

## New on tap at ING 2020

► NEWS & TECH STAFF REPORT

The **ING 2020** Leadership Networking Summit will be at LondonHouse Chicago hotel on the Chicago Riverfront Sept. 18–19.

News & Tech is collaborating on a core component of ING program content, “All Things New.” Mary L. Van Meter, publisher of News & Tech, will co-host the inaugural “All Things New World-Wide” panel.

Also on tap: Jeff Saturday, NFL Pro-Bowl, All-Pro center formerly with the Indianapolis Colts and Green Bay Packers giving the keynote talk and a “Playbook” workshop.

The event will also see the launch of the first annual ING/E&P Operations All Star Excellence Awards.

Info on the event is at [InternationalNewspaperGroup.org](http://InternationalNewspaperGroup.org).

### Print-centric

ING 2020 is the only gathering where “print-centric” leaders can meet, network and share best-in-class ideas, say organizers. It’s not a tradeshow; there are no booths to visit, but a leadership networking conference.

Inspired by heightened interest among newspaper production leaders in harvesting new ideas from around the country, the ING board has added two new directors since last year’s event: Janet Owen and Kim Reddington.

Owen’s current tenure at the Las Vegas Review-Journal was preceded by three years at the Register Guard in Longview, Texas. In addition, she worked in management at the Wall Street Journal, Minneapolis Star

Tribune, Los Angeles Times, San Jose Mercury News, USA Today, Eugene Register Guard and Fresno Bee.

Reddington is national director of diversity and strategic alliances at United Scrap Metal, now recognized as the largest aluminum lithographic plate recycler in the country. Reddington served as an influential networking panel leader during the 2019 ING summit, according to the group.

News & Tech got a few perspectives from Owen and incoming ING President Mark Hall.



**Janet Owen,**  
vice president  
production, Las  
Vegas Review-  
Journal

**N&T: What technology trends are you watching for 2020?**

**Owen:** We, like everyone else, are watching the digital trends of which there are so many and are ever changing. Videos, social media, e-editions, electronic kiosks for advertising and a host of others that I cannot even begin to name are all being looked at, tried, and in many cases, implemented.

**N&T: What’s your biggest prediction for 2020?**

**Owen:** I believe we are going to see a faster slide-out of print and into digital. This is not easy to say, but true.

**N&T: The industry as a whole is involved in a daily battle, from aging equipment to revenue challenges. What is one of your priorities?**

**Owen:** We find ourselves in a situation where we are dealing with aging and obsolete systems. While our circulation is falling, our print requirements are expanding through commercial work. So the option of trying to get through with what we have is no longer an option. We are looking at alternatives to obsolete systems and have replaced a few in the last 12 months. Unit press drives are a big issue now that they are obsolete. This is a huge expense so we are looking at options that can minimize that expense and keep us going for the long term.

We are also trying to find unique alternative uses for our presses (both cold web and UV) that may help to drive sales and build a new niche in the world of commercial print. We are finding there is a need for various types of printing on newspaper presses such as menus and specialty publications. We are fortunate to have stitcher/trimmers available for use. We need to learn how to maximize the equipment, which is asking people/employees to get out of their comfort zone.

**N&T: Why is ING 2020 important to you?**

**Owen:** So many people and organizations around the country are going through dramatic change. As a result, many get very creative. It is always good

to hear from these people and maybe learn about something we, too, are capable of doing but just hadn’t thought of yet.’



**Mark Hall,**  
director manu-  
facturing, Eastern  
Canada Islington  
Printing, division  
of Postmedia  
Network, To-  
ronto

**N&T: What technology trends are you watching for 2020?**

**Hall:** How lifestyle analytics are being leveraged to sell to manufacturers and change marketing and how it will affect traditional insert revenue.

**N&T: What’s your biggest business prediction for 2020?**

**Hall:** Pressures on print industry to reduce/limit raw material usage and engage in maximizing sustainable recycling.

**N&T: The industry, as a whole, is involved in a daily battle, from aging equipment to revenue challenges. What is one of your priorities?**

**Hall:** Attracting new commercial business to fill available production time.

**N&T: Why is ING 2020 important to you?**

**Hall:** This is the best opportunity to engage with both peers and vendors to explore new opportunities and hear of positive successes. ▲