowling Green	KY
The Sun Chronicle	Attleboro	MA
Elwood Publishing Inc.	Elwood	IN
The Indiana Gazette	Indiana	PA
Keene Sentinel	Keene	NH
The Evening Sun	Norwich	NY
Northeast Mississippi Daily Journal	Tupelo	MS
The Appalachian News-Express	Pikeville	KY
The Bradford Era	Bradford	PA
Sun Publications	Lakeland	FL
Prescott Newspapers	Prescott Valley	AZ
Elizabethton Star	Elizabethton	TN
Daily Astorian	Astoria	OR
Leader Publishing	Jacksonville	AR
The Manhattan Mercury	Manhattan	KS
Quality Web	Elkton	KY
The Dominion Post	Morgantown	WV
Independent Newsmedia	Dover	DE
Ludington Daily News	Ludington	MI
Yuma Sun	Yuma	AZ
The Star Democrat	Easton	MD
Northstar Media	Cambridge	MN
Central Valley News-Sentinel	Lodi	CA
The Daily Sentinel	Grand Junction	CO
The Argus-Press Company	Owosso	MI
Chronicle Telegram	Elyria	OH
Bear River Publishing	Preston	ID
The Mat-Su Valley Frontiersman	Wasilla	AK
Lancaster County Weeklies	Ephrata	PA
ECM Publishers	Coon Rapids	MN
Casa Grande Dispatch	Casa Grande	AZ
El Paso Inc.	El Paso	TX
Klamath Publishing	Klamath Falls	OR
The Concord Monitor	Concord	NH
Union City Daily Messenger	Union City	TN

Most Popular Suppliers by Number of Members Purchasing

Steel City Corp.	Zones
Resolute Forest Products	AMG/Parade
Southern Lithoplate	Jet Micro
Central Ink	NORPAC
RBP Chemical Technology	DYC Supply Co.
Finzer Roller	Rayonier A.M. Canada (Tembec)
Hamilton Circulation Supplies	PC Connection
Fujifilm Graphic Systems USA	J. Thomas McHugh Co
Kodak	Roosevelt Paper Company
White Birch Paper	Aramark Uniform Services
Flint Group	Band-It Rubber Company
PDI Plastics	McGrann Paper
Tecnavia	Printer's Service
C&W Pressroom Products	Lyon Enterprises
MILLER/BEVCO	Beyond Private Label
TownNews.com	Alberta Newsprint Company
Pitman	OfficeMax Workplace
Staples Advantage	Bottcher America Corp.
Alliance for Audited Media	ITD Print Solutions
Sun Chemical Corp.	Kruger
Day International	Pamarco Global Graphics
CDW	Heritage-Crystal Clean
PCM Sales	DEI Systems
Newspaper Toolbox	B&H Photo Video & Pro Audio
Goss International Americas	

Direct Apple Program is Ending

After working directly with Apple for over 12 years, the direct PAGE Cooperative program with Apple is ending. While this change impacts the direct relationship with Apple it does not interfere with the many other excellent Apple reseller programs that PAGE has in place. PAGE recommends a number of PAGE Preferred and Platinum suppliers that either handle Apple purchases directly or indirectly. The companies include:

Appogee

Molly Gidley
877-277-6433
molly@appogee.com

Zones

Cody Bartholomew
253-205-3341
Cody.Bartholomew@zones.com

CDW

Jeff Hemphill
856-330-3168
jeffhem@cdw.com

PC/Mac Connection

Adam Chick
800-998-0024
achick@pcconnection.com

B&H Photo Video & Pro Audio

Adam Rhodes
800-947-9962 x 7762
AdamRh@bhphoto.com

Jet Micro

Ed McIntosh
800-995-6968 x336
ed@jetmicro.com

Partners with Point, Click, Drag for computer set up and installation.

For more information on these or other suppliers – for PAGE members – access the PAGE Cooperative website at: www.pagecooperative.com/suppliers/.

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PAGE Bylaws Reviewed and Proposed Revisions Have Been Made

PAGE Cooperative bylaws, originally adopted in November 1983, and amended 15 times since, have been reviewed and the PAGE legal team and PAGE Governance Committee have made proposed revisions. These revised bylaws will be presented to the membership for adoption at the PAGE Annual Meeting (to be held at the PAGE office) on October 23, 2018. Copies of both a redlined and clean version of the proposed and revised PAGE bylaws can be found by clicking on the blue Proposed Bylaws Changes button on the front of the PAGE Cooperative website at: www.pagecooperative.com.

Members who cannot be in attendance at the annual meeting (either in person or via conference call line) will be able to vote on the proposed revisions via email or US mail on the same ballot that includes the 2019 PAGE Board of Directors nominees. The ballots will be emailed to all members and also posted on the PAGE website following the next PAGE Board meeting to be held on September 12, 2018 in Chicago. Questions or comments may be sent to **John Snyder** at john.snyder@pagecooperative.com or you can call the PAGE office at **800-468-9568**.

PROTECT YOUR BRAND

If you are committed to an environmental mandate, choosing the right paper that is made adhering to sustainable methods and practices is critical to your brand's reputation. At Catalyst Paper, we are a global leader in making paper the responsible way based on our commitment to manufacturing efficiency, verified chain of custody and environmentally sound paper operations. When your brand matters, choose Catalyst Paper.



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PRESIDENT'S COLUMN

PAGE Can Help With Supply As Well As Price



BY BRANDON
EYERLY

Despite all the negative newsprint headlines we've been hearing, I feel there are some positive developments worth sharing. To date, we are still unaware of any PAGE member facing an inability to print due to the newsprint shortage. There were a few instances where members were down to their last few rolls, yet we were ultimately able to ensure each member's ability to print. Out of all the reasons to belong to a cooperative, I find this to be the most compelling. If newspapers, especially small papers, were forced to try to get newsprint on their own

without the buying power of a national organization, the outcome could have been dramatically different. Please join me in thanking



the PAGE staff and all of our newsprint partners for their help during what has been called the most challenging market in decades.

On another positive note, some additional relief appears to be on the way. One of our newsprint suppliers plans to begin producing new tonnes for our members soon (for more on this, please see John Snyder's column). This is an exciting development and would present at least a partial solution to the newsprint shortages facing our industry.

We've also heard that quite a few printers are stockpiling paper in response to the market shortages. While this exacerbates the market tightness in the near term, this provides some hope that these supplies will need to be worked down once the market finally stabilizes. In the meantime, PAGE will continue to work with our suppliers to ensure replacement tonnes for the newsprint suppliers that have left, or are planning to leave, the North American market.

And finally, I'd like to extend wishes for a happy retirement for PAGE staff members Joan Graff and Sharon O'Brien. PAGE and our members are stronger today as a direct result of your efforts. Many of us in the newspaper industry share a sense of pride and a strong feeling that we're a part of something much, much bigger than just putting ink on newsprint. As you reflect upon your years with PAGE, I hope you too will share in the satisfaction that you were a part of this important mission.