

# Exhibitors For NNA's 131st Annual Convention & Trade Show



## 2017 Trade Show Exhibitor List

### Affinity Group Underwriters

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

#### Booth 12

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](http://affinitybenefits.com/nna)

### AdWorks®/News-Net Inc.

1184 Speers Road  
Oakville, ON L6L 2X4  
Melissa Stolarz  
905-844-0524 | melissa@newsnet.ca

#### Table E

AdWorks®/News-Net Inc.—News-Net Inc. is a trusted software service provider to publications across Canada and the USA. Our software provides all the tools for efficient print and digital ad sales for daily, weekly and monthly publications. News-Net's flagship product, AdWorks®, is a full featured advertising system that includes ad sales, accounts receivable, live reporting and pagination integration. AdWorks® is designed to provide a seamless workflow across your organization. Other software includes MediaCRM™, Self-Service Portal, Digital Proofs, Digital Tearsheets, Ad Layout & Payment Solutions. Please see Melissa and Khymn at the booth or contact us.sales@news-net.ca for a demo and more information.

[newsnet.ca](http://newsnet.ca)

### Beyond Private Label

W237 N2920 Woodgate Rd., Suite 300  
Pewaukee, WI 53072  
Kevin Wendt  
262-522-1322 | kevin@beyondprivatelabel.com

#### Booth 28

Beyond Private Label (BPL) is a U.S.-based organization that enables companies to seamlessly and profitably offer and sell custom, responsive websites to their clients and prospects in a private label manner. Our goals are clear. Provide a great product that helps businesses become more successful, while maintaining a level of customer service that is second to none and creates a lifelong residual income stream for both our partners and ourselves. Our program is a true partnership in that we do not have minimums and setup fees for you to do business with us. We only profit when our partners do. We train and support sales teams to become comfortable and confident about offering our products. Once they're sold, we do all the work!

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

### Bluefin Technology Partners

89 North Main St.  
P.O. Box 1723  
Andover, MA 01810  
Steven Rosenfeld  
508 254 1927 | steve@getbluefin.com

#### Booth 27

Since 2007, Bluefin Technology Partners has been helping publishers enhance their classified presence in print, online, and mobile. Our industry-leading Bluefin Place Ad provides the best self-service place ad solution available. Bluefin Marketplace gives publishers an engaging online classified portal keeping advertisers and readers on your site. Bluefin's HTML5/responsive design technology provides a great user experience on all digital platforms.

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

### Creative Circle Media Solutions

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

#### Booth 1

Creative Circle can help you improve your content, grow readership and increase revenue - in print or online. We've developed new ways to make money online and our web software will blow your current web site away! Our software is innovative, easy, flexible and affordable. We have a long track record of success that includes the redesign of more than 600 print newspapers and now 250 websites.

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

### Eastman Kodak Company

343 State Street  
Rochester, NY 14650  
Patricia Coleman  
303-888-6564 • patricia.henahan@kodak.com

#### Booth 8

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](http://kodak.com), follow us on Twitter @Kodak, or like us on Facebook at KodakNow.

[graphics.kodak.com](http://graphics.kodak.com)

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## eType Services

1400 Crestwood Rd.  
Austin, TX 78722  
Thad Swiderski  
512-687-9055 | thad@etypeservices.com

### Booth 30

eType Service is a leading provider of e-Edition, websites, mobile apps and other digital products and services for community newspapers across the United States. eType Services' easy-to-use, affordable solutions help eliminate the barriers to entry for small and medium-sized newspapers seeking to reach more readers—and increase revenue—by uniting their digital and print strategies.  
[etypeservices.com](http://etypeservices.com)

## Fake Brains

791 SouthPark Dr., Suite 300  
Littleton, CO 80120  
Lisa Pfeifer  
303-791-3301 | sales@fakebrains.com

### Table A

Celebrating 26 years, AccountScout is the 'Nerve Center' of newspapers, linking sales, accounting, and production. AccountScout increases efficiency with industry-specific screens and workflows. Arm your sales team with dashboards and task lists to exceed sales goals. Ask about our Online Marketplace solution for web and mobile classified orders. Access AccountScout 'On-Premise' or 'On the Go' from the cloud! Outstanding service, a rock solid product, and continuous product development, sets Fake Brains apart.

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

## Family Features

5825 Dearborn St.  
Mission, KS 66202  
Cindy Long  
913-563-4752 | clong@familyfeatures.com

### Booth 16

Family Features provides free, quality editorial content spanning a variety of timely themes. Materials are developed in conjunction with nationally recognized sponsors and can be used as provided, or customized to meet your needs. Written to high-quality standards and available when and how you need it, our eye-catching content and expert resources drive readership and advertising in both print and online.

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

## Friends2Follow

4911 S. Mountain Lane  
Salt Lake City, UT 84124  
Reinig Morris  
859-797-6122 | reinig@friends2follow.com

### Booth 22

Friends2Follow helps media companies drive new revenue and increase reader engagement by streaming advertisers' social media on their websites. More than 350 websites in seven countries use our easy-to-install and simple-to-use widgets to take back market share from Facebook and other social media sites. And the best part is we don't make money if they don't make money.

[friends2follow.com](http://friends2follow.com)

## Hamilton Circulation Supplies Co.

3068 Hickory Rd.  
Homewood, AL 60430  
Joe Beaudry  
708-946-2208 | jbeaudry@hamiltoncirculation.com

### Table G

The most complete line of Delivery and Marketing products in the Publishing Industry. Plastic Bags, Motor Route Tubes & Posts. Rubber Bands & Canvas Carrier Bags. Display Newspaper Racks for Indoors and Outdoors plus all Point-of-Purchase sales tools. Our Mailroom Divisions sells Plastic Strapping, Twine, Poly Tapes, Bundle Bags and Bundle Rubber Bands.

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

## Innocode

Billingstadsletta 17  
1396 Billingstad, Asker  
Norway  
Morten Holst  
+47-934-25-000 | morten@innocode.com

### Booth 29

Community newspapers in Norway are growing again. Innocode develops smart digital media products that enable local newspapers to reassert themselves as community hubs and develop new sources of revenue by leveraging social media and personalization. More than 50 local newspapers already use Innocode's solutions to provide valuable community information. It's all about relevance!

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

## Interlink

PO Box 207  
Berrien Springs, MI 49103  
Brad Hill  
269-473-3103 | brad@ilsw.com

### Booths 17,18

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.

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

## Metro Creative Graphics

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

### Booth 3

Metro's relationship with thousands of media company partners is based upon more than a century of commitment, in every way possible, to help them maintain and grow their cornerstone position in the local community. We do this by delivering outstanding creative, editorial and marketing solutions that publishers can immediately implement in order to appeal to all of their local advertisers and consumers. With the ability to present targeted, timely, multimedia advertising solutions and content, our partners continue to prove they will not only create, sell and profit; they also remain the pulse of their community.

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

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## The Newspaper Manager

181 Hannahs Crossing Drive  
Dahlonega, GA 30533  
Greg Booras  
706-750-0016 | gbooras@mirabeltechnologies.com

### Booth 5

The Newspaper Manager is a publishing CRM that dramatically reduces overhead costs by connecting Sales, Production and Accounts Receivable in one simple package. This flexible, mobile-friendly platform equips sales reps to generate more ad revenue while saving time throughout production and billing. Features include ad order entry, invoicing, credit card processing, multimedia contract management, automated proposal generation, classified ad management, online pagination, custom reporting, digital and mobile edition creation, and so much more!

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

## NEWZWARE - ICANON

2321 North Penn Road  
Hatfield, PA 19440  
Dana Bascom  
215-822-5519 | dbascom@icanon.com

### Booth 14

Newzware is excited to participate at the NNA Convention and Trade Show and hope to meet each attendee. We would most like to hear about your current challenges that may or may not be solved by our software solutions. Newzware, a division of ICANON offers self-hosted and SaaS (Cloud) solutions for: Display Advertising, Classified Advertising, Pagination, Ad Layout, Ad Tracking, Editorial, Circulation Management and Financial Software (General Ledger, Accounts Payable, Cash Management and Payroll). Please stop by our booth to learn more about how our solutions will improve productivity.

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

## Our Hometown, Inc

360 State St.  
New Haven, CT 06510  
Matthew Larson  
315-294-5735 | mcl@our-hometown.com

### Booth 4

Our Hometown, Inc. has provided newspapers with a complete digital publishing service for over 20 years. With a CMS platform powered by WordPress and hosted in the Amazon Cloud, they provide a secure, turnkey web solution for any-sized newsroom. Through an integration with Adobe Indesign, the website can support your editorial prepress operation, allowing print and digital content creation to be streamlined into a single workflow.

[our-hometown.com](http://our-hometown.com)

## Recruitology

98 Battery St.  
San Francisco, CA 94111  
Roxie Crowley  
281-763-8934 | rcrowley@recruitology.com

### Booth 20

Recruitology: the smart recruiting platform. Recruitology enables media companies and publishers to be the top digital advertising choice for local employers, growing market share and recruitment advertising revenue. Our SaaS technology platform delivers a full-service recruitment solution for employers. Our mission is to provide newspapers with the most effective means to increase employment advertising market share. Employers have choices when it comes to recruitment advertising. They no longer need to sort through the resumes of unqualified candidates. Recruitology's advertising platform uses best-in-class technology to continuously monitor and adjust job placement, letting employers shorten their time-to-hire. As you transform more of your business into digital, you are looking for ways to continuously innovate and grow the value you provide employers. Recruitology's recruitment advertising platform makes it easy for your employers to reach top candidates.

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

## Requester Pro

15724 S. Sunset Ridge Court, Unit 2E  
Orland Park, IL 60462  
Hillary Carroll  
708-297-5771 | hillary@requesterpro.com

### Booth 15

Requester Pro transforms the way newspapers are delivered. Mail direct to customers at a fraction of the cost of standard mail. Increase market penetration and enjoy priority mailing status with the United States Postal Service. Prove to advertisers how much your readership values your publications. Learn how with the help of a leading industry expert. Come to booth 15 and ask how you can save 15% on all service plans!

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

## Software Consulting Services, LLC

630 Municipal Drive  
Nazareth, PA 18064  
Phil Curtolo  
610-746-7700 | phil@newspapersystems.com

### Booth 21

SCS provides publishing companies with industry-leading advertising, production and digital asset management systems. With customers from small weeklies to large corporate groups, SCS is always there for you. Our managed service plans allow you to enjoy all the benefits of the software while we take care of the maintenance.

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

## SPARK Digital Sales Group

222 South Ninth Street, Suite 1600  
Minneapolis, MN 55402  
Patrick Bingle  
800-917-0820 | patrick@sparkdigitalsalesgroup.com

### Booth 9

SPARK Digital Sales Group. Your premier digital sales force. Sold over \$60 million in digital and legacy advertising for newspapers world-wide. Stop by our booth and learn how we can help you make more money!

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

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## Steel City Corp.

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

### Booth 10

From the basics to the innovative, Steel City Corp. has been providing home delivery supplies and single copy solutions to the publishing industry for nearly 80 years. A P.A.G.E Platinum Preferred Supplier, Steel City Corp. has been recognized by numerous professional organizations for their contributions to the industry.

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

## SUPPORTING SUPER STUDENTS

2262 North Ranch Trail  
Whetstone, AZ 85616  
Bette Mroz  
520-456-1122 | bettemroz@gmail.com

### Table B

SMARTER PARENTS FOR SMARTER KIDS! A purpose of newspapers is to dispense "good news." INNOVATE NOW! Give parents, caregivers and educators the good news they can use to know how to help their children learn through 500 words weekly. What better news than a smarter new generation. A GOOD INVESTMENT! SMART NEWSPAPERS MAKE THE SMARTEST CHOICES!

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

## Tecnavia Press, Inc.

13965 W. Preserve Blvd.  
Burnsville, FL 55337  
Diane Amato  
330-646-1889 | damato@tecnavia.com

### Booth 7

Trusted by nearly 2,000 publishers using our print replica service, we are the most used platform in the U.S.! Increase audience and revenues with our additional complimentary products: two-in-one apps, print replica and real-time news – all in ONE; automated websites, automatically update the majority of your content with our unique process, saving time and resources; and website metering, which lets you control access to your content with a user-friendly meter where publishers determine business rules, pricing and messaging, with no rev shares! Stop by and see us during the show!

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

## TownNews.com

1510 47th Ave.  
Moline, IL 61265  
Rick Rogers  
417-592-0163 | rrogers@townnews.com

### Booth 19

When you combine the news industry's top Content Management System with powerful Big Data capabilities, amazing things happen. TownNews.com's integrated digital publishing and data management solutions can help you create compelling content, grow your audience and boost revenue with targeted advertising campaigns. Contact TownNews.com today to learn how we can help you thrive in the digital age.

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

## The Ultimate PrintSource, Inc

Jeff Ferrazzano  
2070 S Hellman Ave.  
Ontario, CA 91761  
909-947-5292, x-320 | jeff@ultimateprintsource.com

### Table D

The Ultimate PrintSource, Inc. is a seamless extension of your newspaper operations. We specialize in print programs for Advertising, Marketing and Circulation such as single-sheet inserts, rack cards, NCR forms, etc.

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

## Vietnam Veterans Memorial Fund

Wall of Faces Program  
1235 South Clark St., Suite 910  
Arlington, VA 22202  
202-393-0090 | hzimmerman@vvmf.org

### Booth 23

The Vietnam Veterans Memorial Fund (VVMF) is the nonprofit organization that built The Wall in Washington, D.C. The Wall of Faces is an effort to connect a face and a story to each name on The Wall. VVMF needs help to find the faces of the fallen from your community to make sure that your hometown heroes are not forgotten.

[vvmf.org](http://vvmf.org)

## Walterry Insurance Brokers

7411 Old Branch Ave.  
Clinton, MD 20735  
William Coady  
301-868-7200 | bcoady@walterry.com

### Booth 6

Walterry is NNA's endorsed broker for libel insurance and property/casualty insurance. Walterry 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.

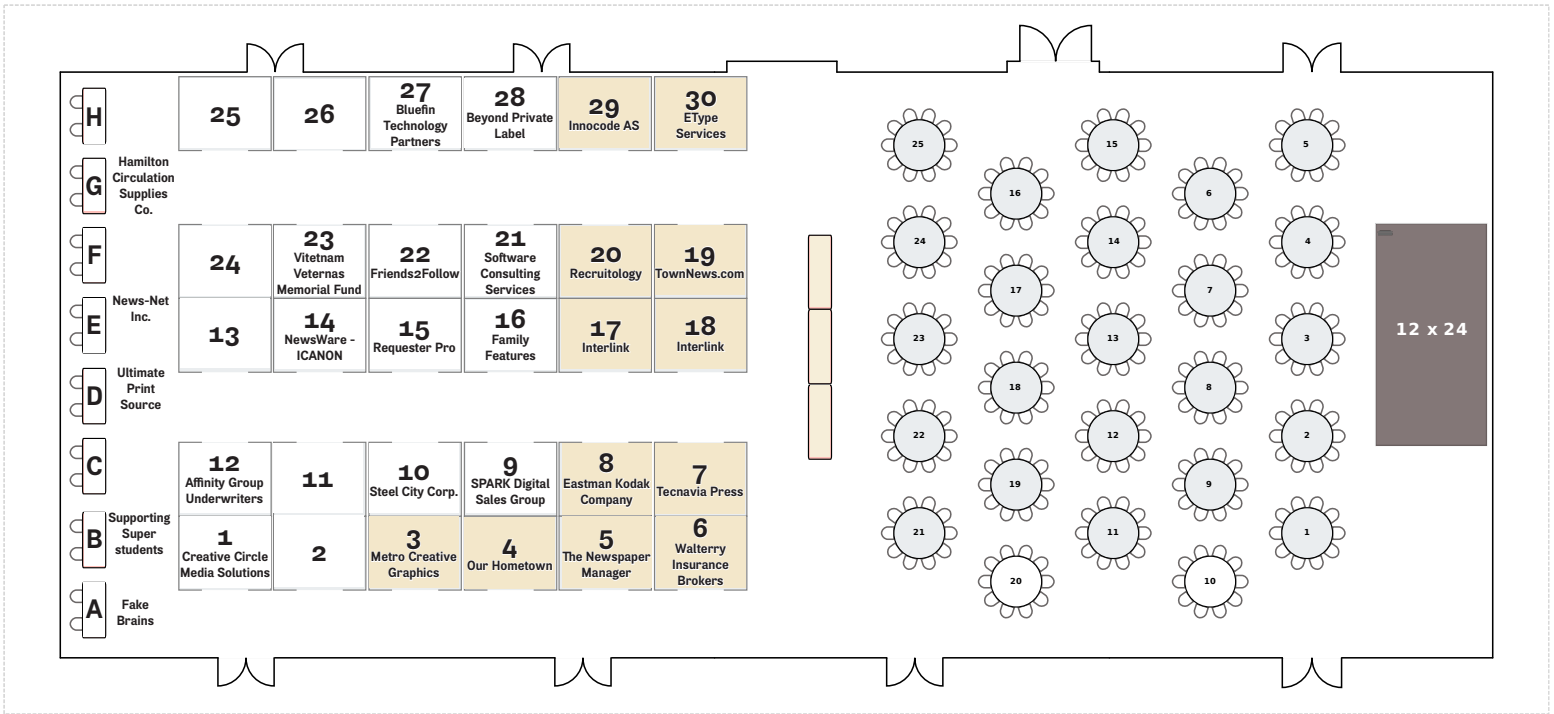
[walterry.com](http://walterry.com)

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
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## 2017 floor plan Hyatt Regency Tulsa, Tulsa, OK



Entrance

 These booths  
are prime exhibit  
floor locations