

ING summit a 'vital cog' Sponsors weigh in on their continued support

► NEWS & TECH STAFF REPORT



ING 2019 will soon kick off. The networking summit is happening Oct. 4–5 at Chicago's Wyndham Grand Chicago Riverfront.

The International Newspaper Group's summit, which the group deems the only leadership networking event for newspaper production, operations and logistics leaders, is held around the same time as PRINT 19 (Oct. 3–5 at Chicago's McCormick Place), the signature event of the Association for PRINT Technologies (APTech). Participants will recognize the shared name the partnered events bear, ING/PRINT 2019.

As a sponsoring partner of ING 2019, PRINT 19 is providing newspaper execs a pre-show, guided tour of the show floor for a behind-the-scenes peek at the latest in print and graphic tech and free exhibit hall

admission during show hours.

This year's keynote speaker will be Keni Thomas, author, motivational speaker and decorated former Army Ranger. Thomas was a part of the "Black Hawk Down" mission in Somalia in 1993. Other keynotes are Jason Taylor, president of New Media Investment Group Ventures and GateHouse Live Promotions and Events, and Joe DeLuca, executive vice president and general manager of the Times Publishing Company. Also on tap are employment attorney Dee Anna Hays, on OSHA and legal marijuana, and labor expert TJ Freno, on attracting, rewarding and retaining top talent.

In the lead-up to the event, News & Tech talked to ING sponsors about their participation in the summit. We asked them:

Why did you sponsor ING and what do you hope to achieve with your company's participation?



Billy Calva

Burt Response Center Manager

Burt Technologies

Burt Technologies sponsors the ING conference to show our support and commitment to the transforming newspaper media industry.

ING/PRINT continues on page 3

Back in the day, all you needed to make a sale was an expense account and a penchant for ass-kissing.

Sigh.



The good old days are what got us to this point: bankruptcies, buyouts, diminished revenues. To continue with business-as-usual will just get us more of the same. In order to survive, to thrive even, we must change what we offer our customers. New products based on their needs, not our capabilities. New solutions rooted in digital technology. We must be innovative, fearless, un sentimental. PRINT® 19 will be a forum on this brave new world. See you there.



OCTOBER 3-5 | Thursday-Saturday | McCormick Place North | CHICAGO

Register now at PRINTevent.com

ING from page 1

Burt Technologies has been providing the leading packaging and distribution software since 1985 and continues to provide automated solutions to enable our clients to work more efficiently. Several Burt clients like McClatchy, Gannett, Cox, Digital First Media and Advance Central Services have insourced or outsourced the production of other newspapers' insertion and commercial print jobs using Burt software solutions to help reduce costs.



Richard Prins
Sales Executive
Cellmark Recycling

CellMark Recycling is a full-service organization that consists of a network of offices and production facilities across North America, Europe, the Caribbean, South America and Asia. We have approximately 200 employees dedicated to buying, selling, producing, financing and transporting recycled fiber, plastics and metals across the globe. We are active in over 40 countries and maintain 30 sales offices.

Cellmark handles the Recycling programs

for over 110 pressrooms and have it down to a science.

We are sponsoring to support the papers we already have and to get more business.



Dave Gilmore
Vice President of Sales
imPRESSIONS Worldwide

imPRESSIONS Worldwide has been an attendee at ING for many years. In more recent years, we have felt the need to elevate our support and participation as this conference has become a vital cog in our industry. Providing sponsorship funding is a way of showing our commitment to the event, ING board and to the attendees.

In Chicago, we can discuss our engineered approach to new and used press sales with key industry decision-makers. We are in our 25th year and have executed over 1,500 single wide press projects. We have added to our product lines and partnerships to include commercial heatset and variable repeat web offset packaging, securities, pharma and

business forms printing sales. Representing ContiWeb, Goss China and DG Press Services, we are expanding our reach and offering new products and services.

Our sponsorship will support networking opportunities with other leaders to share experiences, ask questions, provide answers, but above all, to develop new relationships and strengthen existing ties.



Ron Sams
Vice President
of Sales
Manroland Goss
Group Americas

The newspaper industry is in a very fluid state today and there is significant pent up demand for aftermarket support solutions at a time when their print facilities face unprecedented utilization rates. manroland Goss Web Systems (MGWS) is focused on building a broad range of support solutions to meet this challenge. ING continues to be the networking event of the year, where newspa-

ING continues on page 4



SLP COMMITMENT:

To our customer partners.

Our customers are indeed our partners, and we are honored with that distinction. That is why we are committed to print, committed to serving your organization. To be there when you need us. Standing behind what we say and what we promise.

To our newest customer partners.

We are also proud and honored to extend that commitment to our newest customer partners: users of *Presstek* and *Anocoil* wet offset thermal and violet lithoplate flagship products like *Nyro* & *Gem*. We welcome you to SLP and pledge to provide you with the highest quality, value and performance that are the hallmark of Southern Lithoplate.

We hear you. We are here for you. We are Southern Lithoplate.

SLP stands ready to meet your changing needs with an expanding portfolio of technical support, quality consumables, strategic solutions and 24/7 response... all designed to help your operation run smoothly, continuously, and as profitably as possible.

Lean on SLP. We are here for you.



www.SLP.com
800-638-7990

ING from page 3

per industry leaders congregate to share their needs and success stories with each other and their valued suppliers. MGWS is very pleased to be a sponsor and looking forward to this year's program!



Jeff Vander Weert Jr.
President

Platesetter.com

Platesetter.com proudly sponsors

ING to demonstrate our dedication to the newspaper market segment.

As a sales and service leader in the used CTP sector, it is important for us to establish new relationships while solidifying our commitment to our existing partners. Keeping a pulse on the newspaper industry allows

Platesetter.com to accurately predict market trends and better meet our customers computer-to-plate and budgetary requirements.

The Siebold Company, Inc.



Richard Palmer
Senior Vice President
The Siebold Company

Sponsoring the 2019 ING Summit at the highest level was an easy decision for us and consistent with our long-term commitment to continue investing

in print and supporting our newspaper customers. As the primary networking event for newspaper production, operations and logistics executives, it is the ideal venue for us to listen to our customers and fellow vendors to determine where to focus our resources.

Past ING conferences have guided us to invest in press parts support and led us to increase our parts inventory by acquiring several parts companies, including Smith Pressroom Products, DGM, DR Press Equipment and Lion Web Components.

Along with identifying and addressing the industry need for better parts support, we have developed a strategic partnership with Q.I. Press Controls/EAE to help our customers improve their print quality and lower their overall production costs. To help our customers grow, maintain or consolidate production, we also offer a wide variety of press services, including press audits and valuations, press equipment, press service,

press reconfiguring and press relocation services.

During the 2019 ING summit, I will be joined by fellow TSC team members Beau Campbell, Bruce Barna, Bob Hallstrom and Cameron Nelson.

We look forward to Jason Taylor's keynote speech, participating in all of the sessions, and to exchanging information with our customers and fellow vendors.

We hope to see you there!



Michael Pavone
COO

AH Tensor International

The ING conference gives Tensor an opportunity to have thoughtful conversations with key production executives in the newspaper industry. Many ING members are considering a move from large double-width presses towards single width. At Tensor International, we have a full complement of single presses to offer, including our new 42" 3-wide Tensor TXL press. The TXL gives printers all the advantages of a double-width press, plus the unique capabilities of a variable web width single-width press.



John Corcoran
Vice President of Sales
US Ink

US Ink has been a longtime sponsor to the ING meeting. We continue to be a sponsor for this meeting because of the importance it brings to our industry. There are very few opportunities were a group of key operations executives and suppliers can openly discuss the current issues we all face in today's market.

As a supplier, our objective at this meeting is to obtain a better understanding of the needs of our customers and the direction they are taking their business. With this understanding, we can develop a plan to better serve our customers.



Ron Ehrhardt
Sales Director
- Americas
DCOS Automation

DCOS recognizes the importance of industry conferences like the ING, which gives an opportunity to discuss our products with key industry executives. DCOS is celebrating our 15th year in operation. In the past, year we have had tremendous success in the U.S. market and worldwide. Our capabilities, which include drive and controls retrofitting, and closed loop automation, are the perfect fit for printers seeking a long-term solution to their printing press needs. Making presses easier to operate at efficient manning levels, upgrading obsolete and unsupported systems and significantly lowering waste are the proven strengths we bring to the newspaper industry. ▲