

NCRA

North Central Reprographic Association



PRESIDENT SPEAKS...

Dear NCRA Members,

Well Orlando was quite a show, lots of equipment, online storage solutions, inkjet and wide format equipment, whew lots to see and lots of people to share information. I had the unique ability to have a booth at the trade show and talked to blueprinters from around the world; it was unique, in that all the problems were the same, high equipment costs, low priced competitors, labor shortages, and e-commerce opportunities. It was fascinating to exchange ideas and issues with such a wide variety of people in our industry, Germany, Helsinki, Tulsa, Oklahoma.

The theme was the same, uncertain of the future, uncertain of the industry consolidation, unsure unsure unsure. Well I am here to tell you our future has never been brighter, more opportunities exist for us than ever before in this industry. Yes it is expensive; we forgot how we had to learn the camera trade, or overlay drafting, or offset printing. Everything was going just fine who messed it up? No one did...it's just now we have to run a dynamic business not a static one, that's good news for the people who run good companies.

Please keep all this in mind when coming to Branson in the fall, there will be a wonderful trade show, an excellent business program, and a world class resort for all. Golfers will note that they will be paying on a Tom Fazio course rated as one of the top five in the country. Families are welcome in Branson, which is the family show capital of the world. Remember there is no Presidential dinner dance this year (if you saw me dance you would know why) so Saturday night and Sunday are for you and your spouse and children. Our program ends Saturday with the business programs, luncheon and live charity auction.

World class fishing, skiing, boating, golfing and just relaxing are all in store for those who attend. Plus trust me, the sharing of information is immense and worthwhile. If you have questions about our business come share them, this show is a very personal version of the IRGA and those who miss it will lose valuable ground in determining the future of their companies.

Thank you for your time and have a wonderful summer.

Kevin Rowe
President

Live Charity Auction

We will again be holding our annual live Charity Auction on, September 23rd, 2000 during the Saturday luncheon.

The auction is always a fun event and raises money for good causes and promotes service to the community. One half of the money goes to a charity of the President's choice and one half goes to the Business and Education fund of the NCRA. Numerous charities have benefited from this Charity Auction. Last year approximately \$1500. was donated to the Sharing and Caring Hands organization. This year Kevin Rowe has chosen the Salvation Army.

So start thinking of any items that you can donate for the auction. We will be gathering the donated items at registration in the hospitality room. Look forward to seeing you there.

If you have any questions about the auction, please call me at 319-64-2473 x 214

Ralph Wasik

INSIDE...

**PRESIDENTS MESSAGE
CHARITY AUCTION
FISHING IN BRANSON
MEMBERSHIP NEWS
FROM THE BUSINESS CHAIR
GOLF OUTING
EXHIBITORS CORNER**

Any Fishermen in the NCRA?

Probably most of the serious fishermen already know that the Branson area has some of the top fishing lakes and streams in the United States. Every year the Bass Masters Association holds a tournament in the area. So if you like to fish, why not come a day or two early and dip a line.

There are many fishing guides and marinas in the area; the following is a list of some of them:

BRANSON HWY K MARINA
2580 ST. HWY 165
BRANSON, MO 65616
417-334-2880

BULL SHOALS LAKE

BRANSON TROUT DOCK
305 BOXCAR WILLE DR.
BRANSON, MO 65616
417-334-3703

LAKE TANEYCOMO

MAINSTREET MARINA
500 E MAIN ST.
BRANSON, MO 65616
417-334-3069



STATE PARK MARINA
P.O. BOX 6438
BRANSON, MO 65616
417-334-2263

TABLE ROCK LAKE

CHATEAU ON THE LAKE
415 N. STATE HWY 265
BRANSON, MO 65616
888-333-LAKE

DOGWOOD CANYON NATURE PARK
BIG CEDAR LODGE
612 DEVILS POOL RD.
RIDGEDALE, MO
417-335-2777 ext. 7107
(Tours including half-day guided
Trophy Trout fishing experience).

FISHING GUIDES AND SERVICES

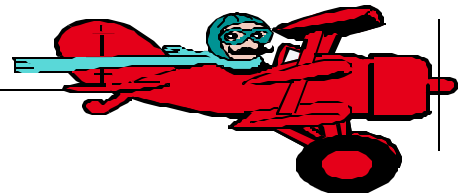
WHITE HOLE RESORT
STEVE WILLETTS (FISHING GUIDE)
BULL SHOALS, AK
870-453-2913
www.whiteriver.net\whitehole

OZARK MOUNTAIN GUIDE SERVICE
P.O. BOX 61
CAPE FAIR, MO 65624
TIM PAIGE
417-538-2065 OR 800-250-3275
www.tablerockguides.com

Outdoor enthusiasts take note.....

Bass Pro Shop Outdoor World and Wildlife Museum in Springfield, MO.
1935 S Campbell St., Hours Mon-Sat 7AM-10PM, Sun 9AM-6PM.
Check out the web site www.outdoor-world.com for more details

Thank you... for Signing UP!!



The NCRA Executive Board thanks you for returning your membership applications in a timely manner. Members will be receiving a membership acknowledgement and an NCRA MEMBER window decal soon. Thanks again for joining.

It's never to late to join, so we will be soliciting the folks that have not yet responded- reminders are in the mail. Applications are on our web site at www.NCRA1.com or call Shirley Zawoyski at 630-351-2202 for more information.

Steve Zawoyski,
Vice President

CHECK OUT OUR WEB SITE AT
WWW.NCRA1.COM FOR COMPLETE
INFORMATION AND DETAILS ABOUT THE
CONFERENCE AND TRADESHOW IN
BRANSON, MO ON SEPTEMBER 21-23, 2000

FROM THE BUSINESS CHAIR...

Is this a great time to be in business or what? Each year brings more and more opportunities and new directions allowing us to expand our services and our margins. Unfortunately making these decisions sometimes is like walking through a minefield. With that in mind, you won't want to miss this year's Business Programs at the NCRA Conference in September.

Digital Plan Room:

Whether you like it or not, it's here...Bluelineonline.com, Buzzsaw.com, etc., etc. We have put together a great panel with reprographers, software manufacturers and service providers who are already supplying and providing these services to our industry.

A Look Into the Future:

Listen to two key players in our industry. One, an equipment manufacturer and the other a reprographer, talk about R & D, trends, and where we are headed into the future.

Facilities Management:

This is not just for large firms any longer. With the wide range of pricing and options available on digital equipment, not to mention that contractors can access the Internet and are being given CD's to output their own drawings, our piece of the pie is getting smaller and smaller. This is one program you won't want to miss.

Hiring & Keeping Key Employees: The title says it all!

If you have any questions regarding our business programs, please call me at 217-423-7589 or dnelson@decaturblue.com.

Dann Nelson- Business Program Chairperson

In Memoriam Frank DiCanio 1916-2000

After twenty-five years with the Charles Bruning Company (now Oce' Bruning), including several years as Cincinnati branch manager, Frank left his position as Chicago branch manager in 1961 to form the FDC Corporation, together with his wife Marion.

Frank and Marion retired in 1984 from the day to day business, but retained their positions as Directors, with Frank as chairman until his death in January.

Frank is survived by his son John, his daughter Donna Graves and his grandson Sean Graves, none of who are active in the business.

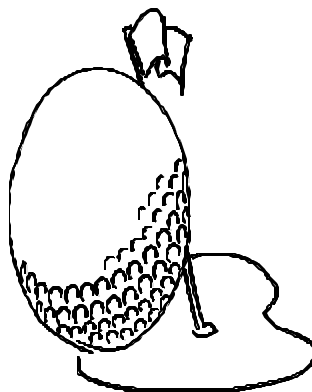
With over 60 years in the industry, one of Frank's greatest pleasures was seeing many of the people he worked with along the way, go on to establish their own companies or become industry leaders in their own right. Many of his toughest competitors became close friends.

The NCRA extends our sympathies to the family and friends of Frank DeCanio

GOLF TOURNAMENT THURSDAY, SEPTEMBER 21, 2000

This year your NCRA Board has selected to play Branson Creek Golf Club. This is THE PREMIER GOLF COURSE in the state of Missouri. It is designed by Tom Fazio, managed by Troon Golf, and features a par 71 layout etched into the beautiful Ozarks landscape.

We plan a 9:30 AM shotgun start for our scramble event. So contact your friends and business associates to play this outstanding golf course. The chairperson for this event is Mike Stuckey of Service Reprographics, Kansas City. Please contact Mike with any questions at 816-221-2225. For more information on Branson Creek Golf Club. Check out their web site www.bransoncreekgolf.com



Branson Creek Golf Club,
P.O.Box 2273,
Branson , Mo 65615
417-339-4653 * 888-772-
9990

Experience Troon Golf

EXHIBITORS CORNER...

Advantage: 2000 Trade Show

The 45th Annual NCRA Conference and Trade Show promises to be loaded with Advantages. It is the largest regional Trade Show of its kind, supported by a progressive Membership being held in a spectacular location. If you haven't done so ... Make your plans to exhibit your products Today!

Expectations for the Trade Show are very high based on the growth trend within the NCRA. New Products and Competitive Awareness are the featured attractions, as is a fantastic business program. Remember, all Exhibitors are invited to attend the business seminars. Plan to use this time to network with your prospects. What better place can you find to rub elbows with real decision makers and find out where technology is driving our industry? Plan to take advantage of all the NCRA has to offer.

Don't forget the Free Trade Show Advertising. If you haven't done so get your advertisements into Kelsey Snow at ksnow@westblue.com or call 913-403-0733. Use the NCRA Show Planner to promote your products and services at this year's Conference and Trade Show.

For information on exhibiting call me at 314-889-4304, Scott Pember at 847-265-2947, or Shirley Zawoyski at 630-351-2202

Lastly, be prepared to mix business with pleasure. Branson has a lot to offer be sure to check out the NCRA web site for complete details.

This year's conference in Branson is loaded with Advantages. Don't miss out on them.

We are looking forward to seeing you in September.

Ed Turner
Vendor Director 2000

QUESTIONS?????

If you have questions on the NCRA activities, please call me at 630-351-2202 or any of the NCRA board members. My e-mail is imidmr@enteract.com. Please check out the web site for information on the Conference and Activities.

Shirley Zawoyski, Administrative Assistant.

NCRA
C/O INTERLINE MARKETING, INC.
1601 S. Indian Hill Drive
Schaumburg, IL 60172



NCRA web site....www.NCRA1.com