

Spotlighting vendors ahead of ING/PRINT 2019

► BY KIRSTEN STAPLES CONTRIBUTING WRITER

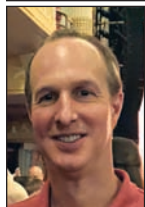
With **ING/PRINT 2019** summit less than three months away, International Newspaper Group President Russ Newton is shining the spotlight on vendors and their place in the industry.

“Support from vendors has always been critical, but is even more important today. With the challenges our industry has faced over the past ten years, there are fewer vendors out there to choose from,” Newton says. He says vendors today, like most in the changing industry, are called on to strive. “Critical parts and the ability to get them to us quickly were always a challenge, but with fewer vendors out there, it is even harder to get parts quickly. Twenty-four-hour access is something we need available from most vendors,” said Newton, who in addition to his ING work is also general manager at Bay Area Production Services, in the San Francisco Bay area.

ING/PRINT 2019, a networking summit for print production, logistics and operations executive leadership, will take place Oct. 4–5 at Chicago’s Wyndham Grand Chicago Riverfront.

The ING 2019 summit will be 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).

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?**



Bob Behringer
President
Prestelligence

We chose to sponsor ING to show our support and commitment of the evolution of the newspaper industry. Our software solutions like News-

Xtreme and NewsXtreme LITE allow printers of all sizes to streamline their production, and NewsXtreme Portal creates efficiencies for the commercial jobs that most printers need to sustain their operation. Sponsoring

ING gives Prestelligence a platform to talk about our services so we can respond to the industry trends with new software and services.



Gary Owen
Sales Director – Mailroom
Solutions
Muller Martini Corp.

ING is a gathering of the key operations executives that Muller Martini partners with in our daily business. This annual opportunity to gather and share ideas all in one location with our industry colleagues is essential to maintaining and growing these alliances. We trust this will continue at this year’s ING event and look forward to doing so together with our clients and industry partners.



David Gilmore
VP Sales

imPRESSIONS Worldwide

imPRESSIONS Worldwide views ING as the premier North American newspaper conference. Here we can discuss our engineered approach to used press sales with key industry decision makers. In our 25th year, we are grateful for having executed over 1,600 newspaper-specific projects. Recently we have expanded into commercial heatset and variable repeat web offset packaging, securities, pharma and business forms printing sales. Representing both ContiWeb and DG Press Services, expanding our reach and opening new revenue opportunities.

KOENIG & BAUER

Eric Frank
SVP Marketing
Koenig & Bauer

Since Koenig & Bauer was founded over 200 years ago, we have supported the newspaper industry, which continues today. We believe it is important to sponsor ING/PRINT 2019 because it is a key event for networking between colleagues discussing print production case studies, and allows operations executive leadership to experience our commitment and staunch support for the newspaper industry. As a sponsor, we will discuss our product offerings, such as press rebuilds, machine upgrades, current press relocation projects and unique spare parts programs for Koenig & Bauer presses as well as other press manufacturers’ equipment. We enjoy partnering with our customers, working one-on-one with them on new applications, continuing to develop relationships and understanding their current and future goals. The newspaper industry is always evolving and our motto “we’re on it” supports our products and services to be a trusted advisor to our customers. We look forward to seeing everyone at ING/PRINT 2019 and discussing our newest service offerings.



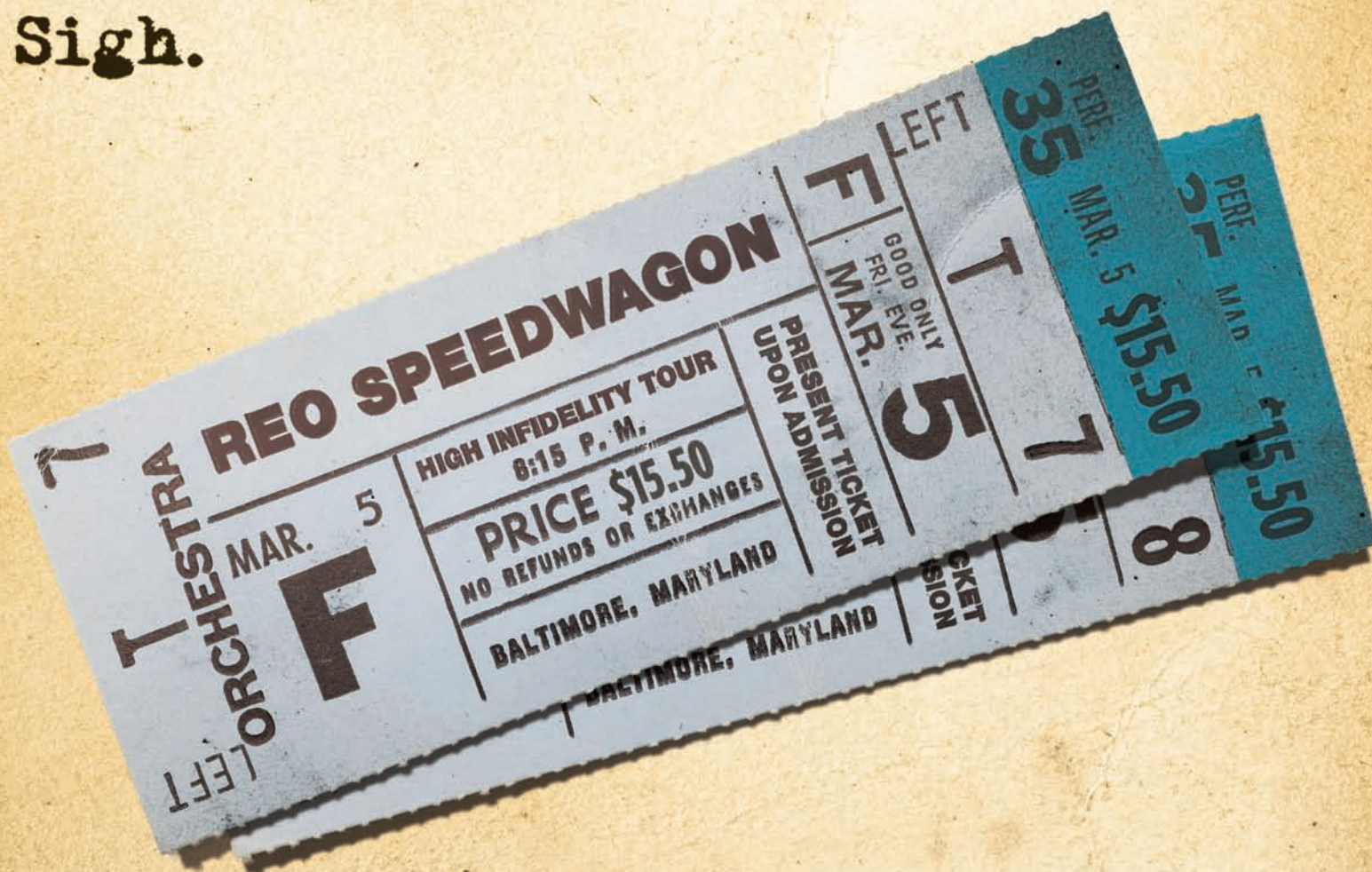
Menno Jansen
Chairman
QIPC-EAE

QIPC and EAE participate and sponsor newspaper industry events because we believe in the traditional print industry and predict it will still flourish for at least another decade or so.

Conferences like ING allow industry executives to meet and share information and ideas. We also listen to the changing needs in the industry, and it helps us modify our business model accordingly.

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, unsentimental. 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

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FUJIFILM

Value from Innovation



Lane Palmer
 VP Newspaper Sales
 FUJIFILM North America Corporation
 Graphic Systems Division

Fujifilm sponsors the ING Leadership Networking Summit to support one of the industry's top events of the year. It's very important for Fujifilm to be part of ING's event to not only network with the industry leaders, but to also assure Fujifilm is hearing the latest industry trends and direction.

Plumtree Company

Julian Cooper
 General Manager
 Plumtree Company

Plumtree Company, the leader in laser copy-counters and production "counting" equip-

ment, is a proud sponsor of ING. Participation is an easy choice given the production/operations focus of the group. "Efficiencies in production" is a shared concern for ING and Plumtree Company.



Steven Mattingly
 Senior Vice President
 Southern Lithoplate

The core reason I joined the ING board three years ago and continue to invest as both a platinum and keynote sponsor at ING 2019 is to ensure our industry has access to The Best peer-to-peer networking, ideas, and resources possible.

Southern Lithoplate, "SLP," is the sole re-

maining, privately held lithoplate manufacturer in North America. Our market-leading thermal develop-on-press Liberty NXP CtP plate is the market's go-to printing plate. Our SLP Solutions Technical team with 24/7 tech support provides the very best in service and support for today's newspaper production operators. We passionately couple our solid commitment to the industry with our people, technologies, products and services.

Our 2030 goal is to defend our position as the right arm for North America's newspaper and cold web print production leaders.

Some smile when I say this, given the evident decline of print. Our clear perspective is that our industry is not dying; it is evolving much the same as a caterpillar cocoons and then emerges as a monarch butterfly. It may be tight right now. As for SLP, we continue with purpose and passion. ING/PRINT 2019 will deliver three power-packed keynote speakers, specialty panels and second-to-none executive networking opportunities. See you in Chicago. ▲



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 *Nytro* & *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



Leadership Networking Summit

The ONLY Leadership Networking Event for
Newspaper Production/Operations/Logistics Leaders

October 4-5, Chicago – Wyndham Grand Chicago Riverfront

**MUST
ATTEND EVENT!**

Early Bird Discount – 15% Off! - <https://internationalnewspapergroup.org>

The ONE gathering where every single production exec attending will bring home information, answers and contacts crucial to the well-being of their operations.

Keynote Speakers



Mr. Jason Taylor

Presentation: Leadership, Revenue, and Cost Management in a Consolidating & Declining Market Space

President of New Media Investment Group Ventures, and President of GateHouse Live Promotions and Events. Previously President of GateHouse Media's Western U.S. Publishing Operations.



Mr. Joe DeLuca

Presentation: Embracing the Challenge & Leading the Charge – Current state of demand for our product; Technologies impact on customer behavior and perception of our industry; The path forward

Executive Vice President and General Manager of the Times Publishing Company with overall responsibility for leading the Times strategic planning team and execution of the business strategy across the organization.

Keynote Lunch Motivational Speaker



Mr. Keni Thomas

Presentation: "Get It On! What It Means To Lead The Way."

Author, speaker, musician, decorated former Task Force Army Ranger, Keni is a graduate of the University of Florida, and the recipient of the bronze star for valor.

Mr. Thomas delivers a message that will inspire and stimulate you with valuable lessons from Black Hawk Down: *"Leadership has never been about the rank or the position you hold. It's about the example you set. There are people to your left and to your right who are counting on you and its up to you to deliver. But you will only be as good as you prepared yourself to be."*

Legal Expert



Ms. Dee Anna Hays

Presentation: OSHA, Labor Law, Hot Off the Press Updates

Dee Anna Hays is Board Certified in labor and employment law by the Florida Bar. She has been representing employers in all aspects of labor and employment law compliance and litigation for over 11 years.

Labor Expert



Mr. TJ Freno

Presentation: Attract, Reward, Retain Mfg. Talent in Today's Market

TJ, Manager of Strategic Programs, Orion Talent, helps companies acquire skilled professionals using targeted strategies for optimizing recruitment processes, finely matching employment opportunities with candidate skills.

Expert Panels

International Print Peers: Quality, Cost, Expertise

Mark Hall - ING Vice President, Panel Facilitator
Regional Manufacturing Director – Postmedia Network Inc. - Responsible for Production and Prepress operations in Ontario, Mark has 37 years of involvement in the industry.

Logistics & Distribution- Meeting Today's Demands

Russ Newton - ING President, Panel Facilitator
General Manager – Bay Area Production Services (Hearst), Previously, Executive Director of Operations – Hearst, Publisher – San Diego Union Tribune.

Profits from Nothing, Zero Waste

Joe Bowman - ING Immediate Past President, Panel Facilitator
Vice President, Operations – The Plain Dealer Publishing Company, Cleveland, OH. Previously Vice President of Operations at the Miami Herald, as well as Director of Production for Knight Ridder Inc.

Network Sessions with Fellow Execs

Friday, October 4

- Local Tour of Chicago Tribune Freedom Center (optional)
- Guided Tour at PRINT 19 Show Floor (optional)
- ING Opening Networking Reception & Dinners

Saturday, October 5

- Networking Sessions – Morning & Afternoon
- Networking Reception & Dinners

REGISTER TODAY!

15% Early Bird Discount:
<https://internationalnewspapergroup.org>

**ING Summit Accommodations –
Wyndham Grand Chicago Riverfront:**
www.BookMyRoom4ING2019.com

PRINT19 Attendee Exhibit Registration:
FreePRINT19ExhibitHallRegistration.com
(for newspaper executives)



October 4-5, 2019

PRINT19

October 3-5, 2019

Come a day early and see the latest in print and graphic technology at PRINT 19 at McCormick Place.