

# Exhibitor Profiles

## **4media.com**

Cyprysowa 6, 20-224 Poland, Grupa Tlpmedia sp. z o.o. NIP: 9462653563  
Piotr Marek, [piotr.marek@4media.com](mailto:piotr.marek@4media.com) | (725) 977-0936

### **Booth 406/407**

Company based in Nevada, U.S., to develop new solutions in CMS (content management system).

<https://www.4media.com/>

## **ASK-CRM**

2738 Honey Hill Rd., Knoxville, TN 37924  
Robin Smith, [robin@ask-crm.com](mailto:robin@ask-crm.com) | (410) 449-4777

### **Booth 104**

ASK-CRM is an affordable Customer Relationship Management tool developed specifically for the media industry. Our clients have sales staffs ranging in size from one to 100+ sales person. We have dailies, weeklies and monthlies with edition distributions ranging from 1,000 to 200,000+. Please stop by our booth to see how you can get "tools to streamline media selling." Let's talk! <https://www.ask-crm.com/>



PO Box 1723, Andover, MA 01810

Steve Rosenfeld, [steve@getbluefin.com](mailto:steve@getbluefin.com) | (508) 254-1927

### **Booth 402**

GIVE YOUR ADVERTISERS SOME LOVE!

Bluefin should be considered your go-to for local community content. Yes, you can grow 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. Come see our new integration of Google Maps for Yard/Garage/Rummage Sales.

<http://www.getbluefin.com/>

## **CitySpark, Inc.**

9690 S 300 W, 3rd floor, Sandy, UT 84070

David Haynie, dave@cityspark.com | (801) 673-3286

### **Table A**

CitySpark provides a complete events solution for publishers--content, tools and revenue. Aggregated local event content populates directly to our newly designed responsive calendar hosted on your site and integrated with a variety self-serve marketing and promotion options. Robust reverse publishing and newsletter tools enable utilization of the same content across channels. Business listings and private-label ticketing are also available. <https://cityspark.com/>

## **Clean Ticket Company**

Tom Small c/o Daily Journal, 1 Dearborn Sq FL2, Kankakee, IL 60901

te7h@yahoo.com | (779) 264-3425

### **Table B**

The Clean Ticket Company promotes periodicals by selling their content one story, or one edition, at a time. Our tickets are like gift cards, and a single sign-on is all that's needed. Tickets enable reader gratuities, as small as a nickle, with 100% contributed. Our podcast editor offers multiple downloads of related material, timed to the video. Readers, known to us only by their 4-character ticket code, remain completely anonymous. <https://cleanticketcompany.com/>

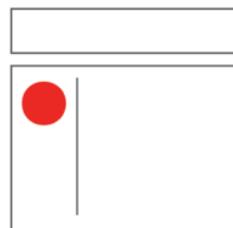
## **Column**

331 NW 26th St., Suite 304, Miami, FL 33127

Alex Lutz, alex@column.us | (814) 470-7556

## **Booth 405**

Column is the first collaborative public notice software for newspapers and their customers to manage the public notice process. Publishers use Column to streamline internal operations, keep compliant with changing regulations, and deliver an enhanced customer experience for the governments, legal services, businesses, and private citizens who are required to publish notices. <https://www.column.us/>



**Creative Circle**  
MEDIA SOLUTIONS

945 Waterman Ave., East Providence, RI, 02914

Bill Ostendorf, bill@creativecirclemedia.com |

401-455-1555

### **Booth 301**

Ditch your static wire frame for a dynamic website from Creative Circle and you'll see traffic, engagement and revenue increase. Or upgrade your existing site with our paywall, branded content, classified, celebrations, graduation or election modules. Our print redesigns are still growing audience and revenue, too. And we can deliver high-end outsourcing, in-market digital sales blitzes and energizing training. <https://creativecommonscirclemedia.com/>



### **eType Services**

1400 Crestwood Rd., Austin, TX

78722

Thad Swiderski, thad@  
[etypeservices.com](http://etypeservices.com) | (512) 687-9055

### **Booth 105**

eType Services ([www.etypeservices.com](http://www.etypeservices.com)) is a leading provider of digital products and services for community newspapers in the United States. eType Services specializes in e-Edition, websites, and news apps. 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. eType Services works with over 500 papers and acts as a digital team for papers too small to afford a digital team on site.

<https://www.etypeservices.com>

### **Fake Brains Software**

791 SouthPark Drive #300, Littleton, CO 80129

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

### **Table C**

As a pioneering media software provider for 31 years, Fake Brains empowers each department to promote communication and streamline processes. With AccountScout operating as the nerve center, prospects close through the marketing and ad selling process which distributes information to the billing, design and production teams - all from a single order! The entire team is immediately "in the know." The recent addition of Email Marketing and CRM tools helps keep your pipeline full.

<https://fakebrains.com>

## **Friends2Follow**

3964 s 3210 e, Salt Lake City, UT 84124

Reinig Morris, reinig@friends2follow.com | (801) 403-7966

### **Booth 101**

Friends2Follow drives new, high-margin revenue with tools to monetize advertisers' social media. The simple-to-install, easy-to-use system pushes the social media of advertisers into media websites. Advertisers receive social media engagement from readers and pay for the privilege. Easy money, truly set-it and forget-it advertising. Contact reinig@Friends2Follow.com for information.

<https://friends2follow.com/>



PO Box 207,

Berrien Springs, MI 49103

Brad Hill, info@ilsw.com |

(888) 473-3103

### **Booths 400 & 300**

Interlink helps more than 2,000 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 through our complete circulation software package or stand-alone postal presort that integrates with any circulation system, Interlink delivers a streamlined process that is intuitive, efficient, and effective.

<http://www.ilsw.com/>

## **Kid Scoop**

181 Andrieux St., Suite 200, Sonoma, CA 95476

Dan Dalton, patiodan@kidscoop.com | (909) 793-9890

### **Booth 305**

Publishers who want to grow circulation use Kid Scoop because parents want the best for their children. Teachers, too! Kid Scoop's print and online children's features are fun for kids to learn at home. Sponsors flock to Kid Scoop because they are associated with educational success in their community. The Kid Scoop features come with free marketing tools.

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



LEGAL  
NOTICE  
SERVICE

### Legal Notice Service

PO Box 203, Eureka, IL 61530  
Brandon Bressner, bbressner@  
legalnoticeservice.com | (309)  
481-4111

### Booth 401

Legal Notice Service (LNS) provides complete Legal Notice and Public Notice fulfillment for newspapers. Our proprietary system automates the entire process, saving time, money, and manpower.

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

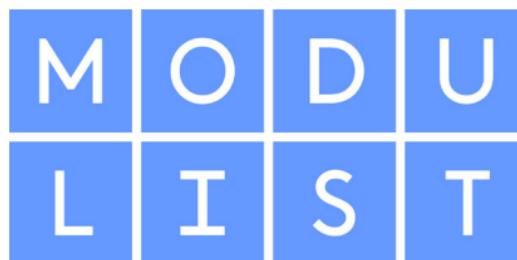


CREATE. SELL. PROFIT.

519 Eighth Ave., 18 Floor,  
New York, NY 10018  
Jennifer Steiner,  
jsteiner@metro-email.com |  
(800) 223-1600

### Booth 201

Since 1910, Metro Creative Graphics, Inc. is the leading provider of advertising-based creative, editorial and sales support resources for media companies to create, sell and profit – every day, week and month of the year – with their print, web, social, event and mobile efforts: Imagery, spec ads and page layouts, ideas, logos/trademarks, auto manufacturer photos, copyright-free editorial, print templated sections, online sections and print automated event calendars, selling data and digital ad tools. <https://mcg.metrocreativeconnection.com/>



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

### Booth 103

Modulist specializes in the processing of user-generated paid content, helping media “Publish life’s stories” about people in their community. Our world-class, easy-to-use, online portal allows users to submit paid content, such as obituaries, announcements, and other milestones to multiple publications with a single transaction. We benefit our partners by decreasing their production costs and increasing revenue in integral content categories. <https://modulist.news/>

## **OnPremise Networks**

403 W 4th Street N, Suite 205, Newton, IA 50208

Andy McKenna, andy@andymckenna.com | (847) 456-2996

### **Booth 306**

OnPremise Networks provides “county seat” newspapers with a proprietary closed-broadcast network for their market. We supply the screens and content that allows our clients to deliver their news on this network. Everyone in the communities they serve can see their work 24/7 as it is streamed in local businesses where people have time to read, talk, and share community life. <https://onpremisenetworks.com/>

## **OutVoice**

3035 Jordan Road, Oakland, CA 94602

Matt Saincome, (925) 487-4763 | matt@outvoice.com

### **Table D**

OutVoice is the only freelancer management and payment system specifically designed for and by publishers. Co-Founder Matt Saincome was a journalist, editor, and publisher frustrated by inefficient systems not purpose-built for publishing. So he put together a team to design the dream system for publications and content teams of all kinds. It is now used by big publishing industry players like Hearst. <https://outvoice.com/>



760 Constitution Drive, Suite 102, Exton, PA 19341

Gary Blakeley,

Gary@PageCooperative.com | (800) 468-9568 ext. 196

### **Booth 302**

PAGE Cooperative, established nearly 40 years ago, is a member owned purchasing organization that services newspapers and the commercial print industry.

<https://pagecooperative.com/>



2002 Papa John's Blvd,

Louisville, KY 40299

Michelle Heffernan,

(502) 261-2633 |

michelle\_heffernan@papajohns.com

### **Booth 102**

Preferred Marketing Solutions is your one stop shop for all of your marketing needs including print and fulfillment, direct mail, promotional products, Point of Purchase, and uniforms/corporate apparel.

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

## **Routesmart Technologies**

8850 Stanford Blvd. Suite 3250, Columbia, MD 21045

Jason Fry, info@routesmart.com | (410) 290-0226

### **Booth 307**

RouteSmart's industry-leading systems offer powerful and scalable route optimization and management solutions to handle the complexity of your newspaper routes. RouteSmart Online helps our clients increase deliveries per route, improve circulation rates, reduce carrier turnover, and reduce Complaints per Thousand (CPTs). You can create optimized delivery lists for carriers, provide reports and navigation, and never miss a subscriber change. <https://www.routesmart.com/>

## **The Newspaper & Magazine Manager**

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

Greg Booras, gbooras@mirabeltechnologies.com | (706) 750-0016

### **Booth 100**

The Newspaper Manager is built upon the industry's most powerful CRM for newspapers. It's complemented by must-have features, customizable sales and billing reports, production management tools, electronic invoicing and accounts receivable, and email.

The publishing CRM also integrates with Mirabel's Marketing Manager, a marketing automation software, ChargeBrite our new subscription module which handles subscriptions, memberships, and events.

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

## **TownNews**

1033 7th St, Suite 200, East Moline, IL 61244

Stephanie Carey, SCarey@TownNews.com |

(800) 293-9576

### **Booth 304**

TownNews equips local media organizations with the digital services and guidance to transform their business models and flourish in the digital age. Fueled by a passion for local media and a 30-year proven track record of success, more than 2,000 news organizations have benefited from the platform and tools we've built specifically for the media industry to thrive. 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.

<https://townnews.com/>



2070 S Hellman Avenue,  
Ontario, CA 91761  
Jeff Ferrazzano,  
[jeff@ultimateprintsource.com](mailto:jeff@ultimateprintsource.com) |  
(909) 947-5292

### **Booth 200**

The Ultimate PrintSource Inc. is a seamless extension of your newspapers operations allowing you to secure additional revenues through inserts and printed marketing products. We handle all quantities from 1 to 1 million, our service and quality is the best and our turn around times exceed industry standards! Please email me directly for quotes or any information at [jeff@ultimateprintsource.com](mailto:jeff@ultimateprintsource.com). Thank you & God Bless.  
<https://www.ultimateprintsource.com/>



410 22nd St E, Saskatoon,  
Saskatchewan S7K 5T6  
Ian Jones, [ijones@vendasta.com](mailto:ijones@vendasta.com) |  
(306) 371-1098

### **Booth 204**

Vendasta is creating incremental and adjacent revenue streams for our Publisher partners by offering more solutions and services to sell to your clients. Our system helps local experts like you to market, sell, bill, fulfill, and deliver digital solutions to small and medium businesses alongside your traditional print media. Turn-key packages and sales training is provided to scale your teams quickly and efficiently. Build recurring revenue and even stronger ties in local business with our partnership today! <https://www.vendasta.com>

### **Waltery Insurance Brokers**

7411 Old Branch Avenue, Clinton, MD 20735  
William Coady, [bcoady@waltery.com](mailto:bcoady@waltery.com) | 301-868-7200

### **Booth 106**

Waltery Insurance Brokers is a leading provider of Media Liability and we enjoy a long relationship with NNAF. If you are a current client, we Thank You. If you are not a client, please consider requesting a quote for the NNA Libel and/or NNA Property & Casualty programs.

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