



Publishing Solutions

We are your complete print and delivery solution. BH Media Group Publishing Solutions manages the printing and delivery of the company's 32 daily newspapers as well as over 200 weekly newspapers. We offer a complete printing solution that can meet almost any web-offset printing need at one of our state of the art printing facilities in the Southeastern United States.

We can provide printed products in sizes meeting most customer needs and also offer stitch and trim capabilities, Ad Notes, inserting and packaging services.

We provide delivery services in selected markets. We deliver daily and weekly newspapers as well as a number of specialty products including phone books in the markets we serve.

In addition to BH Media Group newspapers we provide printing and delivery services for over 50 other newspapers including USA Today, Investor's Business Daily, the Newport News Daily Press and many weekly newspapers and specialty products.

Robert W. Rogers
Vice President
BH Media Publishing Solutions

BH Media Properties



North Carolina Consolidation

- ▶ Why consolidate operations?
- ▶ What BH companies are involved?
- ▶ What was the plan?
- ▶ How was it developed?
- ▶ Equipment selection?
- ▶ Building design?
- ▶ Progress to date?
- ▶ Pending items and go live?

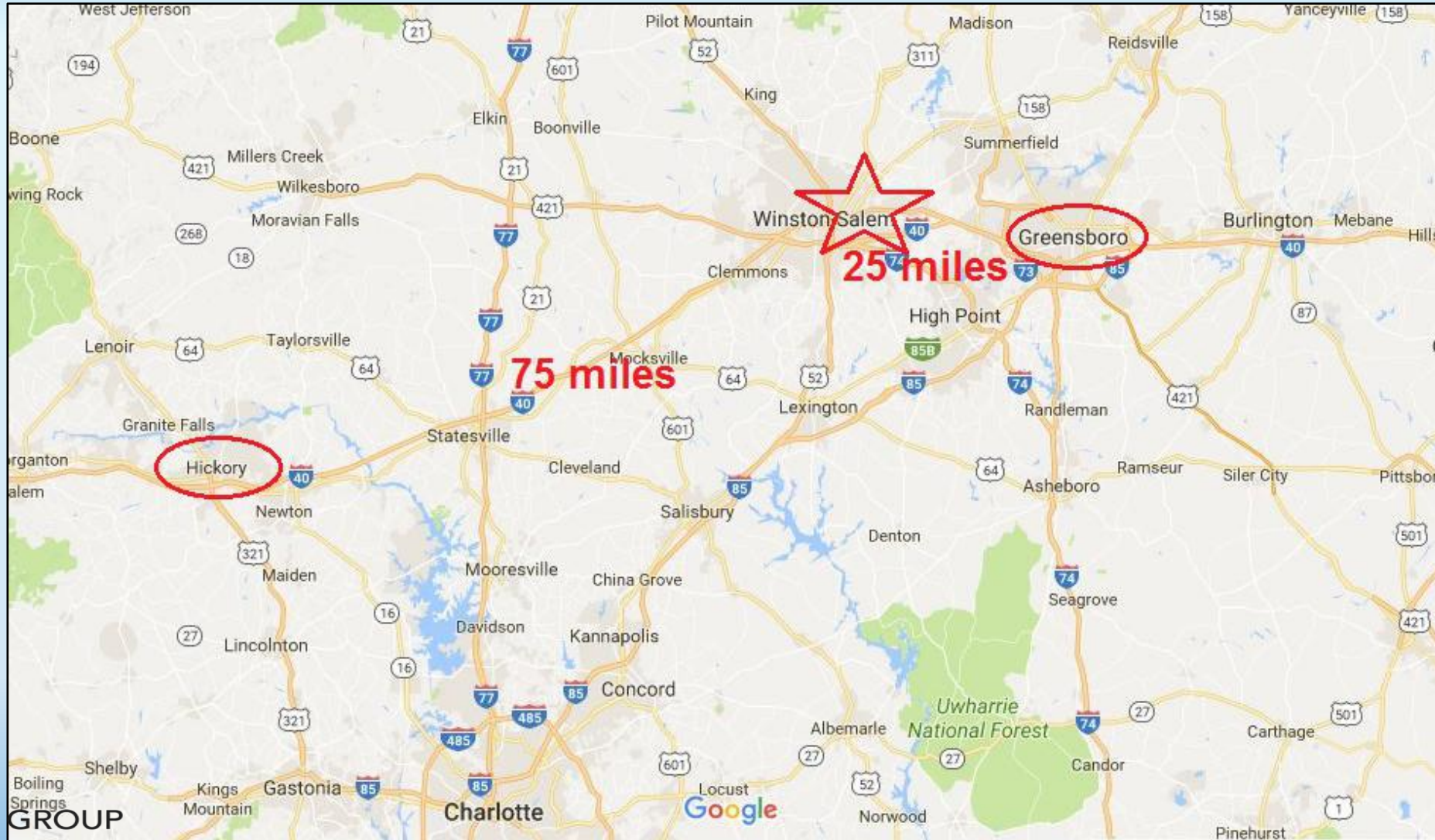
Why consolidate the operations?

- ▶ Catalyst for change - Capital needs
 - ▶ Hickory Fire revelations
 - ▶ Greensboro future capital needs
 - ▶ Continue to Leverage the current Mitsubishi Press and Winston Salem Facility
 - ▶ Address newspaper manufacturing for the future

What BH companies are involved?

- ▶ Winston Salem, NC
- ▶ Hickory, NC
- ▶ Greensboro, NC
- ▶ Statesville, NC
- ▶ Marion, NC
- ▶ Morganton, NC
- ▶ Mooresville, NC
- ▶ Reidsville, NC
- ▶ Eden, NC
- ▶ Danville, VA
- ▶ Martinsville, VA
- ▶ Franklin, VA
- ▶ 3 million in Commercial Revenue

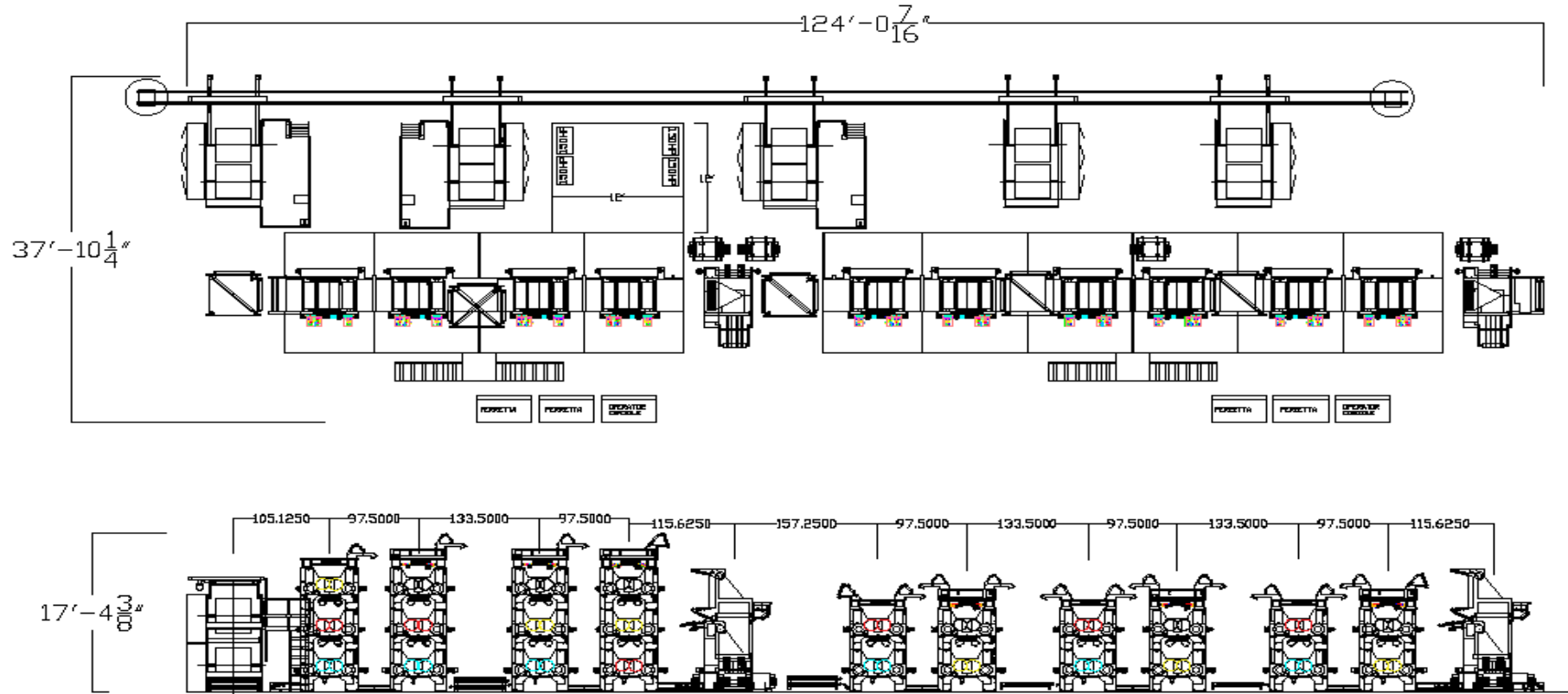
Current Project - Centralize Printing in Winston-Salem




What was the plan?

- ▶ Started almost three years ago with the Hickory Fire
- ▶ To fund a capital project we needed greater consolidation scope
- ▶ Sized the press and building to the minimum to satisfy the current needs. Realistic expansion approach. Build to the future reality.
- ▶ Secure a press needed to do the consolidated job. Looked at many options.
- ▶ Confidentiality paramount

Winston Salem Goss Urbanite



 impressions		BH East Coast	
DRAWN BY: CHECKED BY: APPROVED BY: WFG DA	STEVE SALVINO 	928116 	Preliminary DATE: _____ SHEET 1 OF 1
			DO NOT SCALE

WINSTON-SALEM JOURNAL

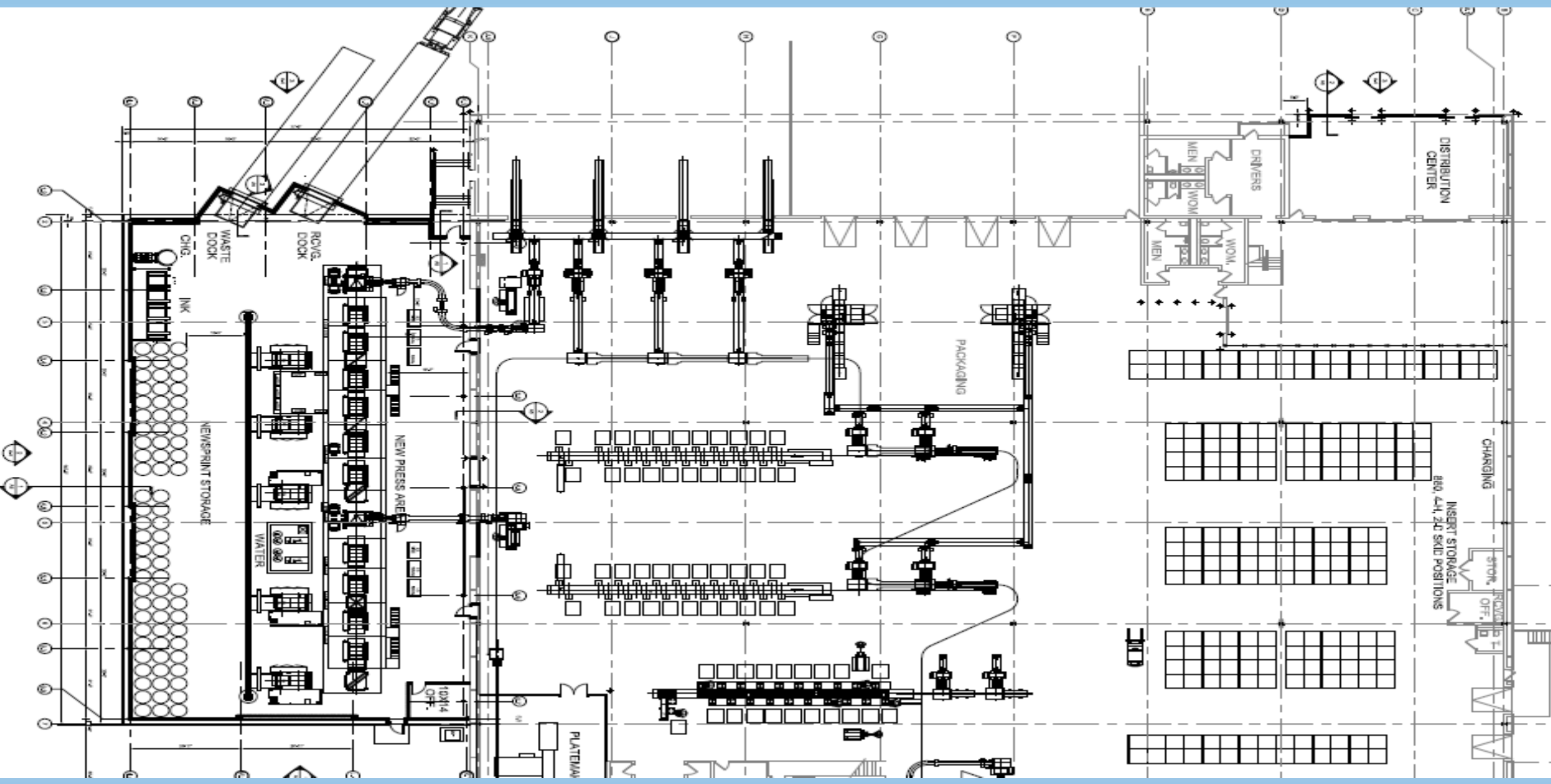
- 24-unit, 2-folder reconditioned Goss Urbanite press
- Required a building expansion at our existing production plant





WINSTON-SALEM JOURNAL







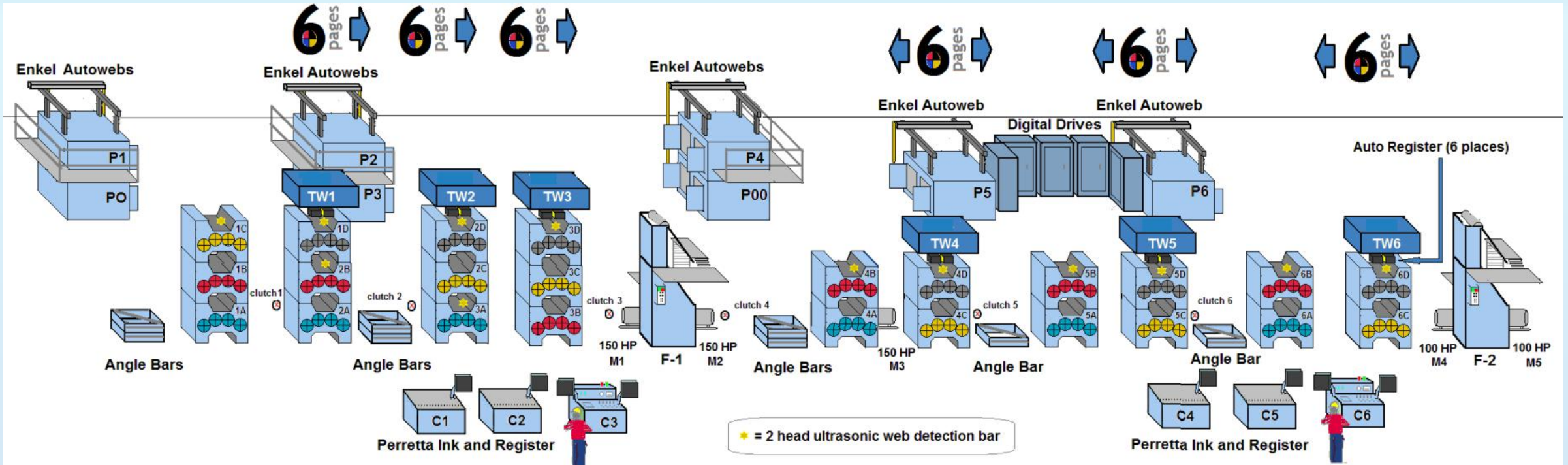




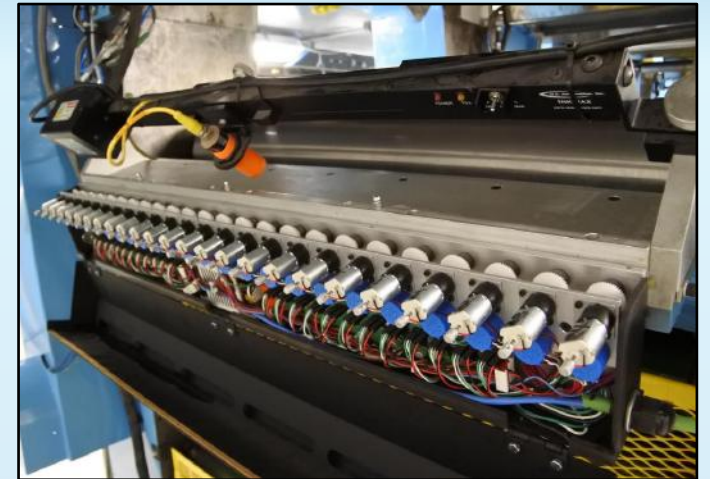








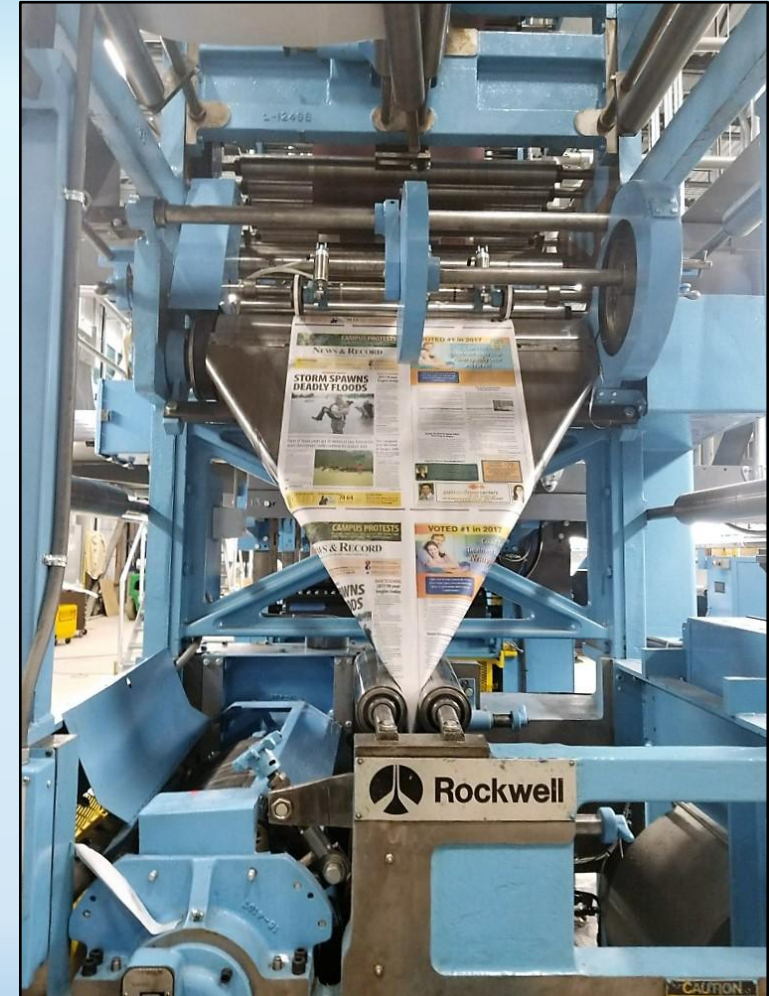
- Maximum 72 broadsheet pages all in full color; or
- Double out with two products each with up to 36 pages all in full color







- Continuing print in Greensboro and Hickory
- Building expansion complete in Winston-Salem
- Mechanical test runs complete
- Centerline testing complete
- Print testing underway
- Training continuing



1. Complete test runs and reach On Edition
2. September Move pre-runs to Urbanite press
3. September Move Greensboro main to Urbanite press
4. October Move Hickory main and other products to Urbanite press
5. Develop Plans to Remove presses in Greensboro and Hickory 2017/2018

Thank you! Questions?

Robert W. Rogers
Vice President
BH Media Publishing Solutions