

# Exhibitors For The NNA's 129th Annual Convention & Trade Show

**Show Me the Future of Newspapers!**



## 2015 Trade Show Exhibitor List

### 90Grand.com

Roger Maggio  
333 Sylvan Avenue, Suite 220  
Englewood Cliffs, NJ 07632  
201-503-0001 x302 • roger@90Grand.com

#### Booth 404

Most rewards or loyalty products and programs are "loss leaders" and have little meaning to subscribers. Our rewards / loyalty products are high perceived value licensed iconic photographs, spanning 60 years. Our program will increase your subscriptions and renewals, extend your brand and generate recurring revenue (commissions) for your newspaper(s) in perpetuity.

**90grand.com**

### AdvicelQ

Tom Morgan  
1500 Broadway, Suite 3300  
New York, NY 10036  
646-867-8190 • tmorgan@advicelq.com

#### Table 5

AdvicelQ is digital home to a range of personal finance and investment content, including daily articles, advisor rankings, and the Web's flagship consumer directory of trusted advisors. Lead by former Wall Street Journal senior editor, Larry Light, AdvicelQ places journalistic independence as the cornerstone of a mission to syndicate articles written by financial advisors who inform millions, ensure trust and bring the value of trusted financial guidance into focus with the American investing public.

**AdvicelQ.com**

### Affinity Group Underwriters

Tom Wyss  
4510 Cox Road, Suite 111  
Glen Allen, VA 23060  
804-273-9797 • twyss@affbc.com

#### Booth 504

Affinity Group Underwriters, an Allied Member since 2001, offers group life and health insurance programs for employees and subscribers of NNA publications. We help you save money on your group health and other employee benefits. We also develop and manage affinity group insurance plans for your subscribers that can generate revenue for you and add value to your subscription offer.

**affinitybenefits.com/nna**

### AMG | Parade

Molly Morton  
2451 Atrium Way, Suite 320  
Nashville, TN 37214  
615-440-5522 • partners@athlonmediagroup.com

#### Booth 500

AMG | Parade celebrates your community, your health, your love of food, your passion for the game and your favorite personalities with our collection of newspaper-distributed magazines: American Profile, Athlon Sports, Parade, Relish and Spry Living. We are committed to supporting the industry that is crucial to the success of communities across the country.

**amgparade.com**

### Bar-Z

Lee Little  
3811 Bee Caves Road, Suite 209  
Austin, TX 78746  
512-732-0135 • info@bar-z.com

#### Booth 505

Bar-Z offers a variety of unique digital solutions for the publishing industry that are designed to generate revenue. Customized responsive design websites and native apps for iPhones, iPads and Android devices help grow audiences and create new ad sales opportunities. Products include digital marketplaces, any type of guide, coupon and deal apps, readers' choice competitions, loyalty programs and more. **bar-z.com**

### BENN

Jack Ratzsh  
358 North Shore Drive, Suite 300  
Pittsburgh, PA 15212  
410-625-6425 • jack@blockonline.us

#### Table 7

BENN increases digital revenue for over 200 community news sites across the US. Get digital dollars that would normally bypass your market completely. No fees of any kind to our partners. For sites that qualify BENN can also eliminate the expense of delivering content digitally by providing a complete web platform optimized for mobile with hosting & support at no cost. **blockonline.us**

### Creative Circle Media Solutions

945 Waterman Ave.  
East Providence, RI 02914  
401-455-1555 • bill@creativecirclemedia.com

#### Booth 303

There is an alternative. We can grow your print or digital audience and revenue. We're also one of the industry's most innovative software firms, hosting much better web sites. Our QuickAds and NativeNewsQ platforms are two sure-fire new revenue streams that aren't available anywhere else. We're also announcing a new editorial print production system to help lower your legacy costs. And if you'd like to increase your print circulation again, we can do that, too!

**creativecirclemedia.com**

### Dirxion

Brandon Mitchener  
1859 Bowles Ave., Suite 100  
Fenton, MO 63026  
636-717-2378 • brandon.mitchener@dirxion.com

#### Booth 105

Dirxion is transforming the way people access written information by providing cost-effective digital publishing solutions that leverage and optimize print online. We provide e-Edition services for more than 150 local newspapers.

**dirxion.com**

### Eastman Kodak Company

David Stermer  
343 State Street  
Rochester, NY 14650  
303-888-6564 • david.stermer@kodak.com

#### Table 2

Kodak is a technology company focused on imaging. We provide - directly and through partnerships with other innovative companies - hardware, software, consumables and services to customers in graphic arts, commercial print, publishing, packaging, electronic displays, entertainment and commercial films, and consumer products markets. With our world-class R&D capabilities, innovative solutions portfolio and highly trusted brand, Kodak is helping customers around the globe to sustainably grow their own businesses and enjoy their lives. For additional information on Kodak, visit us at kodak.com, follow us on Twitter @Kodak, or like us on Facebook at KodakNow.

**kodak.com**

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## Show Me the Future of Newspapers!



### Envision Delivery Systems

James Vaught  
3000 Custer Rd., Suite 270-501  
Plano, TX 75075  
214-493-3418 • jvaught@envisiondelivery.com

#### Booth 201

The Route Trax Single Copy Route Management Software System is an affordable, efficient, and user-friendly way to coordinate with your delivery contractors to track and maintain all your single-copy delivery system data.

[envisiondelivery.com](http://envisiondelivery.com)

### eType Services

Thad Swiderski  
P.O. Box 11590  
Austin, TX 78711  
512-687-9055 • thad@etypeservices.com

#### Booth 200

eType Services is a leading digital provider for small to medium newspapers in the U.S. eType Services' products and services are designed to eliminate the barriers to entry for small and medium-sized newspapers seeking to reach more readers—and increase revenues—through digital circulation. Our industry-leading e-Edition, Web and mobile products can be up-and-running quickly and do not require additional staff or infrastructure. Plus, we offer unlimited technical support, no startup costs and low monthly fees.

[etypeservices.com](http://etypeservices.com)

### Fake Brains Software

Lisa Pfeiffer  
791 SouthPark Drive, Suite 300  
Littleton, CO 80120  
303-791-3301 • sales@fakebrains.com

#### Table 9

For 24 years, AccountScout has been the 'Nerve Center' of newspapers, linking sales, accounting, and production. AccountScout increases efficiency with custom order screens and workflows. Arm your sales team with dashboards, tools, and task lists to exceed sales goals. Ask about our Online Marketplace solution for web and mobile classified orders. Access AccountScout in the cloud, on-premise, or both. Outstanding service, a rock solid product, and continuous product development, sets Fake Brains apart. FakeBrains.com

[fakebrains.com](http://fakebrains.com)

### Family Features Editorial Syndicate

Rebecca Cowley  
5825 Dearborn St.  
Mission, KS 66202  
913-563-4769 • rcowley@familyfeatures.com

#### Booth 305

As the industry leader in food and lifestyle content, Family Features provides media outlets nationwide with free, high quality content, on demand. From full-page Features to Mat Releases, Infographics and Online Video, we have editorial solutions to fit your format and outlet, whether it's print, or online.

[editors.familyfeatures.com](http://editors.familyfeatures.com)

### GateHouse Center for News and Design

John Reetz  
9001 IH-35 N, Suite 102  
Austin, TX 78753  
404-316-4759 • jreetz@gatehousemedia.com

#### Booth 604

The Center for News and Design in Austin, TX, is the hub for centralized page design, copy editing, content development and digital publishing for non-GateHouse and GateHouse newspapers across the country. We are a creative services organization fostering innovation, operational excellence and accountability that provides media and marketing companies with best-in-class content, design and marketing solutions. The center opened in May 2014 and has been growing ever since. It services more than 200 GateHouse newspapers today and also supports a growing number of commercial clients for print and digital services.

[centerfornewsanddesign.com](http://centerfornewsanddesign.com)

### HubCiti

Carol Evanicky  
7703 North Lamar Blvd, Suite 440  
512-633-4288 • cevanicky@scanseec.com

#### Booth 603

HubCiti is a complete mobile commerce and digital monetization platform that helps newspapers accelerate your digital transformation in a profitable and productive way. HubCiti includes a uniquely branded, multi-faceted, all purpose mobile application, digital services and adoption programs to ensure community usage and support. Your newspaper becomes the main focal point for all community information and digital promotional advertising. [cevanicky@scanseec.com](http://cevanicky@scanseec.com)

### Interlink, Inc.

Brad Hill  
P.O. Box 207  
Berrien Springs, MI 49103  
888-473-3103 • brad@ilsw.com

#### Booth(s) 400/401

Powerful, affordable circulation software expertly designed to simplify subscriber care and improve mailed delivery. We believe publishers and their subscribers are best cared for when the software used to manage circulation is designed specifically for newspapers. Publishers are free to focus on getting the newspapers into the hands of their subscribers knowing Interlink Circulation ensures postal compliance, best rates available, and improved delivery. [ilsw.com](http://ilsw.com)

### Jostens/Heritage House Publishing

Wally Malins  
100 West Broadway  
Marceline, MO 64658  
816-289-2048 • wally.malins@jostens.com

#### Booth 405

We work with newspapers to produce a pictorial history books and can make \$5,000 to \$50,000 in profits. This is a great public relations tool for your newspaper. [jostens.com](http://jostens.com)

### Kidsville News Inc.

Bill Bowman  
P.O. Box 53790  
Fayetteville, NC 28305  
910-222-6200 • bill@kidsvillenews.com

#### Booth 205

Kidsville News! proudly introduces to NNA publishers a new, "exclusive" low cost Newspapers and Education "Special Section" Insert Program specially designed for daily and weekly newspapers wanting a quality, fun and profitable revenue builder that's easy to sell. Founded in 1998, Kidsville News! continues to be the fastest growing educational niche publication in America. Come by Booth 205 and find out how your newspaper can bring this profitable "turnkey" revenue building Special Section to your community. Kidsville News! will easily and quickly develop new loyal customers, added sales and increased profits. Totally self-contained it includes: Full Color Content, Nationally Maintained Website, Electronic Online Edition with hyperlinks, Student/Teacher Worksheets and local CVC Audits. All inclusive at \$750 per month. Kidsville News! is licensed exclusively and is the only children's educational newspaper supporting the National Common Core State Standards and recognized by the Parents' Choice Foundation. Kidsville News! captivates and educates young children, teachers and parents while promoting, marketing and embracing your local newspaper, sponsors and advertisers. [www.Kidsvillenews.com/Cumberland.kidsvillenews.com](http://www.Kidsvillenews.com/Cumberland.kidsvillenews.com)

### LION Digital Media / LIONshare

Greg Griffin  
6100 219th St. SW, Suite 440  
Mountlake Terrace, WA 98043  
720-560-3050 • gregg@liondigitalmedia.com

#### Booth 402

Since 2006, LION Digital Media has championed the cause of digital advertising for local news and information web sites & mobile platforms and this work has now culminated in the creation of the LIONshare® Media Planner. With a premise that "all advertising is local" LIONshare® is a platform that makes it easy for marketers to access local publishers and their digital inventory - AND IT'S FREE. YES, FREE!

[liondigitalmedia.com](http://liondigitalmedia.com) / [lionshare.media](http://lionshare.media)

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## Show Me the Future of Newspapers!



Show Me  
The Future Of  
*Newspapers*

### Merrimac Software Associates

Tom Vachon  
P.O. Box 28  
South Tamworth, NH 03883  
603-323-5077 • sales@merrsoft.com

#### Booth 101

The Merrimac Publishing Manager is an integrated management system designed for small- to medium-sized newspapers and magazines. MPM was designed by publishers for publishers. Save money by increasing productivity, cutting production time, trimming overhead, increasing ad sales, improving collections, optimizing circulation and more!

[merrsoft.com](http://merrsoft.com)

### Metro Creative Graphics Inc.

Lou Ann Sornson  
519 Eighth Ave., 18th Floor  
New York, NY 10018  
800-223-1600 • lsornson@metro-email.com

#### Booth 605

Metro Creative Graphics, Inc. is a leading provider of advertising, creative and editorial resources designed to help media companies make money with their print, Web, social and mobile products. With an unparalleled dedication to providing the finest resources available for ready-to-use images, spec ads, ideas, stock-quality photos, logos/trademarks, auto manufacturer photos, marketing/sales materials, copyright-free editorial features, print templated sections, online e-Sections, and groundbreaking digital ad development tools—plus custom image, ad design and editorial services—Metro remains unmatched in serving the creative needs of today's media companies.

[metrocreativeconnection.com](http://metrocreativeconnection.com)

### Muller Martini

Cathy Roberts  
456 Wheeler Road  
Hauppauge, NY 11788  
888-2-MULLER • salesupport@us.mullermartini.com

#### Booth 202

As one of the world's leading providers of newspaper finishing equipment and services, Muller Martini engineers solutions that boost your newspaper mailroom's performance and productivity.

[mullermartiniusa.com](http://mullermartiniusa.com)

### MultiAd

Susan Wise  
1720 W. Detweiller Drive  
Peoria, IL 61615  
309-690-5324 • swise@multiad.com

#### Booth 600

MultiAd has been helping community newspapers be successful for 70 years—let our newest products improve your efficiencies and increase sales. Build print and online ads with royalty-free content with a pricing model that work for your budget with CreativeOutlet.com. Generate more revenue and help advertisers make the most of advertising budgets by accessing manufacturer co-op funds with Recas.com.

[creativeoutlet.com](http://creativeoutlet.com)

### Newsycle Solutions

Paul Mrozinski  
7900 International Dr., Suite 800  
Bloomington, MN 55425  
734-887-4400 • paul.mrozinski@newscycle.com

#### Table 4

Newsycle Solutions, which was formed by the combination of DTI, SAXOTECH, Atex AdBase and MediaSpan, delivers the most complete range of software solutions for the global news media industry, including content management, advertising, circulation, audience, and analytics. Newsycle is a trusted technology partner serving more than 750 media companies with 8,000 properties across more than 30 countries. For more information, go to:

[www.newscycle.com](http://www.newscycle.com)

### Newz Group

Ian Buchanan  
P.O. Box 873  
Columbia, MO 65205  
800-474-1111 • info@newzgroup.com

#### Table 8

Newz Group is a family-owned digital media technology and public relations company that offers a wide array of services such as comprehensive local and national print, online news and social media monitoring, public and legal notices, E-Editions and more.

[newzgroup.com](http://newzgroup.com)

### OwnLocal

Marla Gangat  
701 Brazos Street, Suite 1613  
Austin, TX 78703  
888-850-2497 • sales@ownlocal.com

#### Booth 104

OwnLocal is the automated digital ad agency for local media. We work with 2,000+ newspapers in the US, Canada, Puerto Rico and Australia to automate digital sales to local advertisers. Using technology we turn existing print ads into sophisticated digital marketing campaigns. Every year we add hundreds of thousands of dollars in new recurring revenue for our media partners.

[ownlocal.com](http://ownlocal.com)

### PAGE Cooperative

Joan Graff  
700 American Ave., Suite 101  
King of Prussia, PA 19406  
800-468-9568 • steve@pagecooperative.com

#### Booth 301

PAGE Cooperative was formed 31 years ago to help independently owned newspaper companies group their purchases to lower costs and improve services. Today, PAGE, a not-for-profit, member-owned association, has an extensive membership across all 50 states with 600 daily newspapers and more than 1,100 non-daily publishing facilities. With 200+ suppliers offering products and services ranging from newsprint to cloud computing, members turn to PAGE to ensure they get the best in price and service.

[pagecooperative.com](http://pagecooperative.com)

### Profitpackaging Newspaper Equipment

David George  
1202 Industrial Drive  
Warsaw, MO 65355  
816-258-1611 • profitpackaging@earthlink.net

#### Booth 601

Profitpackaging has been a leader for supplying quality distribution equipment to the newspaper industry for over 30 years. Specialties include Post It Note applicators, strapping machines and inserters. Complete turkey services are available from Profitpackaging. [profitpackaging.com](http://profitpackaging.com)

### Second Street

Nick Certa  
1017 Olive Street Mezzanine  
St. Louis, MO 63101  
314-884-7971 • nick@secondstreet.com

#### Table 10

#### secondstreet.com

Second Street is a software company that helps media companies increase advertising revenue, engage their audience, and grow their consumer database through online promotions, such as contests, ballots, quizzes, and more. Their new Data Suite allows media companies to build consumer profiles, create segmented audiences, and target consumers for their advertisers.

### SmallTownPapers, Inc.

Paul Jeffko  
217 W Cota St.  
Shelton, WA 98584

#### Booth 304

360-427-6300 • paulj@smalltownpapers.com

Discover America's Story is what you've been waiting for -- a way to generate new advertising revenue to support your archive digitization through a standardized sponsorship and packaged ad program which has strong appeal to advertisers.

[DiscoverAmericasStory.com](http://DiscoverAmericasStory.com)

### The Smithsonian National Postal Museum

Karen McCormick  
2 Massachusetts Avenue, NE  
Washington, DC 20002  
202-633-5062 • mccormick@si.edu

#### Booth 302

The Smithsonian National Postal Museum is dedicated to the preservation, study and presentation of postal history and philately. The museum has recently embarked upon a new project – telling the history of the America's Mailing Industry – past, present and future. Industry members are asked to submit their stories in text, photo or video format, to an on-line exhibit that will be hosted on the museum's main website. [postalmuseum.si.edu](http://postalmuseum.si.edu)

Continued 

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### SocialNewsDesk

Elisa DeFoe  
877-SND-3311 • edefoe@socialnewsdesk.com

#### Booth 300

SocialNewsDesk makes it easy for your newsroom to leverage the latest trends and innovations in social media as you manage all your social efforts from one place. Get an advantage over the competition with powerful curation tools and actionable analytics. Creative social sponsorship opportunities help attract advertisers. And, best of all, every SocialNewsDesk client is matched with a dedicated social media expert. At SocialNewsDesk, we share your passion for news.

**SocialNewsDesk.com**

### Steel City Corp.

Jim Smith  
1000 Hedstrom Drive  
Ashland, OH 44805  
800-321-0350 • jsmith@scity.com

#### Booth 502

Manufacturer and distributor of complete line of home delivery and single-copy supplies for paid and free distribution newspapers. Included among the offerings are motor route tubes/polybags/rubber bands/vending machines/in-store displays/bulk distribution racks.

**scity.com**

### Tecnavia

John Harrison  
13965 W. Preserve Blvd.  
Burnsville, MN 55337  
952-435-6744 • damato@tecnavia.com

#### Table 1

This year brings major updates to Tecnavia's innovative electronic publishing services. A single-sign-on process and Web story metering tools provide flexible controls over content. Subscribe to Web, eEdition or print individually or in bundles. For eEditions, a completely new version of our eEdition will be shown. Publishers reshape print-replicas on multiple devices, in new interactive ways. From Tecnavia's app division, new iOS and Android apps that combine eEditions with dynamic content!

**tecnavia.com**

### The Writers Block

Tina O'Rourke  
PO Box 145  
Peterborough, NH 03458  
603-562-9782 • tinaor1012@gmail.com

#### Table 3

The Writers Block will be a bi-monthly syndicated column featuring a rotating cast of best-selling authors writing 800-word essays on the broad theme of everyday life in our communities. The essays will be original material available exclusively to local newspapers at a low cost through a shared network. TWB is in development now, so please stop by and share your thoughts.

### TSYS Merchant Solutions

1601 Dodge St.  
Omaha, NE 68102  
402-574-7263 | mneumann@tsys.com

#### Table 6

TSYS Merchant Solutions is a top 10 payment processor with 30 years experience delivering unparalleled customer service and end-to-end payment solutions to businesses.

**tsysmerchantsolutions.com**

### TownNews.com

Gary Sosniecki  
1510 47th Ave.  
Moline, IL 61265  
800-293-9576 • info@townnews.com

#### Booth 501

TownNews.com was born 26 years ago in the back shop of a Montana weekly. Today, our integrated digital publishing solutions power some of the most distinguished newsrooms in the industry. More than 1,600 daily, weekly, shopper, broadcast and web-native publications rely on us for their web, print, mobile and social media products.

**townnews365.com**

### USS Circulation

Micah Davis  
P.O. Box 625  
Morristown, TN 37814  
423-581-5916 • ceo@lcs.net

#### Booth 204

USS Circulation is circulation software designed with weekly newspapers in mind. Our user friendly system allows newspaper staff to easily enter new subscribers, receive payments, set up renewals, and process mail delivery. All this making life simpler and more efficient in the busy world of today's newspapers. With 35 years' experience in IT support for over 40 publications, our knowledgeable staff can help take your paper to new levels of efficiency!

**usscirculation.com**

### Vietnam Veterans Memorial Fund Faces Never Forgotten Program

2600 Virginia Ave., NW, Suite 104  
Washington, DC 20037  
202-393-0090 | hzimmerman@vvmf.org

#### Booth 602

This program is a campaign to find the remaining 15,000+ missing photos of service members whose names are on the Vietnam Veterans Memorial (The Wall) in Washington, DC. The goal is to put a face with each of the 58,307 names on The Wall to ensure that future generations never forget our heroes of the past. The photos are displayed in VVMF's virtual Wall of Faces ([www.vvmf.org/wall-of-faces](http://www.vvmf.org/wall-of-faces)) and will be displayed in the future Education Center at The Wall. Currently in the fundraising stages, construction on the Education Center is expected to start in 2018. Once the center is open in 2020, the photos will be part of a two-story digital display. All current conflict KIA since 9/11 will also be displayed for a time. In March 2014, NNA gave it's support for the project by communicating the need to find the missing photos to newspaper members and state press associations. Since the newspapers joined the effort, more than 8,000 photos have been found. Six states have found all their photos. Please honor our nation's heroes by helping find the remaining missing photos in your newspaper market or state.

### Waltery Insurance Brokers

Walter Coady  
7411 Old Branch Ave.  
Clinton, MD 20735  
800-638-8791 • business@waltery.com

#### Booth 100

Waltery is NNA's endorsed broker for libel insurance and property/casualty insurance. Waltery will exhibit NNA's libel policy along with their Property/Casualty program. Visit our booth to learn more and pick up your free souvenir T-shirt.

**waltery.com**

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**Show Me the Future of Newspapers!**



## 2015 floor plan

St. Charles Convention Center, North Hall, St. Charles, MO

Food & Beverage

Food & Beverage

105	205
104	204
102	202
101	201
100	200

305	405
304	404
302	402
301	401
300	400

505	605
504	604
502	602
501	601
500	600

- 10
- 9
- 8
- 7
- 6
- 5
- 4
- 3
- 2
- 1

North Exhibit Hall

