

Exhibitor profiles

AP Newsfinder

P.O. Box 5, Waukesha, WI 53187

Sandy Hamm, 800-922-4655 | shamm@newsfinder.com

Booth 13

The AP Newsfinder text database is one week's worth of all the Associated Press' stories from all the regional, national, international, Spanish and sports wires. Members also gain access to AP's complete photo and graphics archives. For information about AP Newsfinder call 800-922-4655. **www.newsfinder.com**



89 North Main Street, P.O. Box 1723,
Andover, MA 01810

Steve Rosenfeld , 978-662-3323 | steve@getbluefin.com

Booth 7

Classifieds should be considered your go-to local community content. Be the leader in classifieds with superior print and online offerings: BLUEFIN PLACE AD for print and online self-service ad placement, and BLUEFIN MARKETPLACE for online search and display. Stop by and see how hundreds of newspapers worldwide are benefitting with web-hosted solutions that empower your Advertisers and engage your Readers. **www.getbluefin.com**

The Clean Machine

8 Dearborn SQ, Kankakee, IL 60901

Tom Small, te7h@yahoo.com | 815-450-5110

Booth 24

The Clean Machine approach overcomes the practical disincentives of making numerous, small online purchases. Prices start at two cents. The Clean Machine creates NEWSPAPER TICKETS, which use a short code to carry a money balance, which is transferred to the owners of purchased content. The same ticket can use any site on the Clean Machine Network — newspapers, magazines, opinion pieces, podcasts — with a single sign-on. **<https://cleanmachinenetwork.com>**

CMS4Media.com

1091 S. Cimarron Rd, Las Vegas, NV 89145

Piotr Marek, piotr.marek@cms4media.com | 775-376-4276

Martin Stachyra, marcin.stachyra@cms4media.com | 775-376-4276

Booth 8

CMS4Media is one of the fastest growing local media networks, catering to an audience of over 6.5 million. Listed among our partners are nearly 400 newspapers, local TV and radio broadcasters and online editors. We provide them with an advanced online tool for content management and advertising. Ask us for our freemium model and earn more from national ads! **www.cms4media.com**



NEWSOURCE

We're at the heart of it.

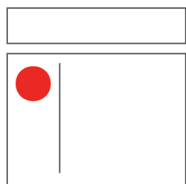
One CNN Center, 12 North, Atlanta, GA 30303

William Mitchell, william.mitchell@turner.com | 404-878-0059

Booth 31

Since 1987, CNN NewsSource has been the most widely distributed news services in the business. With trusted content from CNN's worldwide newsgathering and more than 1,100 local news and strategic partners to compelling text, video and images from a single source, CNN NewsSource Digital is the end-to-end solution for all your digital news publishing needs. Visit cnn.com/newsources for details.

cnn.com/newsources



Creative Circle
MEDIA SOLUTIONS

945 Waterman Ave., East Providence, RI, 02914

Bill Ostendorf, bill@creativecirclemedia.com |

401-455-1555

Sean Finch, sean@creativecirclemedia.com |

309-269-7834

Booth 16

Upgrade your web site and your print newspaper with Creative Circle and we'll help you thrive again! Our software will blow the doors off anything you have now. Our print redesigns will energize your coverage and content. We'll re-engage readers and grow revenue. No other vendor can bring our depth of expertise, technology, ideas and solutions to your side. **www.creativecirclemedia.com**



LGBT NEWS SINCE 1976

Philadelphia Gay News

is a proud member of the



**Philadelphia Gay News
also congratulates the
National Newspaper Association
on it's annual Convention.**

www.epgn.com

@phillygaynews



1400 Crestwood Rd., Austin, TX
78722

Thad Swiderski,
thad@etypeservices.com |

512-687-9055

Booth 21

eType Services (www.etypeservices.com) is a leading provider of e-Edition, websites 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.

www.etypeservices.com

Fake Brains Software

791 Southpark Drive #300, Littleton, CO 80129

Lisa Pfeifer, lisa@fakebrains.com | 303-791-3301 x310

Table F

For 28 years, we have helped media companies increase sales, while saving hours each week. With AccountScout as the nerve center managing all communications within a single system, the billing, sales, marketing, and production teams are immediately "in the know." With our ongoing commitment to improve technology for our publishers, we use your feedback to create a better software everyday.

www.FakeBrains.com



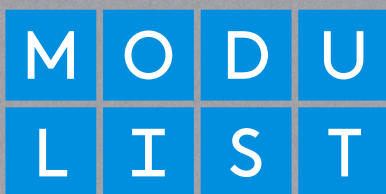
4911 S Mountain Ln., Salt Lake City, UT 84124

John Winn Miller, john@friends2follow.com | 859-797-6122

Booth 15

More than 400 companies in five countries use Friends2Follow to drive new revenue and increase reader engagement by streaming advertisers' social media into content blocks and banner ads on their web sites. No coding or downloads are needed to run our turnkey, white-label widgets. And the best part is that we don't make money if you don't make money.

<https://friends2follow.com/>



Publish life's stories.

A simple, cost-saving, and trustworthy solution for newspapers to help individuals and businesses tell their stories, how they want them told.

Contact us for a demo today!

devlyn@modulist.news

701.412.8733

modulist.news



505 Wells Street, Delafield, WI 53018
Daryl Hively, daryl@guaranteedigital.com |
414-234-8529

Booth 28

Outsource your digital to Wisconsin! GD's white label digital agency partner program enables Media Partners to offer the essential digital solutions local merchants need to reach today's connected consumer.

<https://guaranteedigital.com/>

Global HD

1295 Daveric Dr., Pasadena, CA 91107
Kennedy Higdon, khigdon@globalhd.com | 626-351-2295

Table C

Global Ad Distribution is the national leader in alternate delivery solutions for the advertising and publishing industries. Global is designed to provide our clients with the most innovative technology and processes available, providing a professional experience from the moment the order is placed through the final delivery... all within a budget that brings profit to the bottom line. **www.globalhd.com**

Grimes, McGovern & Associates

1004 20th Ave SE, East Grand Forks, MN 56721
Julie Bergman, jbergman@mediamergers.com | 218-230-8943

Table A

Established in 1959, Grimes, McGovern & Associates (formerly W.B. Grimes and Company) is one of the nation's preeminent mergers and acquisitions advisory firms for the media, events and information services industries. **www.mediamergers.com**



PO Box 207, Berrien Springs, MI 49103
Karen Coleman, karen@ilsw.com |
269-815-7025

Booths 9 & 11

Interlink helps more than 1800 newspapers navigate the postal system to obtain

the best delivery at the lowest cost. We believe in newspapers and our products are designed specifically for them. Whether you need a complete circulation software package or a stand-alone postal presort that integrates with any circulation system, Interlink delivers a streamlined process that is intuitive, efficient and effective.

www.ilsw.com



343 State Street, Rochester, NY 14650
Pauline Reagor, pauline.reagor@kodak.com

Booth 4

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.

<https://www.kodak.com/go/print>

Legacy.com

230 W Monroe St. Suite 400, Chicago, IL 60606
Ron Speechley, rspeechley@legacy.com | 815-557-5372

Table B

Founded in 1998, Legacy.com builds revenue, audience, content and connections for more than 1,500 newspapers in the U.S., Canada, Europe, Australia and New Zealand by providing ways for readers to express condolences, share remembrances and learn about the lives of family, friends and the famous. As the leader in the online memorial and obituary market, Legacy.com is one of the 50 most-visited websites in the U.S., drawing more than 40 million unique visitors each month and hosting more than 20 million obituaries. **www.legacy.com**

Lineup Systems

350 Interlocken Blvd, Broomfield, CO 80020

Shawn DeWeese

shawn.deweese@lineup.com | 406-250-8762

Booth 5

Lineup Systems is the leading provider of media sales technology and our cloud-based system, Adpoint, is the industry's #1 media sales solution. Our customers include top media groups and DCN members such as Gannett, The New York Times, Bonnier Corp, Metro Media, Metroland, Block Communications, and many more. Read how these and other media groups are revolutionizing their advertising sales at Lineup.com.

lineup.com

MAPS.com

120 Cremona Drive, Suite #260, Santa Barbara, CA 93117

Mike Kline, Mike.Kline@Maps.com | 813-344-6682

Booth 3

Maps.com is a leading provider of print, online, interactive and mobile advertising solutions, partnering with media companies from coast to coast. As the creator of revenue-generating Locator Map Programs in several categories, including: Open House, Rentals, Garage Sales, Community Events and New Builders, we pride ourselves on mapping the shortest route from your audience to your advertiser's door. The Acqir product suite has increased advertising revenue for it's clients since 2009.

www.maps.com

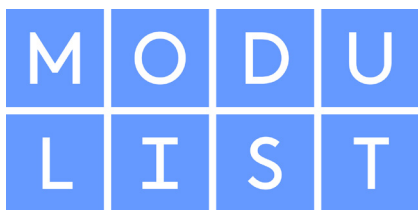
MerrimacPlus

100-1 Domino Dr., Concord, MA 01742

Carol Toomey, carolaction@aol.com | 978-371-2442

Booth 32

MerrimacPlus, whose roots go back to Brooklyn in 1987, is a comprehensive, integrated newspaper management system. Display and Classified advertising entry and billing, Subscriptions, and Newsstand management, Accounts Payable, GL and Payroll are all included. Designed for small- to medium-sized newspapers, MerrimacPlus is the economic and complete solution. **merrimacplus.com**



101 5th St. N., Fargo, ND
58102
Devlyn Brooks,
701-241-5545 |
devlyn@modulist.news
Booth 23

Modulist is a media services company specializing in the processing of user-generated paid content submissions for newspapers, among other media services. Our long-term partnerships with local media outlets help position them for the future by decreasing production costs and increasing revenue in integral content categories. **Modulist.news**

MSG Payment Systems

10555 New York Avenue, Suite 101, Urbandale, IA 50322
Paul Huntley, hello@msgpay.com | 888-697-8831

Table D

Since 1997, we've provided the industry expertise, product offering, and reliable service that make it easy and affordable for publishers to accept customer payments. Accept payments across a variety of channels while having access to tools that minimize fraudulent transactions. Whether you're looking for a counter-top terminal, online ad/subscription payments, software integration, or a mobile solution, we have you covered. **www.msgpay.com/publishing**



213 Park Dr., Troy, MI 48083
Michael Keever, mkeever@
ntvbmedia.com | 248-915-8793
Booth 20

NTVB Media creates entertainment products and services to attract and engage newspaper subscribers. We listen to audience and newspaper needs and develop easy-to-implement solutions that delight readers and improve our partners' bottom lines.

<https://content.ntvbmedia.com/syndication>

The Newspaper Manager

1401 E. Broward Blvd., #206, Fort Lauderdale, FL 33301

Greg Booras, gbooras@mirabeltechnologies.com |

706-750-0016

Booth 18

The Newspaper Manager CRM dramatically reduces overhead costs by connecting Sales, Production and Accounts Receivable in one simple package. Our 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, automated proposal generation, classified ad management, online pagination, custom reporting, digital and edition creation.

<https://www.newspapermanager.com/>

Our-Hometown.com

700 American Avenue, Suite 101, King of Prussia, PA 19406-4031

Matthew Larson, mcl@our-hometown.com | 315-294-5735

Booth 19

Our Hometown, Inc. has proudly served the newspaper industry for over twenty years, providing complete and hassle-free digital publishing solutions for news media outlets across the country and world. From our Wordpress CMS platform, you can compose content and export articles to InDesign, or receive a feed from our Google Docs add on. We also offer full website production with our PDF to HTML conversion service.

www.our-hometown.com



700 American Avenue, Suite 101, King of Prussia, PA 19406-4031

Marcy Emory,

marcy.emory@pagecooperative.com | 800-468-9568 x 182

Booth 30

Celebrating its 35th year, PAGE Cooperative is recognized as one of the largest buyers of newsprint in the United States and one of the leading buying resources for print-related software, ink, printing plates and supplies. PAGE has recently expanded its membership eligibility to now permit all newspaper ownership and commercial printers to become members of the highly respected buying cooperative.

<https://www.pagecooperative.com/>

Polco

8001 Terrace Ave, Suite 201, Middleton, WI 53562

Robert Kane, robert@polco.us | 608-228-2488

Booth 25

Polco offers media sites the ability to survey readers and gain valuable insights from the platform's verified results. It's more reliable than SurveyMonkey, more civil than Facebook, and gets you the data you need to inform decisions. **www.polco.us**

Restaurant.com Business Incentives

1500 W Shure Dr., Floor 6, Arlington Heights, IL 60004

Evan Crum, ecrum@restaurant.com | 847-481-5561

Booth 29

Helping businesses and clients succeed in increasing business, referrals, retention, subscriptions and solving customer service issues through the use of incentives/premiums.

incentives.restaurant.com

SCS

630 Municipal Dr, Suite 420, Nazareth, PA 18064

Phil Curtolo, phil@newspapersystems.com | 610-746-7700

Booth 17

SCS provides advertising, production, and digital asset management software to the newspaper industry. Family-owned and employing a staff of US-based developers, sales and support staff, SCS has long been a trusted vendor for publishers of all shapes and sizes. Our managed service plans allow you to enjoy all the benefits of the software while we take care of the maintenance. **www.newspapersystems.com**

Southwest Ledger

22937 State Hightway 58, Lawton, OK 73507

JJ Francois, jj.francois@hillcom.net | 218-256-8597

Table E

Southwest Ledger is a weekly newspaper covering business and political news throughout southwest Oklahoma, and is a production of Hilliary Media LLC. Hilliary Media LLC is a family-owned publishing company with two weekly publications and offers strategic marketing solutions to numerous companies across Oklahoma. **<https://www.southwestledger.news/>**

Spark Digital Sales Group LLC

2113 Oak Street, Grand Rapids, MN 55744

Anthony Altobelli, tony@sparkdigitalsalesgroup.com | 218-256-8597

Booth 2

Spark Digital Sales Group is a proven leader in sales training and revenue generation programs for Media companies. With Just a few hours of meetings and a full week of in the field training, Spark can take your sales team from beginner to expert in presenting and selling advertising products. Give us a week and we'll give you a year of revenue.

www.SparkDigitalSalesGroup.com

Tecnavia

13965 W Preserve Blvd., Burnsville, MN 55337

Diane Amato, damato@tecnavia.com | 330-646-1889

Booth 6

Stop by and learn how you can leverage your NNA membership with our complete suite of digital solutions. Our Web Hosting, News Apps and of course our Industry leading print replica services will help you achieve your audience and revenue goals in no time! **www.tecnavia.com**



149 Penn Ave., Scranton, PA 18446

Michelle Ross, mross@timeshamrock.com | 570-348-9100

Booth 14

Times-Shamrock Creative Services (TSCS) is a graphics design company located in Scranton, Pennsylvania, providing layout & design support for newsprint, magazines, web, billboard, direct mail and more. Order by 7 PM your time back by 9 AM or sooner! Revisions in 2 hours or less! Our order and proofing system are completely web-based so that your team can stay mobile. **tcsdirect.com**

TownNews

1510 47th Ave., Moline, IL 61265

Phil Pracht, ppracht@townnews.com | 309-743-0825

Booth 22

TownNews equips local media organizations with the digital services and guidance to transform their business models and flourish in the digital age. Our tools and expertise in print, digital, video, OTT and advertising enable forward-thinking media organizations in dynamic markets to efficiently engage their audiences, increase security and grow revenue.

townnews.com

Walterry Insurance Brokers

7411 Old Branch Avenue, Clinton, MD 20735

William Coady, bcoady@walterry.com | 301-868-7200

Booth 12

Endorsed by NNA and over 25 state or regional press associations for the NNA Libel insurance and Property or Casualty insurance programs. **www.walterry.com**

ZipRecruiter

604 Arizona Ave, Santa Monica, CA 90401

Joanna Erieta, joanna@ziprecruiter.com | 310-882-1452

Booth 10

ZipRecruiter is a leading online employment marketplace. Powered by AI-driven smart matching technology, ZipRecruiter actively connects millions of all-sized businesses and job seekers through innovative mobile, web, and email services, as well as partnerships with the best job boards on the web. ZipRecruiter has the #1 rated job search app on iOS & Android. Founded in 2010, Santa Monica-based ZipRecruiter has over 1000 employees in two states and three countries.

<https://www.ziprecruiter.com/>