

KEY EXECUTIVES

# Mega-Conference

SAN DIEGO 2018

SOLUTIONS,  
SUCCESS STORIES  
AND NEW IDEAS

## SPONSOR & EXHIBITOR GUIDE

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## AdCellerant

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Attending Mega-Conference: Jonathan Muzio and  
Adam Shaffner

AdCellerant specializes in executing programmatic display, mobile, tablet, video, native, email and search marketing campaigns. The company is a Google Premier Partner and has received accolades for its proprietary software Ui.marketing. AdCellerant executes thousands of digital advertising campaigns in more than 260 markets in five countries. AdCellerant has partnerships with SNPA and Inland Press Association to provide free training and Google certifications to employees of member newspapers.



## AdMall/SalesFuel BOOTH 413

600 N. Cleveland Avenue, Suite 260  
Westerville, OH 43082  
[www.admall.com](http://www.admall.com)

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Senior Vice President of Sales  
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Attending Mega-Conference: Denise Gibson, Joe Matessa  
and Barry Shawgo

SalesFuel turns big data into big insights – providing the tools, training and intelligence that sales teams need to Sell Smarter. 3,000+ media properties know us by our AdMall® product line – the sales intelligence leader for local media and digital marketing. AdMall ensures account executives are prepared to speak intelligently about every advertiser's line of business, their customers, competitors. And now we're launching Team-Keeper®, the new platform for Data-Driven Sales Leadership.



## Adpay | Memoriams, an Ancestry company

BOOTH 301

391 Inverness Parkway, Suite 100  
Englewood, CO 80112  
[www.adpay.com](http://www.adpay.com)

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Attending Mega-Conference: Deborah Dreyfuss-Tuchman,  
Mike Heene and Spencer Heintz

Adpay is now part of Ancestry, but our mission for our media partners remains the same: growing your revenues. As an official Local Media Consortium partner, Memoriams increases local obituary revenues by an average of 30 percent through our exclusive network strategy, now encompassing thousands of North American newspapers. Click-N-Buy Classifieds regains your marketplace with responsive design and proven profitability for print, digital and mobile. Stop by Booth 301 to learn all that is new with Adpay.



## AffinityX BOOTH 219

2250 Point Blvd., Suite 150  
Elgin, IL 60123  
[www.affinityx.com](http://www.affinityx.com)

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Attending Mega-Conference: Adam Burnham,  
David Grant, Brian Kennett and Amie Stein

AffinityX provides white-label marketing services that drive profitable new revenue for companies serving local advertisers. We offer complete end-to-end management of programmatic advertising, HTML5, video, page planning, print ads, websites and more.

# AGFA



## Agfa Graphics BOOTH 307

611 River Drive Center 3  
Elmwood Park, NJ 07407  
[www.agfa.com](http://www.agfa.com)

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Attending Mega-Conference: Michael Ciaramella,  
Brent Murray and Mike Phillips

Agfa Graphics offers newspaper-specific solutions that provide users with end-to-end workflow automation, coupled with enhanced production control, proven and cost-effective violet CtP systems, intelligent XML-based workflow, and quality enhancement software providing a comprehensive solution for economic operation and profitable growth.



*Alliance for  
Audited Media*

*TRANSACTION WITH TRUST*

## Alliance for Audited Media

### TUESDAY LUNCH SPONSOR

48 W. Seegers Road  
Arlington Heights, IL 60005  
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Attending Mega-Conference: Brian Condon,  
Tom Drouillard and Kevin Rehberg

The Alliance for Audited Media powers transparency and collaboration between North America's leading media professionals. More than 4,000 publishers, marketers and agencies depend on AAM's data-driven insights, audits and information services to transact with trust.



AMERICAN PROFILE'S  
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## **AMG|Parade** BOOTH 316

2451 Atrium Way, Suite 320  
Nashville, TN 37214  
[www.amgparade.com/partners](http://www.amgparade.com/partners)

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Attending Mega-Conference: Dave Barber,  
Karen Coleman, Kevin Craig and Scot Dalquist

AMG|Parade publishes America's most exciting newspaper magazines: Parade, Relish, Athlon Sports & Life, Spry Living and American Profile's Community Table. Our brands resonate and engage readers through our national content with local relevance. We support our newspaper partners by providing revenue-building programs and high-end, glossy magazines for premium bonus days ... all to help optimize their partnership with us.



## **AppVault** BOOTH 104

5565 Glenridge Connector NE, Suite 100  
Atlanta, GA 30342  
[www.appvault.com](http://www.appvault.com)

Geoffrey Bell  
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Attending Mega-Conference: Craig Besant and  
Johnathon Mannor

AppVault provides an array of recruitment solutions, including a white-label advertising platform that connects qualified job seekers with local employers via programmatic advertising. We help publishers and newspapers re-establish their online brand as the primary source for recruitment media by increasing quality engagements with passive and active job seekers. Want to learn more? Visit AppVault (Booth 104) to learn how we can help your organization today! [Info@appvault.com](mailto:Info@appvault.com)



## **AutoConX Systems** BOOTH 215

316 S. Main Street  
Inwood, IA 51240  
[www.autoconx.com](http://www.autoconx.com)

Alex Hage  
Director of Sales  
800-944-3276 • [alex@autoconx.com](mailto:alex@autoconx.com)

Attending Mega-Conference: Alex Hage and Joe Mathes

Vertical Platforms: Automotive, Real Estate & Rentals, Marketplaces and Custom Verticals for your specialty brands. See the all new Keep It Local network that will transform your business model, retain old revenue and increase new – immediately. You Support Local – Shop Local – So Keep It Local!



## **The Blinder Group**

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19606 Eagle Crest Drive  
Lutz, FL 33549  
[www.blindergroup.com](http://www.blindergroup.com)

Mike Blinder  
President  
917-865-4827 • [mike@blindergroup.com](mailto:mike@blindergroup.com)

Attending Mega-Conference: Mike Blinder

Over 350 media companies are clients of The Blinder Group, a firm that assists in maximizing revenue for its clients, through effective on-site sales training/revenue-generation programs. The Blinder Group has generated over 100,000 million dollars for the global newspaper industry in multimedia ad sales.



## **Boostability** BOOTH 216

### **SILVER SPONSOR**

2600 W. Executive Parkway, Suite 200  
Lehi, UT 84043  
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Attending Mega-Conference: Jeff Panting and Adam Young

Established in 2009, Boostability began with the idea that great SEO services should be accessible and affordable for everyone. Thanks to our unique approach to SEO fulfillment and our partner relationships, Boostability now serves over 26,000 small businesses, helping them elevate their digital presence and succeed online. In the process we have grown to over 400 employees and have been ranked in the Inc. 5000 list of the fastest-growing private companies in America for four straight years.



## **Brainworks Software** BOOTH 317

### **SILVER SPONSOR**

100 South Main Street, Suite 102  
Sayville, NY 11782  
[www.brainworks.com](http://www.brainworks.com)

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Attending Mega-Conference: Al Cupo, Matt Griffith, Jeff Jones, Mary Parker, Rick Sanders and Nicole Zuccaro

Brainworks' suite of media industry software products deliver in-depth operational and data-driven solutions designed to simplify the workflow process, increase productivity and reduce costs. Brainworks is partnered with more than 1,000 media companies offering fully-integrated advertising, CRM, ad tracking and circulation software systems. See why A.H. Belo, tronc, Scripps, Schurz Communications, The Boston Herald, The Buffalo News, Cooke Communications and The Post and Courier (Charleston, S.C.) have selected Brainworks to fulfill their software needs.



## **Camilyo Online Ltd.** BOOTH 220

57 Dundee Road  
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Attending Mega-Conference: Lorren Elkins

Camilyo Online in One is a white-labeled, integrated marketing, sales and business productivity platform for SMBs. Built for and sold through digital service providers (DSPs), it allows DSPs to address all the digital needs of their local business clients from within one system, dramatically reducing operational and licensing costs. With Camilyo, DSPs can offer online presence, marketing, sales and business productivity tools tightly integrated around a centralized CRM under their own brand name.



## **CCI Europe A/S** BOOTH 118

600 Townpark Lane NW, Suite 350  
Kennesaw, GA 30144  
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Attending Mega-Conference: Carsten Boe Jensen,  
John MacEwen and Michael Taylor

CCI develops multi-channel publishing platforms for media corporations all over the world. We help our customers create engaging content, reach new audiences, and optimize their business strategies. Our new cutting-edge digital publishing platform, CUE, is designed for the digital-first newsroom and a constantly changing media environment. CUE offers countless ways of bringing innovation to content production and a whole new perspective on newsroom efficiency.



## **CitySpark** BOOTH 109

9690 South 300 West  
Sandy, UT 84070  
[www.cityspark.com](http://www.cityspark.com)

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Vice President, Sales  
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Attending Mega-Conference: Dave Haynie,  
Steve Haynie and Joe Matthews

Our proprietary technology gathers local event content into a single source. Our partner calendars have on average 9x more the number of events each day than other media outlet calendars. Pairing our critical mass of content with our platform, admin tools and monetization are the keys to success!



## **Clean Machine Ticket Company** BOOTH 421

8 Dearborn Square  
Kankakee, IL 60901  
[www.cleanmachinenetwork.com](http://www.cleanmachinenetwork.com)

Tom Small  
President  
815-450-5110 • [te7h@yahoo.com](mailto:te7h@yahoo.com)

Attending Mega-Conference: Tom Small and Rachel Small

Being able to sell individual stories for individual prices opens new territories: content for specialized audiences becomes possible, Spanish speakers can at last use your publication, and customers who want just one story from you, instead of a whole subscription, can pay a fair price. Offer your content for free if you want, but the choice of which stories are free is yours. The Clean Machine system of micropayments makes this possible. Please visit Tom and Rachel Small at Booth 421.



## **CNN NewsSource**

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12 North  
Atlanta, GA 30303  
[www.cnn.com/newsSource](http://www.cnn.com/newsSource)

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Attending Mega-Conference: Lauren Boles, Joe Conboy,  
Kelvin Davis, Danay Faulkner, Belinda Hernandez,  
Wendy Ho, William Mitchell and Patrick West

Since 1987, CNN NewsSource has been the most widely distributed news service in the business. In today's digital world, CNN NewsSource Digital offers an affordable, one-stop solution for digital news publishing. 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/newsSource](http://cnn.com/newsSource)



## **Content That Works** BOOTH 202

134 Columbus Street  
Charleston, SC 29403  
[www.contentthatworks.com](http://www.contentthatworks.com)

Rachel Cook  
Director  
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Attending Mega-Conference: Rachel Cook and Carina Wingel

Need great content? You've come to the right place. Content That Works is a content creation company specializing in high-quality, customized content for use by local media companies and content marketers. Ask us how we can help with all your content needs.



## ConvergenSEE Reviews/Listings Platform

BOOTH 306

444 N. Michigan Avenue, Suite 1270  
Chicago, IL 60611  
[www.convergensee.com](http://www.convergensee.com)

David Ruiz  
Senior Director  
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Attending Mega-Conference: David Ruiz

SELL MORE with Listings & Reviews monitoring software. We make it easy to manage local listings and localized digital campaigns so they are cohesive, consistent and cost-effective. Our technologies are tailored for agencies, publishers and in-house teams working with SMBs or brands with distributed local businesses. We offer innovative features, intuitive interfaces and ready-built relationships with search engines, social platforms and local directories. We empower you to drive revenue, expand your product offerings and enhance your competitive position in the marketplace.



## Creative Circle Media Solutions BOOTH 115

945 Waterman Avenue  
East Providence, RI 02914  
[www.creativecirclemedia.com](http://www.creativecirclemedia.com)

Bill Ostendorf  
President and Founder  
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Attending Mega-Conference: Sean Finch and Bill Ostendorf

We offer a full range of web and print production software that is easier to use and run, providing lower cost of operations. Our websites load faster, are more dynamic and have user-friendly designs that dramatically increase traffic and page views. Creative Circle also provides high-end outsourcing, print redesigns that drive readership, strategic consulting, and news and ad staff training. Our holistic solutions can help you better engage users in print and online, driving revenues and loyalty.



Cribb, Greene & Cope

## Cribb, Greene & Cope

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825 Great Northern Blvd., Suite 202  
Helena, MT 59601  
[www.cribb.com](http://www.cribb.com)

John T. Cribb  
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Attending Mega-Conference: Randy Cope, John Cribb  
and John Thomas Cribb

Cribb, Greene & Cope publication brokers have more than 60 years of publishing and brokerage experience, and our financial and market analysts have 70 combined years of newspaper financial and marketing experience.



## Dart/PCF BOOTH 207

303 Smith Street  
Farmingdale, NY 11735  
[www.pcfcorp.com](http://www.pcfcorp.com)

Tom Dressler  
Vice President of Growth & Development  
631-270-3133 • [tom.dressler@pcfcorp.com](mailto:tom.dressler@pcfcorp.com)

Attending Mega-Conference: Tom Dressler and Matthew Griffin

Dart is a new software platform built by the distribution experts at PCF for its own operations. Now available to the industry, Dart enhances your existing circulation system and offers a fresh approach to a longstanding challenge: deliver print products as fast as you can, as accurately as you can, at the lowest operational cost. It's the most all-encompassing distribution management, delivery and routing solution on the market. Learn how you can deliver smarter with Dart, visit Booth 207.



## Data-Dynamix

Digital Marketing Experts

[data-dynamix.com](http://data-dynamix.com)

## Data-Dynamix

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P. O. Box 2148

Fort Lauderdale, FL 33301

[www.data-dynamix.com](http://www.data-dynamix.com)

Brendon Brigham

Vice President, Customer Experience and Product Integration

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Attending Mega-Conference: Brendon Brigham

The Specifix database, exclusively offered by Data-Dynamix, brings together highly-sourced, accurate information on individuals – graphed against their individual device ID, IP address, physical address and opted in email information. This approach concretely creates a person-to-person marketing opportunity with omni-channel applications. This allows for a variety of targeting opportunities, as well as the development of audience segmentation including look-alike modeling.



## Design2Pro BOOTH 418

276 Schulte Lane

Santa Barbara, CA 93105

[www.design2pro.com](http://www.design2pro.com)

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Attending Mega-Conference: Howard Barbanel

Design2Pro is the leader in off-site editorial and ad design for newspapers and magazines. Streamline your production, enhance the look and readership of your pages and ads, cut your overhead and realize significant net dollar savings in the process – savings that can be invested in improved editorial, more ad sales, web/mobile or just go to your bottom line. Our 14th year. More than 85 full-time graphic artists on staff. We produce over 260 publications each week, on time and on budget.



## **Dev/Con Detect Ad Tech Security®**

### **BOURBON/TEQUILA TASTING SPONSORSHIP**

1901 Madison Avenue, Suite 2105  
Memphis, TN 38104  
[www.devcondetect.com](http://www.devcondetect.com)

Regan Davis  
Head of Partnerships  
408-505-4041 • [rdavis@devcondetect.com](mailto:rdavis@devcondetect.com)

Attending Mega-Conference: Regan Davis and Casey Hester

DEV/CON Detect Ad Tech Security® helps publishers grow revenue by resolving ad tech issues. We serve the advertising and publishing industries primarily via tag verification – tags pushed through various networks, widgets and creatives. Our team of digital advertising professionals, white-hat hackers, and data scientists leverage our patent-protected technology to: detect, fix and monitor both technical and organizational vulnerabilities to protect and increase agency and publisher revenue.



**Dirks, Van Essen & Murray**

## **Dirks, Van Essen & Murray**

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Attending Mega-Conference: Sara April, Philip Murray and Owen Van Essen

Dirks, Van Essen & Murray is the leading merger and acquisition firm in the U.S. newspaper industry and its top authority on transactions and valuations. Since 1980, the firm has focused on assisting companies in the sale, acquisition and valuation of daily and weekly newspapers.



## **Editor & Publisher** BOOTH 204

### **MEDIA SPONSOR**

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Attending Mega-Conference: Jeff Fleming,  
Wendy MacDonald, Jesus Ruiz and Nu Yang

Editor & Publisher is the authoritative journal covering all aspects of the newspaper industry, including business, newsroom, advertising, circulation, marketing, technology, online and syndicates. In today's technology revolution, every decision can be critical to the success or failure of an enterprise. The goal of E&P is to support, inform and promote the newspaper industry and provide professionals with the tools to ensure their success in the years to come.



## **Fake Brains**

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791 South Park Drive, Suite 300  
Littleton, CO 80120  
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303-791-3301 • [sales@fakebrains.com](mailto:sales@fakebrains.com)

Attending Mega-Conference: Lisa Pfeifer

For 27 years we've helped our customers find the hidden gems in their data. AccountScout is the "Nerve Center" software to link ad sales, accounting and production with dashboards, task-lists and a native sales/CRM mobile app. Anvil is the best solution to present media digitally while also providing new revenue streams. Our powerful reporting gives executives the critical tools to monitor performance. We take pride in our outstanding service and continuous product development.



## **Flipp** BOOTH 103

12-3250 Bloor Street West  
East Tower, Bloor Islington Place  
Toronto, ON M8X 2X9  
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Attending Mega-Conference: Katarina French and Jessica Pun

Flipp is a retail technology company that is reinventing the way people shop. We work with the largest retailers and manufacturers in the world to help them transform their business and connect them with tens of millions of shoppers through our next generation digital shopping marketplace and distribution network. Flipp's technology is integrated on top news and broadcast sites in North America, enabling our media partners to capture print circular dollars as they rapidly transition to digital.



## **Friends2Follow** BOOTH 419

P. O. Box 526393  
Salt Lake City, UT 84152  
[www.friends2follow.com](http://www.friends2follow.com)

Reinig Morris  
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Attending Mega-Conference: Henry Haitz,  
John Winn Miller and Reinig Morris

Friends2Follow drives new, high-margin revenue for more than 400 news sites in seven countries with tools to monetize their advertisers' social media by streaming it into our simple-to-install, easy-to-use widgets and banner ads. And we don't make money if you don't make money.

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Imaging and Ad Design Center

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## Gannett Imaging & Ad Design Center

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Des Moines, IA 50309  
[www.giadc.gannett.com](http://www.giadc.gannett.com)

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Attending Mega-Conference: Amy Arnold, Jeff Burkett,  
Adrian Edgerson, Toni Humphreys and Alicia Shellenberger

The Gannett Imaging and Ad Design Center is a full-service design group, specializing in pre-media services ranging from print and digital ad design, imaging/photo services and page processing. The GIADC has locations in Des Moines and Indianapolis with more than 300 creative employees ready to serve you. We are able to provide award-winning design services allowing your sales staff to generate more revenue. Come see the difference.



GATEHOUSE  
L I V E

## GateHouse Live & Virtual Events BOOTH 105

1160 N. Town Center Drive, Suite 330  
Las Vegas, NV 89144  
[www.gatehousemedia.com](http://www.gatehousemedia.com)

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Attending Mega-Conference: Sarah Bass, Ellie Kuhn,  
Steven Ratajczyk and Tanya Williamson

GateHouse Live is an event production company specializing in delivering world-class events for the media industry and the communities they serve. We constantly strive to exceed expectations, create unforgettable memories, and generate new revenue streams while leveraging our reputable and institutional brands. Our events inspire pride and progressive innovation throughout the ever-changing media industry, while still relying on core newspaper strengths – our ability to create content, attract audiences, and bring powerful meaning to the lives of others.



## **GeoTix** BOOTH 303

### **BRONZE SPONSOR**

125 Park Street  
Traverse City, MI 49684  
[www.geotix.com](http://www.geotix.com)

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Attending Mega-Conference: Ben Fellows, Deborah Fellows,  
Derek Graham and Drew Warner

GeoTix is a non-advertising revenue opportunity, borne out of a local media company, whose mission is to tie local event discovery to purchase. Local media has the audience, the content, the commitment to community and local access to event organizers. But that investment merely drives ticket fee revenue to national ticket sellers. With \$5.5 billion in fee revenue and millions of emails, why not cut out the middleman? We did. You can too. It's time local media disrupted a global industry.



## **Google**

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San Francisco, CA 94105  
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Attending Mega-Conference: Meagan Tanner and Chrissy Towle



## Guarantee Digital

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Attending Mega-Conference: Daryl Hively

Guarantee Digital supports media partners in over 200 markets with the essential online solutions their clients need most, including web, social, mobile, video, digital targeting and more. Our white label fulfillment program also includes serious sales training, lead generation, new agency website, sales collateral and more. Agency JumpStart option gives existing/stalled agencies a revenue goose, selling your products or ours. Contact Daryl Hively at 414-234-8529 or [www.guaranteedigital.com](http://www.guaranteedigital.com).



## ImGoing Events Calendar - ITI Digital

### BOOTH 217

1611 Union Street  
Brunswick, GA 31521  
[www.imgoingeventscalendar.com/media](http://www.imgoingeventscalendar.com/media)

Chelsey Hardy  
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Attending Mega-Conference: Aline Gill

Automated Events Calendar. Diversify your revenue and engage with your audience. Learn how this SaaS can generate revenue for your business and establish value for your advertisers. Partner with Facebook, Eventbrite and TicketMaster. Mobile friendly with optional native app application.



## **Interactive News** BOOTH 116

12222 New York Ranch Road  
Jackson, CA 95642  
[www.interactivenews.live](http://www.interactivenews.live)

Jack Mitchell  
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Attending Mega-Conference: Jack Mitchell

We are reinvigorating newspapers' revenues while delighting readers by harnessing augmented reality technology to bring your printed newspaper to life. After downloading a free app, readers simply hold their mobile phone over photos or blocks of text to launch the interactive experience. In a predicted \$20-billion market by 2020, Interactive News is an affordable and easy-to-use platform for any sized newspaper – after all, it originated in a small newspaper with a staff size of 12 people. This app and platform is a game changer in the publishing world. We bring newspaper pages to life.



## **Interlink** BOOTH 402

P. O. Box 207  
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888-473-3103 • [brad@ilsw.com](mailto:brad@ilsw.com)

Attending Mega-Conference: Bill Garber, Brad Hill  
and Laura Streelman

Interlink produces the most widely used newspaper-specific presort system in America, helping more than 1,800 newspapers navigate the postal system to obtain the best delivery at the lowest cost.



## **LEAP Media Solutions**

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1020 Southhill Drive, Suite 150  
Cary, NC 27513  
[www.leapmediasolutions.com](http://www.leapmediasolutions.com)

Tom Ratkovich  
Managing Partner  
303-886-0202 • [tom.ratkovich@leapmediasolutions.com](mailto:tom.ratkovich@leapmediasolutions.com)

Attending Mega-Conference: Jeremy Bender,  
Tom Ratkovich and Daniel Williams

LEAP Media Solutions serves a client community of more than 100 local publishing companies to engineer data-driven marketing processes designed to grow, activate, engage and monetize audiences. LEAP leverages world-class technology and unparalleled expertise to implement industry best practices that build the volume and value of customers across print and digital portfolios.

# Legacy.com<sup>®</sup>

## **Legacy.com** BOOTH 408

820 Davis Street, Suite 210  
Evanston, IL 60201  
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Kim Vander Velde  
Senior Vice President, Newspaper Affiliate Partner  
847-570-4379 • [kimv@legacy.com](mailto:kimv@legacy.com)

Attending Mega-Conference: Kim Evenson, Ron Speechley,  
Kim Vander Velde and Jessica Voelkner

Legacy.com is the global leader in online obituaries, providing obituary-related services to more than 1,500 newspapers and 3,500 funeral homes. Legacy's partners benefit from unparalleled scale and expertise that delivers industry-leading products, e-commerce solutions and customer service.



Empowering your media business

## **Lineup Systems** BOOTH 209

350 Interlocken Blvd., Suite 108  
Broomfield, CO 80021  
[www.lineup.com](http://www.lineup.com)

Markus Feldenkirchen  
Executive Vice President, North America  
630-854-3734 • [markus.feldenkirchen@lineup.com](mailto:markus.feldenkirchen@lineup.com)

Attending Mega-Conference: Markus Feldenkirchen,  
Michelle Gullia, Daryl Kern and Pete Lewis

Lineup Systems provides the world's #1 media sales solution, Adpoint, that empowers media businesses to maximize revenue opportunities and optimize business performance. The cloud-based, multi-channel solution supports 1,600 media brands across print, digital, events and broadcast in 33 countries, setting the industry standard in media sales management. Lineup is the preferred technology partner of leading media companies, including Gannett, Time Inc., Bonnier Corporation, Paddock Publications, Toronto Star and Metro.



## **Maps.com** BOOTH 320

120 Cremona Drive, Suite 260  
Santa Barbara, CA 93117  
<https://acqir.maps.com/>

Todd Manes  
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Attending Mega-Conference: Todd Manes

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 a number of categories, including: Open Houses, 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 its clients since 2009.



## **Marfeel** BOOTH 319

401 Park Avenue S  
New York, NY 10016  
[www.marfeel.com](http://www.marfeel.com)

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Attending Mega-Conference: Kate Eitelman and Malissa Pistillo

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Building A, Suite 100  
Atlanta, GA 30350  
[www.mathereconomics.com](http://www.mathereconomics.com)

Matt Lindsay  
President  
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Attending Mega-Conference: Matt Lindsay and Bob Terzotis

Mather Economics is a global consulting firm that applies a combination of proprietary analytical tools and implementation expertise to help businesses develop pricing strategies that maximize operating margins, grow revenue and improve customer loyalty. Since 2002, Mather's economists and analysts have helped businesses in publishing and media, lotteries, technology, hospitality and telecommunications develop and implement pricing strategies that maximize operating margins, drive customer loyalty and increase revenue.



## **Matrix Solutions** BOOTH 302

Nova Tower 1, One Allegheny Square, Suite 500  
Pittsburgh, PA 15212  
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Chief Revenue Officer  
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Attending Mega-Conference: Rebecca Earlewine  
and Brenda Hetrick

Matrix Solutions makes media happen by helping media companies to better monetize their content. Our flagship product, Monarch, is the only global ad sales platform built for media – transforming chaotic data into actionable sales information that delivers the insights necessary for prospecting, managing, evaluating and closing business. The company manages more than \$13 billion in media ad revenue, offering its best-in-class analytics, sales intelligence, media-specific CRM and sales tools to more than 10,000 media sellers to more efficiently manage their workflow.



## **Miles 33** BOOTH 108

40 Richards Avenue  
Norwalk, CT 06854  
[www.miles33.com](http://www.miles33.com)

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Vice President, Marketing  
916-225-0939 • [albert.debruijn@miles33.com](mailto:albert.debruijn@miles33.com)

Attending Mega-Conference: Edward Hubbard  
and Eric Hansen

Miles 33 is a developer of advertising, editorial and mobile publishing solutions for multi-channel media companies. These easy-to-use applications use a responsive design and run on smart phones, tablets and computers. Automation of page building and advertising production are in high demand as newspaper publishers look for ways to reduce costs without sacrificing quality.

# MONSTER

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Jeff Graham  
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Attending Mega-Conference: Julie Arsenault, Loran Cunningham, Amanda Friedl, Jeff Graham, Mark O'Brien, Amanda Padilla, Seth Ryan, Alex Smith and Mike Taylor

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Mary Van Meter  
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Attending Mega-Conference: Mary Van Meter

News & Tech is the premier resource for insight, analysis and technology integration in newspaper, magazine, digital and hybrid operations and production. News & Tech is written by industry experts and read by publishers and executive decision-makers. Whether it's our flagship print publication, our weekly Dateline electronic newsletter or [www.newsandtech.com](http://www.newsandtech.com), News & Tech provides the most comprehensive coverage of newspaper and magazine production, technology and trends.



## News Hub Media

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Monty van Emmerik  
Product Director  
248-412-8816 • [monty@newshubmedia.com](mailto:monty@newshubmedia.com)

Attending Mega-Conference: Richard Laframboise,  
Monty van Emmerik and Mark Wasserman

News Hub Media's innovative software enables publishing across the globe. From the largest newspaper group in the USA to hyper-local, weekly newspapers and from magazine publishers and printers to one of the largest automated digital print production facilities in North America, NHM is focused on creating affordable, innovative systems to enhance automation and efficiency in the industry. Formerly known as PuzzleFlow/PMT, News Hub Media is the new brand name of publishing technology.



## NewsBank BOOTH 403

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

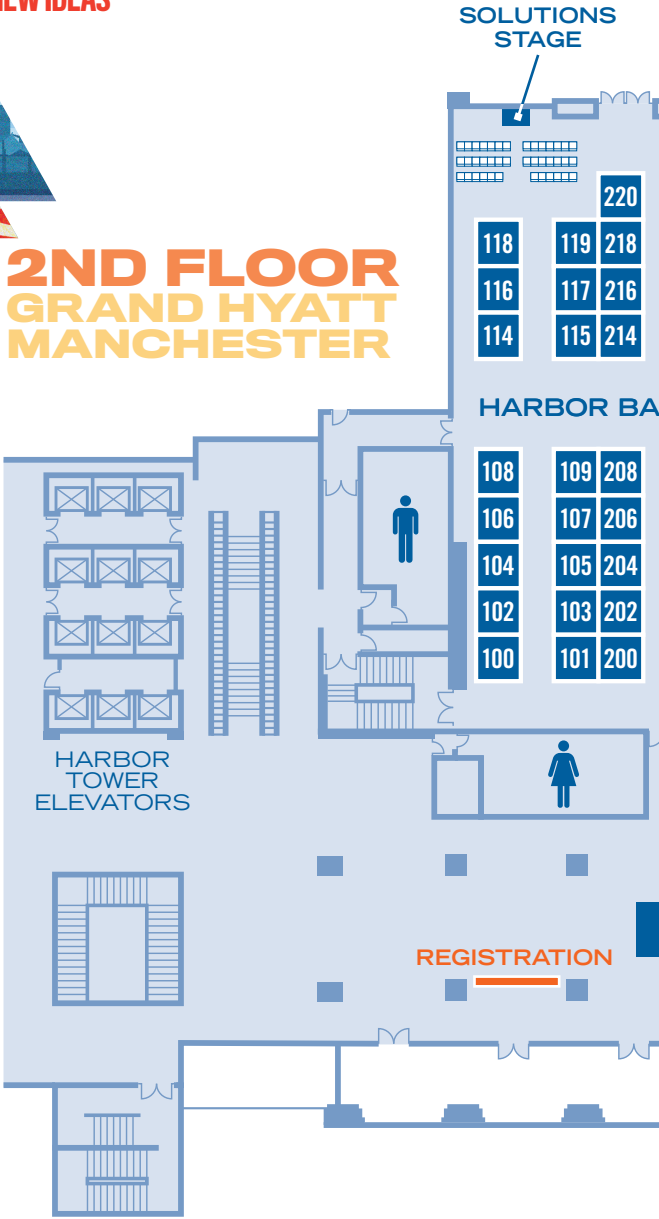
Tina Owens  
Vice President, Business Development  
239-601-9051 • [towens@newsbank.com](mailto:towens@newsbank.com)

Attending Mega-Conference: Tina Owens and Shelley DeLuca

NewsBank offers free microfilm digitization and digital archiving services to publishers worldwide. Partnership agreements include generous revenue-sharing models and can be customized to fit the needs of any news organization. Other turnkey services include content distribution, ecommerce hosting, newsroom research tools, data extraction and conversion, data enhancement, and custom data filters. The industry leader for 45 years, NewsBank helps publishers leverage archives to generate revenue.

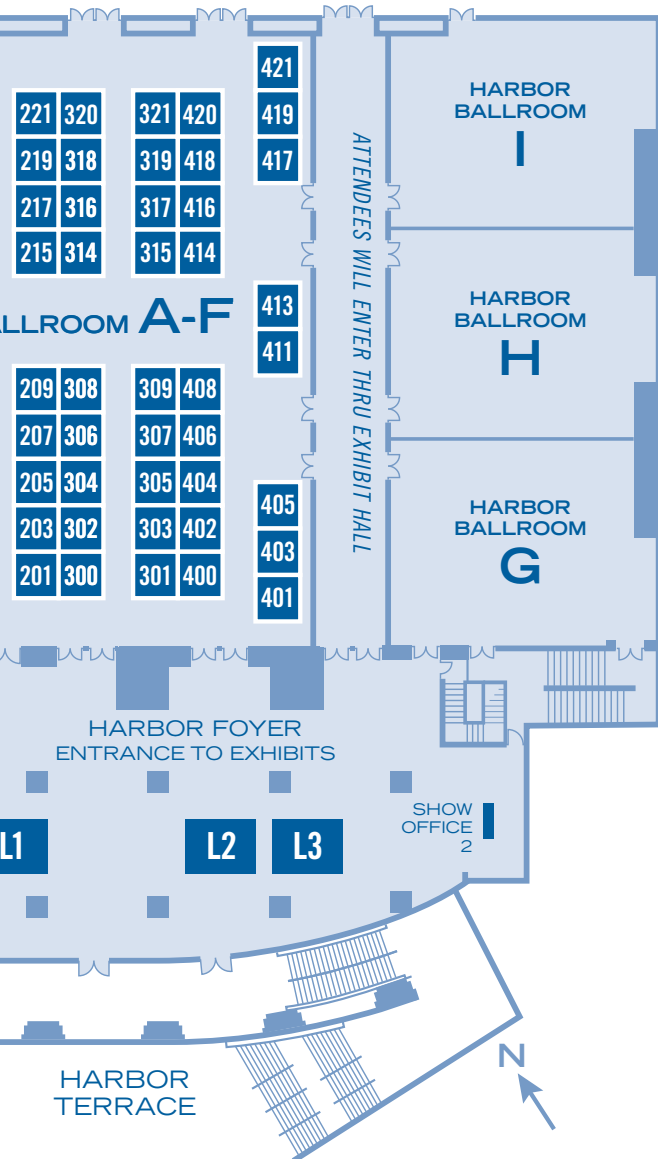
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## **NEWSCYCLE Solutions** BOOTH 100

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

Marc Thompson  
Sales Director  
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Attending Mega-Conference: Geoff Kehr, Mike Pirello,  
Marc Thompson and Ronnie Willis

Newscycle delivers editorial, advertising, circulation and mobile solutions that empower the global news media industry. Our solutions enable publishers to drive profitability, accelerate digital business models and optimize core print operations.



## **The Newspaper Manager** BOOTH 401

181 Hannahs Crossing Drive  
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[www.newspapermanager.com](http://www.newspapermanager.com)

Greg Booras  
National Sales Manager  
706-750-0016 • [gbooras@mirabeltechnologies.com](mailto:gbooras@mirabeltechnologies.com)

Attending Mega-Conference: Greg Booras

The Newspaper Manager is a publishing CRM that dramatically reduces overhead costs by connecting sales, production and accounts receivable in one simple package. This mobile-friendly platform equips sales reps to generate more ad revenue while saving time throughout production and billing.



## **Newspapers.com** BOOTH 300

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

Brent Carter  
Director of Business Development  
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Attending Mega-Conference: Gordon Atkinson,  
Brent Carter and Brian Hansen

Newspapers.com is an Ancestry.com site that partners with newspaper publishers with a no-cost solution to digitize and monetize their historical archives.



## **Newzware – ICANON** BOOTH 101

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Hatfield, PA 19440  
[www.newzware.com](http://www.newzware.com)

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Senior Sales Executive  
215-822-5519 • [dbascom@icanon.com](mailto:dbascom@icanon.com)

Attending Mega-Conference: Dana Bascom

Newzware is excited to participate at the Mega-Conference and we do hope to meet each of you. 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 & Payroll). Please stop by our booth to learn more about how our solutions will improve productivity.



## **Nielsen Scarborough** BOOTH 205

32 SE 2nd Avenue, Apt. 322

Delray Beach, FL 33444

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

Mitch McKinnon

Account Director, Client Solutions, Newspaper Media

919-599-6956 • [mitch.mckinnon@nielsen.com](mailto:mitch.mckinnon@nielsen.com)

Attending Mega-Conference: Mitch McKinnon

Nielsen Scarborough brings local markets to life and is the industry standard for newspaper audience information. We capture the media usage behaviors of American adults across multiple platforms, as well as shopping patterns and lifestyle trends.



## **Ntooitive**

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Las Vegas, NV 89106

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

Ryan Christiansen

CEO

702-224-5565 • [ryan@ntooitive.com](mailto:ryan@ntooitive.com)

Attending Mega-Conference: Brian Johnson

Ntooitive is a digital marketing and technology company that optimizes sales, workflow and reporting to improve ROI. N2Hive automates processes to increase time spent selling instead of administrative tasks. Ntelligence uses artificial intelligence to provide real-time reporting on marketing and business data. Their digital marketing services optimize campaigns to deliver industry-leading results. Ntooitive is a Premier Google Partner and Google 10 Fastest Growing Solution Providers for 2017.



## **NTVB Media** BOOTH 420

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Attending Mega-Conference: Tom Comi and Michael Keever

For 65 years NTVB Media's entertainment publications have provided trusted editorial content and best-in-class TV magazines to over 20 million readers daily. More than 200 newspaper partners benefit from NTVB Media's expertise in localized TV magazine design, marketing, ad sales and production. We are now pleased to offer FREE editorial content in print, digital and widget formats to newspapers of all sizes. Come see us to hear about our turnkey products and content solutions. Let's talk!



## **Olive Software** BOOTH 304

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

Dewayn Davis  
CEO  
866-654-8387 • [sales@olivesoftware.com](mailto:sales@olivesoftware.com)

Attending Mega-Conference: John Mahoney and Kevin Sexton

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

Landon Morales  
Chief Revenue Officer  
561-809-1586 • [landon@ownlocal.com](mailto:landon@ownlocal.com)

Attending Mega-Conference: Lloyd Armbrust, Rob Beauchamp, April Halasz, Landon Morales, Marc Pretorius and James Varley

OwnLocal partners with almost 4,000 publishers globally, to help manage local digital transformation and position them as the full-service marketing partners for all local advertisers. OwnLocal's combination of technology and proven expertise equips publishers with the tools and strategy necessary to capture, retain and grow advertisers, in print and online. Their breakthrough technology, Origami, generates significant new digital revenue while helping publishers create a sustainable future.



## PAGE Cooperative BOOTH 314

700 American Avenue, Suite 101  
King of Prussia, PA 19406  
[www.pagecooperative.com](http://www.pagecooperative.com)

Joan M. Graff  
Director of Membership Development and Marketing  
703-622-1052 • [joan.graff@pagecooperative.com](mailto:joan.graff@pagecooperative.com)

Attending Mega-Conference: Marcy Emory, Joan Graff, Steve Schroeder and John Snyder

PAGE Cooperative, a not-for-profit, member-owned association, was formed 33 years ago to help independently owned newspaper companies group their purchases to lower costs and improve services. Today, PAGE has a nationwide membership covering all 50 states and more than 1,500 publishing locations. With 200+ suppliers offering products and services ranging from newsprint to cloud computing, members turn to PAGE for the best in price and service. Please call 800-468-9568 to learn how PAGE can help you save money.



## **PageSuite** BOOTH 206

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

Lucy Tozer  
Senior Vice President, Marketing  
+44 1233 721030 (UK) • [lucy.tozer@pagesuite.com](mailto:lucy.tozer@pagesuite.com)

Attending Mega-Conference: Ben Edwards and Lucy Tozer

PageSuite delivers market-leading ePaper and app solutions to newspapers across the globe, enabling them to deliver content cross-platform, implement innovative advertising and paywall strategies and create engaging digital experiences across desktop, mobile and tablet.



## **Phoenix Vision, Inc.** BOOTH 221

16855 W. Bernardo Drive, Suite 100  
San Diego, CA 92127  
[www.phxvision.com](http://www.phxvision.com)

Clifton Cooke  
CEO  
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Attending Mega-Conference: Cliff Cooke,  
Chuck Cotton and Glenn Zuehls

Phoenix Vision, Inc. uniquely addresses the needs of the newspaper industry to increase advertising revenue with an "active" digital signage-based technology solution featuring anonymous viewer analytics. Our concept rests on three pillars: 1) the need for newspapers to create additional profitable revenue, 2) the need for advertisers to better understand the demographics of their sales through an active approach, and 3) the need to increase the efficiency of retail stores by utilizing existing newspaper racks to advertise their own products and services to their target audience.



## **ppi Media US, Inc.** BOOTH 308

401 N. Michigan Avenue, Suite 1200  
Chicago, IL 60611  
[www.ppimedia.com](http://www.ppimedia.com)

Tom Reinacher  
CEO

630-433-8836 • [tom@ppimedia-us.com](mailto:tom@ppimedia-us.com)

Attending Mega-Conference: Tom Reinacher and  
Christina Reinacher

ppi Media is one of the leading international software specialists for publishing workflows in the fields of print, web and mobile. More than 100 media companies and publishing houses worldwide are using our software solutions. These solutions include the cross-channel editorial system Content-X, various tailored newspaper planning solutions, as well as tools for digital ad management. Numerous publishers were able to increase their online revenue and optimize their use of valuable resources in their daily workflows with our digital publishing solutions.



## **Prestelligence** BOOTH 208

8328 Cleveland Avenue, NW  
North Canton, OH 44720  
[www.prestelligence.com](http://www.prestelligence.com)

Bob Behringer  
President and CEO

330-305-6960 • [bbehringer@prestelligence.com](mailto:bbehringer@prestelligence.com)

Attending Mega-Conference: Bob Behringer

Prestelligence will showcase its latest My News 360 platform combining multi-channel delivery content management for print and web, mobile apps, and e-edition. Also available is the high school sports platform for scores and stats, in addition to its flagship solutions of e-tearsheets and invoice delivery, prepress production workflow, ink optimization and e-editions. An industry leading software developer and innovator, Prestelligence transforms concepts into cost-effective and revenue-generating solutions scaled to fit newspapers of all sizes. Stop by for a demo.



## **Prolmage America, Inc.** BOOTH 309

103 Carnegie Center  
Princeton, NJ 08540  
[www.new-proimage.com](http://www.new-proimage.com)

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Vice President of Sales  
516-314-4225 • [rick.shafranek@new-proimage.com](mailto:rick.shafranek@new-proimage.com)

Attending Mega-Conference: Mike Monter and Rick Shafranek

Prolmage America is a leading developer of innovative browser-based production automated workflows, ink optimization, image color toning & correction software and a press registration solution for commercial and newspaper printers that corrects registration issues by adjusting the Tiff separations. NewsWay is an advanced browser-based fully automated workflow, output management and production tracking solution. Flexible and customizable. Perfect for production centralization projects.



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Attending Mega-Conference: Danny Pacheco and Todd Stehl

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## **Recruitology** BOOTH 411

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San Francisco, CA 94111  
[www.recruitology.com](http://www.recruitology.com)

Roxie Crowley  
Director of Partnerships  
281-763-8934 • [rcrowley@recruitology.com](mailto:rcrowley@recruitology.com)

Attending Mega-Conference: Roberto Angulo,  
Roxie Crowley, Michael Dawes, Brandi Reagan and Earl Tilton

Recruitology's cloud-based recruitment platform for media companies includes programmatic job distribution and access to a network of niche job boards and destination sites. New additions to the Recruitology product suite include a white-labeled job board and recruitment mobile app. See Recruitology CEO Roberto Angulo and McClatchy Digital Revenue Manager Sandy Glover talk about how media companies are reclaiming their local recruitment advertising markets on the Solutions Stage on Tuesday at 1:30.



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Attending Mega-Conference: Winder Hughes

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## **Roxen Internet Software** BOOTH 218

4753 NW 119th Avenue  
Coral Springs, FL 33076  
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Per Ostlund  
President and CEO  
917-582-0753 • [per.ostlund@roxen.com](mailto:per.ostlund@roxen.com)

Attending Mega-Conference: Jorge Mejia and Per Ostlund

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## **Second Street** BOOTH 200

1017 Olive Street, Mezzanine Level  
St. Louis, MO 63101  
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Attending Mega-Conference: Benjamin Beaver, Matt Coen, Liz Crider Huff, Julie Foley and Ruth Presslaff

As the leading provider of private-label online contests and interactive content, we help companies generate revenue and build a database of consumers. Our software lets companies maximize engagement and convert website visits into revenue contests, sweepstakes and more.



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Camille Olson  
Partner  
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# S H A K E R

## Shaker Recruitment Consultants BOOTH 201

1100 Lake Street  
Oak Park, IL 60301  
[www.shaker.com](http://www.shaker.com)

Lia Mancini Brunner  
Director  
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Attending Mega-Conference: Lia Mancini Brunner and Michael Farag

Providing the industry's most comprehensive, cost-effective set of digital and enhanced services for all media, we create, power, administrate and market exceptionally robust local job boards. Backed by the full-service resources and 65 years of experience of our parent company and industry pioneer, Shaker Recruitment Advertising & Communications, we are committed to helping you maximize your profitability with convenient services that are proven to help you compete more effectively and succeed on your own terms.

# Simpli.fi

## Simpli.fi

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[www.simpli.fi](http://www.simpli.fi)

Michael Cole  
Director of Partner Development  
310-729-2084 • [mcole@simpli.fi](mailto:mcole@simpli.fi)

Attending Mega-Conference: Michael Cole

Simpli.fi is the leader in localized programmatic advertising. Simpli.fi works with the largest buyers of localized advertising, including brands, agencies, local media groups, networks and trading desks. These companies utilize Simpli.fi to localize ad targeting and content, to deliver performance on high volumes of localized campaigns, and to provide deep insights on their dynamic audiences. For more information about the company or partnership opportunities visit [www.simpli.fi](http://www.simpli.fi).



## Site Impact BOOTH 404

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

Brandon Rosen  
CEO  
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Attending Mega-Conference: Wendy Peichel and  
Brandon Rosen

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Attending Mega-Conference: Ashley Hess,  
Dave Patterson and Todd Swickard

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## **SOCIAL NEWS DESK**

## **Social News Desk** BOOTH 214

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