

NCRA

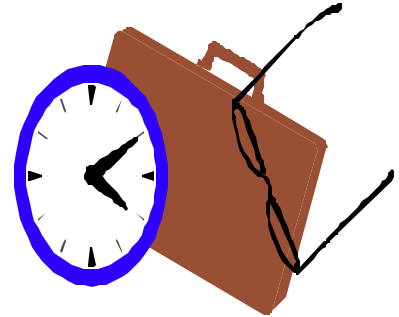
North Central Reprographic Association



PRESIDENT SPEAKS...

Dear NCRA Members,

Well it's time. Our convention and trade show packages are available, and the interest is high. I have received calls from very non-traditional vendors and out of our membership territory blueprinters. They are very excited about our business programs and trade show. We are too.



We have listened to our members and moved the convention to the wonderful resort city of Branson, Missouri. Trust me if you have never been there you will be awed by its amenities. The resort hotel is 5 star, simply one of the nicest facilities around. Golf at one of the top 5 rated gold courses in the country; a Tom Fazio designed course that is truly breathtaking. One of the understated features of the hotel is its marvelous view of Table Rock Lake. It also borders Tannycomo Lake, which is a premier trout fishing lake. Business and pleasure will abound. Make no mistake about it, Branson is a family environment; please consider bringing your family as it will be a trip of a lifetime. Remember you will now have Saturday evening and all day Sunday to yourself. Please also plan on attending the charity auction; the proceeds will go to the Salvation Army.

The business programs are excellent; The Future of Reprographics is an obvious hot topic. Employment tips and tricks are very important in our tight labor markets. FM facilities are a huge part of our upcoming business. All of the major on-line plan rooms will be there, they will attempt to explain how they are going to enhance our business, not compete with it. Please join us, these are great times in our business, let's share our stories.

Kevin Rowe
NCRA President

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- ☞☞ Golf information
- ☞☞ Dinner Cruise
- ☞☞ Membership has its benefits...
- ☞☞ Exhibitors Corner

CONFERENCE FEATURES:

- ☞☞ 4 Excellent Business seminars
- ☞☞ Exhibitors/Trade Show
- ☞☞ Time for networking
- ☞☞ Opportunities for relaxation
- ☞☞ Spousal program with social activities

Tentative Schedule for NCRA 2000 Conference and Trade Show

Thursday, 9/21/00

8:00 AM
9:30 AM to 4:30 PM
5:00 PM to 12:00 midnight
7:00 PM boarding

Golf Outing
Registration in Hospitality Suite
Exhibits Set up
Branson Belle Dinner and Show Cruise

Friday, 9/22/00

7:00 AM - 12:00 noon
8:00 AM - 2:00 PM
8:30 AM
9:00 AM - 11:45 AM
1:00 PM -- 6:00 PM
6:00 PM - 8:30 PM

Exhibits set up
Dogwood Canyon Tour and Lunch
Registration
Education Sessions
Trade Show Opens
Cocktails and Dinner with Exhibitors

Saturday, 9/23/00

8:45 AM
9:00 AM - 11:45 AM
12:00 Noon - 2:30 PM
2:30 PM

NCRA Business Meeting
Business Education Sessions
Lunch and "Live" Charity Auction
Conference closing



Check out this fantastic Business Program

Facility Management Services, changing the way we do business (Friday)

How many of us have changed our view of Facility Management Services? To what extent is this concept changing the way we do business? What do we need to get into this? Discussion will center on ways that we can attack the FM opportunities and learn what is needed to get involved. The FM has changed the way we look at business opportunities, and there are many factors that affect how we approach our clients.

The Future of Reprographics (Friday)

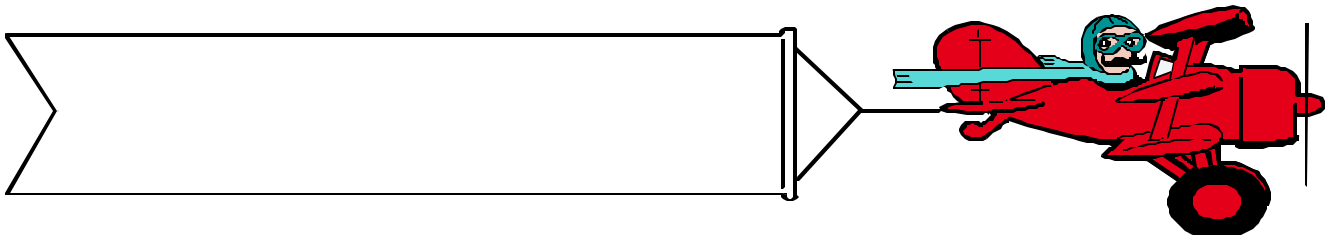
Crystal Ball time? We do not think so. Time to offer our customers non-traditional services that are profitable? Absolutely. Time to expand your customer base? That time is now. We welcome you to the hottest topic in our industry right now and this is where is our business going. How is the internet going to affect our industry? The truth is it already has. Am I too late? What software do we choose? Who has already done it? Attend this business program on the future of Reprographics. Our panel consists of manufacturers and blueprinters so the interaction will be inspiring.

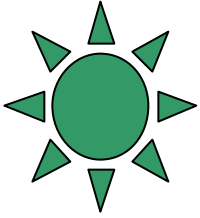
The Digital Plan Room (Saturday)

It's been said this will have the most impact on our industry since color and digital printing. The panel assembled for this program is on the cutting edge of this new technology. This panel discussion is guaranteed to give a great perspective and insight on the complex issue of e-commerce, the future of reprographics for the construction industry and where we will fit in.

Hiring, Motivating, and Keeping Employees (Saturday)

This will be an informative seminar on writing ads, interviewing potential employees, training and motivating them to be good, long-term employees.





DOGWOOD CANYON COMPANION TOUR

Friday, September 22, 2000

Make sure you don't miss this exciting tour to Dogwood Canyon Nature Park. Our bus picks us up in front of the hotel and delivers us to the Nature Park to take a guided tram ride through a 10,000 acre private wilderness refuge. Our tour guide will take us through an incredible Ozark wonderland of tree-covered ridges, incredible waterfalls, and sheer limestone bluffs. See Elk, Bison and Texas Longhorns along with Whitetail Deer, and Turkey, all of which make the Nature Park their home. Enjoy lunch at the "Chuckwagon BBQ", and maybe time to checkout the gift shop, Indian artifacts and Civil War displays before boarding the bus at 1:00 PM for the ride back to the hotel.

All of this for only \$55.00, the Companion Tour is not included in the full registration package, separate registration is required. Space is limited, do not delay in registering for this incredible experience in the Ozark Mountains. For more information call Shirley Zawoyski at 630-251-2202 or check out the web site www.NCRA1.com

NCRA GOLF TOURNAMENT-

Thursday September 21, 2000

Golf on the Branson Creek Golf Club a premier golf course designed by Tom Fazio and managed by Troon Golf. Bus leaves at 8:00 AM from the hotel, modified shot gun at 9:30 AM. Contact Mike Stuckey at 816-221-2225 for more information or check the web site www.NCRA1.com for details and registration forms.

Branson Belle Showboat---Dinner Cruise and Variety Show

WHEN: Thursday, September 21, 2000

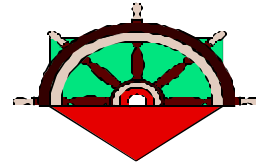
TIME: Group boarding at 7:15PM, - Cruising from 8:00PM to 10:30PM.

DINNER: A Prime Rib Dinner is served immediately upon departure.

ENTERTAINMENT: The SHOWBOAT Variety Show

COST: Included with full conference registration fee.

Individual tickets can be purchased for \$65.00



MEMBERSHIP HAS ITS BENEFITS... BUT, ONLY IF YOU PARTICIPATE!

A personal perspective...

You know the maxim "you only get out what you put in". So it is with NCRA membership. In this day of high speed Internet connections it is easy to focus on the technical and bottom line issues and miss the people side of our businesses.

I am reminded of a casual business conversation with a fellow NCRA member over refreshments in the hospitality suite after last years trade show. The comments caused me to reconsider my opinion and approach solving a problem from a different angle. The suggestion worked and our company benefited from our interaction at a hospitality suite. This sort of thing happens all the time between peers and I suppose that's why on-line discussions are so popular. However, my preference is for face to face, personal contact. It is far more exciting and rewarding. That's the beauty of meeting people and developing relationships.

Each NCRA member brings a unique perspective to our association. Each of us has something to offer the other. It is simply a question of coming together. The annual NCRA Conference affords us the opportunity to come together and sets the stage with educational business sessions, exhibits, and ample time to meet associates in a relaxed environment. It is the perfect opportunity to discover new ways to improve our businesses and ourselves. ***It is simply a matter of participating.*** I look forward to seeing you this September in Branson, MO. Maybe we can exchange some ideas over refreshments in the NCRA hospitality suite.

Steve Zawoyski

EXHIBITORS CORNER...

The following is a partial list of vendors who will be exhibiting at the Trade show.

Ames Supply Company
FDC Corporation
Digital ES, Inc.
Avalon Conversion Services Inc.
Pro Edge Systems
OCE Wide Format Printing Systems
Edoc.com
Dietzgen Corporation
National Printfast

Northwest Graphic Media
Michlin Diazo Products Corp.
Drytac Corporation
Image Products of CA
eQuorum
Buzzsaw
Alvin & Co.
Ricoh Corporation
US Reprographics

Clearprint Paper Company
Vidar Systems/ Hewlett Packard
Modern Reprographics
Rittenhouse
Safco Products
National Coatings
PLP Digital Systems
Encad
Western Blueprint

2000 NCRA Conference Registration information packs were mailed on July 20,2000

If you did not get your mailing and would like to attend the conference, complete the following form and fax it to: 630-351-9824 or call 630-351-2202 for information.

Company _____

Name _____

Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____

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

NCRA 45th

Conference & Trade Show
September 21-24,2000



NCRA web site....www.ncra1.com