



Summer, 2001

PRESIDENT SPEAKS...



NORTH CENTRAL REPROGRAPHICS ASSOCIATION

In my last letter I mentioned that we have gathered some of the top industry leaders for our annual business conference in Cleveland this September. Your NCRA board knows that in order to draw people to Cleveland, we must provide our Association with an interesting agenda that will appeal to both the membership, the vendors and affiliates.

Here is what we have planned; there will be four major Education Programs:

A panel discussion on The "**Digital Planroom- One Year Later**" will address the many on-line solutions that are aimed at our industry. This group was the hit of the Branson convention and provided an open forum of discussion that beats anything the industry has presented yet. Please come and see for yourself what has changed.

Michael Bartow (Hudson Reprographics, NJ) will be offering his insights into "Costing and Pricing Strategies". Mike is an outspoken reprographer in one of the most successful firms in the east coast. He has been contributing his thoughts (and gathering information) on costing and pricing to various reprographic organizations around the country and has no intention of covering up his strategies. You may have seen him at IRgA three years ago.

Vince Pingel (Document Automation Development, KS) will be sharing his ideas "Scanning for Profit" - the technologies, processes and customers needed to make your scanning department a profitable part of your business and not simply a cost of doing business. No one in our industry can compare with Vince in respect to complete knowledge about scanning methods, software and hardware. Vince holds back no secrets to his formula since no one can do it as well as his firm. He shares the opinion that the tip of the iceberg has hardly been cracked in this wide open market.

"Mergers and Acquisitions in the Reprographics Market" Panel discussion will include such panelist as **Bill E. Thomas** (Thomas Reprographics, TX) and **S. "Mohan" Chandramohan** (ARC, CA.), representing two of the most active companies involved in mergers and acquisitions within the reprographic industry. If you have not heard of these two gentlemen, and are not interested in the effects of consolidation, please pick up a newspaper and have your teenager hook you up to the Internet today.

The Conference and Tradeshow will be held September 6-8, 2001 at the Renaissance Hotel in Cleveland, OH. Contact NCRA at www.ncra1.com for more information.

Do not miss this informative opportunity!

Joe Cushing, NCRA President

Did you see our new logo?

The new NCRA logo was introduced with last month's newsletter. A big **THANK YOU** to Mr. Dann Nelson of Decatur Blueprint for his help with designing and printing. The letterhead and envelopes also have the new logo. Dann; Thanks again for your help and support with this project.

NCRA 2001 CONFERENCE FEATURES:

- ?? 4 Excellent Business Education seminars
- ?? Exhibitors/Tradeshow
- ?? Time for networking
- ?? Opportunities for relaxation
- ?? Social activities

See inside for more details

"All we need is you...."



The NCRA Board has been hard at work during the past ten months planning for the 2001 Conference and Tradeshow. The results are four fantastic **Educational Business Sessions, Tradeshow and great social activities.**

The business sessions will keep us on top of what is going on in our industry, and the tradeshow will provide contact with exhibitors offering the latest supplies and equipment. Our panel of experts and speakers are all industry leaders and are willing to share their experiences.

Be sure to attend the social activities as they are an extension of the business sessions and afford the opportunity to meet new contacts and make new friends in a casual atmosphere. Our opening event Thursday night is wine tasting and dinner at the Crawford Auto-Aviation Museum; Saturday night we will cap off our conference with a picnic and baseball game. Use these social events to meet a new contact and make a new friend. Many long term relationships and lasting friendships started at an NCRA social event. .

The Renaissance Hotel in down town Cleveland is close to many of the attractions that Cleveland has to offer. The first week of September should be pleasant during the day and maybe cool at night. You may need a light jacket or sweater for the evenings. The dress code is business casual for the business and social activities. Please plan on dressing comfortably for the conference.

If you have any questions on the conference or trade show, please call me at 630-351-2202. We need you to meet the rest of the tribe in Cleveland.

Shirley Zawoyski
Administrative Assistant to NCRA

TENTATIVE SCHEDULE FOR CONFERENCE AND TRADESHOW

Thursday-9/6/01

7:00AM	Golf outing
2:00PM - 4:30PM	Hospitality suite open and Registration
6:00PM - 12 midnight	Exhibits advance set up
6:30PM - 10:30PM	Crawford Auto & Aviation Museum Tour, Wine tasting, cocktails and dinner
10:45PM - 11:30PM	Hospitality Suite open

Friday 9/7/01

7:00AM - 11:45AM	Exhibit set up
9:00AM - 9:15AM	Annual Business Meeting
9:15AM - 12:00 Noon	Education Program
12:30PM - 1:45PM	Lunch Buffet in exhibit hall
12:30PM - 5:30PM	Tradeshow Opens
5:30PM	Exhibits closed-take down
6:00PM - 9:30 PM	Cocktails and Dinner with Exhibitors and Live Charity Auction
9:45PM - 11:00PM	Hospitality suite open

Saturday 9/8/01

9:30AM - 12:15PM	Education Program
12:30PM - 2:00PM	Lunch with speaker from the Indians Baseball Organization
5:30PM	Pre-game picnic and
7:00PM	Indians and White Sox game at Jacobs Field

CHECK OUR WEB SITE AT WWW.ncra1.COM FOR A MORE COMPLETE SCHEDULE

2001 Educational Program

Develop Your Winning Strategy!

Friday, September 7

9:15 am – 10:30 am

“The Digital Plan Room – One Year Later”

A Panel Discussion-participants -OCE, PLP, eQuorum, and Buzzsaw

10:45 am – 12:00 noon

“Costing & Pricing Strategies”

Speaker: Michael Bartow, CEO, Hudson Reprographics, Irvington, New Jersey

Saturday, September 8

9:30 am – 10:45 am

“Scanning for Profit”

Speaker: Vince Pingel, Document Automation Development, Kansas City, Kansas

11:00 am – 12:15 pm

“Mergers and Acquisitions in the Reprographics Market

A Panel Discussion- participants Bill Thomas of Thomas Reprographics, TX and S."Mohan" Chandramohan of ARC in CA.

The following is a partial list of vendors exhibiting at the Tradeshow.

Buzzsaw.com	Clearprint Paper Company	Dietzgen Corporation
Digital Engineering Systems	Direct Data. Inc.	Drytac Corporation
eQuorum Corporation	FDC Corporation	Graphic Laminating, Inc.
Image Products of CA	Modern Reprographics Magazine	National Coatings
Northwest Graphic Media	OCE WFPS	Ogilvie Press
PLP Digital Systems	PrimeLine Reprographics	Pro EDGE Systems. Com
Ricoh Corporation	Scanning America Inc.	Image Capture Engineering
USReprographics/Western US Blueprint		Weber Valentine Corp.
Vidar Systems Corp		

Come to the convention in Cleveland and HIT A HOME RUN...with the NCRA

Crawford Auto-Aviation Museum

Come join us for a relaxing get-together and a chance to view exhibits of antique, vintage, and classic automobiles and aircraft. This activity is included in the full convention registration fee. Individual tickets can be purchased separately



WHEN: Thursday, September 6, 2001

TIME: Bus boarding at 6:30PM return at 10:30PM

Wine tasting of Great Lakes Wineries and sit down dinner on upper level of Museum

Join the NCRA at Jacobs Field for a Pre-game picnic and baseball game between the Cleveland Indians and the Chicago White Sox.

WHEN: Saturday, September 8, 2001

TIME: 5:30 Pre game picnic
7:00 PM game

WHY: Cheer for your favorite team

COST: Reserved seating - \$27.00 per person, not included in full registration cost.

Limited number of ticket available.



2001 NCRA Conference Registration information packs were mailed on July 1, 2001

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. Check our web site www.ncra1.com

Company _____

Name _____

Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____

E-Mail address _____