



CALENDAR

November

20-21 — Potter Conference at RJI, Columbia

2015 March

11-12 — Missouri Advertising Managers' Association Meeting, Camden on the Lake, Lake Ozark
19 — NNA Leadership Summit, Arlington, Va.

June

24-28 — ISWNE Conference, Columbia

September

10-12 — 149th Annual MPA Convention, Columbia

October

1-3 — 129th NNA Convention, St. Charles, Mo.,

Missouri Press Association Bulletin

No. 1302 — 15 November, 2014

FINAL CALL PAST DEADLINE

Missouri Press Service over the past month has requested your newspaper fill out and return the annual agreement between MPS and Newspapers.

Deadline was October 24, 2014 and we are still missing Agreements and Updated information for many Missouri Newspapers.

A representative for MPS has been calling/sending emails to obtain this information so we can ensure MPS has the most accurate information for our 2015 Missouri Newspaper Directory.

Please send in the forms as soon as possible as we are going to print very soon.



If you are in need of the agreement forms please email Jeremy Patton at jpatton@socket.net and a fillable pdf will be provided.

Please fill out the forms and resend them by email or by fax: (573) 874-5894.

Upcoming Webinars

User-Generated Content: More Readers, More Revenue

Thursday, December 4

Presenter Allan Barmak,
The Barmak Group

Pay Day: Top 5 Sales Strategies to Create More Revenue

Thursday, December 11

Presenter Steve Kloyda,
The Prospecting Expert

Register at
onlinemediacampus.com

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**Missouri Press
Association**

High-quality, low-cost web conferences
that help media professionals develop
new job skills without leaving their offices.

Walter B. Potter Sr. Conference Nov. 20-21

Innovation and Transformation in Community Newspapers

The Donald W. Reynolds Journalism Institute is inviting industry professionals to the second Walter B. Potter Sr. Conference next week and the price of admission is two successful ideas - proven winners that generated revenue, boosted readership or improved your operation.

The Potter Conference will bring together community news executives and leaders at the Missouri School of Journalism in Columbia for an exchange and dialogue of best practices that will help sustain local journalism, especially in small and rural markets.

The two-day event is scheduled Nov. 20-21 at RJI in Columbia. All participants will be permitted to bring up to three colleagues from

their outlet or media group.

Those who make it to the conference will return home with access to all innovations presented, including details to help with implementation at their organization.

In addition, participants will receive a free book "Saving Community Journalism: The Path to Profitability," by Penelope Muse Abernathy,

Knight Chair in Journalism and Digital Media Economics at the University of North Carolina at Chapel Hill.

Professor Abernathy, who will present virtual remarks at the Potter Conference, is also formerly an executive with *The Wall Street Journal* and *The New York Times*.

Apply online at: www.rjionline.org/events/potter14





Stay up-to-date with Webinars

Because Missouri Press promotes the programs of the following organizations, they allow MPA members to get their training webinars and programs at reduced or member rates. Visit these sites to find out about the latest webinars offered and/or to explore archived webinars:

- Inland Press Association: www.inlandpress.org/training/
- Local Media Association: www.localmedia.org.
- Online Media Campus: www.onlinemediacampus.com.

Spooktacular results in contest

Winners in the Spooktacular ad sales contest announced

The results for the Missouri Press Service Spooktacular advertising sales contests are in.

Cathi Utley from the *Hermann Advertiser-Courier* won the grand prize of \$500 and an additional \$100 for the four ads she sold. Her ads were all 1x2s display ads that were published in Missouri Press statewide classifieds.

The *Lebanon Daily Record* had three ads to their credit. Anita Van Hooser sold two statewide classified ads and will receive \$50. Derrick Newman sold a 1x2 ad and will receive \$25.

Vicki Johnson from the *West Plains Daily Quill* sold two 1x2 ads and will receive \$50.

Wendell Lenhart of the *Trenton Republican Times* sold a 2x2 display ad and will receive \$25.

Norene Prosofski of the *Gainesville Ozark County Times* sold a statewide classified and also will receive \$25.

Be on the lookout for our next contest: "Kickoff 2015!" that will begin January 2015.

Remember you must be a participant of the network programs in order to compete in our contests. So, if your newspaper is not participating and you'd like to sign up, contact Jennifer Plourde at jplourde@socket.net



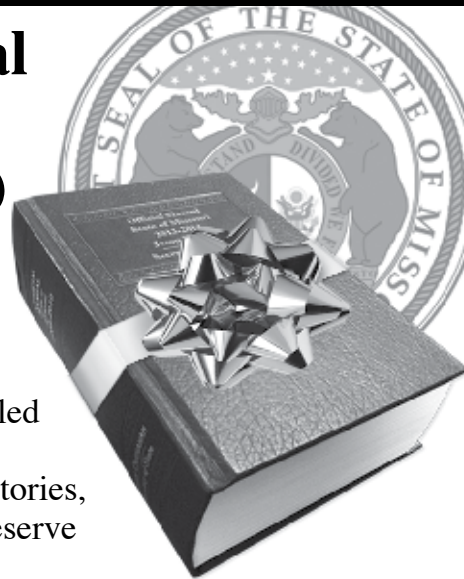
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Missouri Press Association

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Secure, off-site, digital archive free to MPA members

Protect content in Publisher Portal

As content that was once confined to the printed page becomes digital, newspaper publishers are searching for ways to protect and store their content. Luckily there is a solution – The Newz Group Publisher Portal.

Provided in conjunction with the Missouri Press Association, this complimentary Publisher Portal may be the missing piece publishers have been waiting for. It is a secure, off-site, digital archive, provided at no charge, by virtue of being a member of MPA.

Using the Publisher Portal is simple. Contact a Newz Group representative at 800-474-1111 to receive your username and password. Then log into the site located at: mopaupload.newzgroup.com. The next step is to select the right date on the calendar and upload the PDF files from your computer. Three clicks and you're done! With its intuitive functionality, you can quickly and easily upload your content.

Once content is uploaded in a PDF format, it is archived and stored in a text-searchable database that makes the preservation of your content simpler than ever. Your publications are secure on Newz Group's servers and cannot be picked up through an online search engine, helping to protect your content from misappropriation.

The powerful search and browsing features of the Publisher Portal make it easy to use your archive internally. Your reporters can leverage it as a research tool for writing stories. Advertising personnel can easily locate past ads. Editors can quickly find old content when composing editorials. It can also be used to fill requests for content from past editions.

For a nominal monthly fee, your archives can be made available externally to researchers, historians, genealogists, and the general public through your

own online newspaper database, set up through Newz Group. This allows you to capitalize on the revenue potential of selling access to your archives. Historical newspaper content is valuable, and Newz Group's Publisher Portal gives you the leverage to monetize your archives.

In addition to the possibility of creating new revenue streams, content uploaded through the Publisher Portal helps protect public and legal notice revenue by keeping MPA's public notice website as timely as possible, which in turn helps deflect legislative challenges to remove public and legal notices from newspapers.

Uploaded content gives Newz Group the ability to offer low cost, high quality E-Edition services as an added benefit of your membership with MPA. Starting as low as \$50 per month for weekly



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So, store all those hard copies in the back room and enjoy the flexibility and freedom of digitally uploading your content to the Newz Group Publisher Portal, brought to you by MPA. For more information or for a tutorial, please feel free to email us at moreeves@newzgroup.com, check us out online at www.NewzGroup.com, or give us a call at 800-474-1111.



Civic Education

Competitors advance to Constitution Project finals

The Supreme Court of Missouri's Committee on Civic Education hosted the four teams advancing to the statewide finals of The Constitution Project competition Nov. 12 in Jefferson City.

"All of these winners gave outstanding performances in their chosen fields of crime scene investigation, journalism and trial advocacy," said Supreme Court of Missouri Judge Patricia Breckenridge, chair of the civic education committee. "They also demonstrated an exceptional understanding of and faithfulness to the Constitution. We are so proud of them, and we look forward to seeing first-hand their progress at the statewide finals."

Three teams were winners of the regional team competitions in October:

From Region 1, Logan-Rogersville High School in Rogersville advanced. Other schools competing in this region were Houston High School in Houston; Nixa High School in Houston and West Plains High School in Houston.

From Region 2, Cardinal Ritter Preparatory High School in St. Louis advanced. Other schools competing in this region were Dixon High School in Dixon, St. James High School in St. James and Washington High School in Washington.

In Region 3, School of the Osage in Lake Ozark advanced. Other schools competing in this region were Camdenton High School in Camdenton, Father Tolton Regional Catholic High School in Columbia and Helias Catholic High School in Jefferson City.

The fourth team advancing to the state finals was an "all-star team" comprised of the top students in each of the three disciplines from the regional competition whose schools did not advance to the team finals.



Comprising the **journalism** all-star team were:

- Alley Beamer of Nixa;
- Sammy Garrett of Houston;
- Clayton Hall of West Plains;
- Ryan Pollock of Helias; and
- Kate Schisler of St. James.

Comprising the **crime scene investigation** all-star team were:

- Danielle Ballard of Camdenton;
- Chase Freidell of Father Tolton;
- Leanna Hickey of St. James;
- John Shattuck of Dixon; and
- Carrie Snee of Washington.

Comprising the **trial advocacy** all-star team were:

- Darcy Becker of Washington;
- Caleb Gill of West Plains;
- Casey Glaude of Father Tolton;
- Olivia Woosley of Houston; and
- Barrett Young of Nixa.

At the statewide finals, both team and individual winners will be selected in each of the three disciplines. Individual award winners will receive \$1,000 scholarships from sponsoring organizations. In addition, one outstanding student from each field

from each school competing this year will be declared a Constitution Fellow.

Constitution Fellows in journalism will spend a day at the University of Missouri-Columbia School of Journalism; fellows in crime scene investigation will spend a day at the Missouri State Highway Patrol's crime lab in Jefferson City; and fellows in trial advocacy will spend a day at the University of Missouri-Columbia School of Law.

Now in its second year statewide, the Constitution Project is an intensive, hands-on competition that engages students in investigating a mock crime scene, reporting about the crime and processing the resulting case as it progresses through the system, culminating in a mock trial – all under the mentorship of local professionals in the fields of crime scene investigation, journalism and trial advocacy.

In addition to the civic education committee, statewide cosponsors of the project or its fellowships include the Missouri Broadcasters Association, Missouri Police Chiefs Association, Missouri Press Association, Missouri Sheriffs Association, Missouri State Highway Patrol, The Missouri Bar, the University of Central Missouri and University of Missouri-Columbia.

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Editorial:

Journalists should be listening to the community

(Josh Stearns, Medium.com) -- Last November, I wrote about the need for listening and empathy in journalism, arguing that “better reflecting and responding to our communities has to start with better listening.” Below, I’ve tried to map out five models for listening at the intersection of newsrooms and communities.

Listening to sources and interviewees: One of the most fundamental parts of journalism is listening to the sources who make up our stories. Too often, however, we turn to the same voices. Part of listening better will be listening to find new sources and looking for new perspectives.

Listening for story ideas: Journalists listen to their communities to discover new story ideas... not just listening for story ideas but also listening to community priorities. Rather than an editor deciding which story gets covered, the community gets to decide.

Listening for feedback: Listening shouldn’t stop once a story is published. Newsrooms should actively invite community feedback on stories. This goes beyond having a comment section, to actually creating venues for stakeholders to respond to the reporting in a sustained way. For example, Chalkbeat has a Reader Advisory Board and holds separate reader feedback events.

Listening for understanding and context: Sometimes in newsrooms we describe these kinds of interviews as “on background” but my notion of this idea goes beyond that. Most newsrooms could do much more listening to the concerns, passions, challenges and hopes of local communities.

Understanding the experiences of people in different parts of our community will help us rethink the role of our newsrooms, ask new questions in our stories, and challenge our assumptions.

Listening for relationships: We often talk about community engagement, but to what end? Engagement is a means to building more meaningful relationships with our communities, relationships rooted in trust, empathy, transparency and accountability.

This effort to build relationships around the news is at the heart of newsrooms’ push into new membership and event models. It is about doing better journalism

and hopefully making that journalism more sustainable.

But, sometimes in a relationship we just need to listen because someone else needs to be heard. Listening for the sake of listening, for the sake of showing up and being present for others, is critical to building trusting relationships. Newsrooms should be places people can come together and have their voices recognized and heard.

Too often, newsrooms approach listening as a transaction – you give me info, I’ll give you journalism. We need to move beyond transactional listening

to something more transformational that helps reshape newsrooms, communities and the ties that bind us. To do that, we have to make listening a part of the entire journalism process. It can’t just be a tactic used during planning or publication – it is fundamental to both.

And we should create better infrastructure to capture what we hear, synthesize it and measure it. Done right, our listening gives us new material to build stronger stories and stronger relationships.

Stearns is Director, Journalism & Sustainability for @GRDodge Foundation, Building local news rooted in community engagement.

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First Amendment:

Gun stores: banned from showing handguns on signs?

(Washington Post) -- Can gun stores be banned from advertising handguns on their signs? No, says Eugene Volokh of the *Washington Post*.

Volokh was recently hired as a consultant in the Tracy Rifle & Pistol LLC v. Harris case filed in California Nov. 10.

According to Volokh, California Civil Code § 26820 (which was first enacted 1923, but is still being enforced today) provides, "No handgun or imitation handgun, or placard advertising the sale or other transfer thereof, shall be displayed in any part of the premises where it can readily be seen from the outside."

"That, we argue, violates the First Amendment," wrote Volokh. "The government generally may not ban advertising of lawful products — indeed, of constitutionally protected products — on the grounds that such advertising is offensive, or stimulates

consumer interest in such products. We'll be filing a more detailed legal argument in due course."

The initial complaint filing can be found online here: <http://tinyurl.com/18r>

Volokh teaches free speech, religious freedom and church-state relations law; a First Amendment Amicus Brief Clinic; and tort law at UCLA School of Law.

New STEM teacher guide available

By the time students reach fourth grade, one-third have lost interest in science. By eighth grade, nearly half of them believe science is irrelevant to their futures and careers. Yet, studies estimate that by 2018, our country will have 1.2 million unfilled jobs in science, technology, engineering and mathematics.

One way to cultivate an interest in science, technology, engineering and math — just like in reading — is starting early and connecting the learning to students' own lives.

The newspaper is a terrific tool to meet these goals and a new teacher guide from Missouri Press Association and Foundation

offers Missouri newspapers another resource to share with teachers and parents in your community.

"Building STEM Skills with the Newspaper," is now available to download at www.mo-nie.com using the download code: stemguide. The 15-page elementary guide offers a brief overview of the four main branches of STEM, newspaper activities to reinforce skills, and extension activities.

Post the guide on your website or distribute it to teachers and parents in your community electronically or in print.

Contact Dawn Kitchell, MPA Educational Services Director, at dawn.kitchell@gmail.com or 636-932-4301.

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Advertising:

Newspapers the best way to reach holiday shoppers

(by Caroline Little, NAA) -- There is only one question on the minds of retailers and advertisers for the next two months – what is the best way to reach consumers?

The answer this year, as it has for many years prior, is newspaper media.

As we enter an exciting holiday shopping season, retailers will experiment more than ever with mobile apps, geolocation push notification and other advertising strategies to reach elusive consumers. However, data reveals that one of the most effective methods remains print and digital newspaper advertising.

The proof is in the numbers. Recent research from a national survey found that 79 percent of adults have taken action as a result of seeing an advertisement in a print newspaper in the past 30 days, and more than half made a purchase. Furthermore, 69 percent of adults cite newspapers as key coupon sources, making newspapers the leading medium for coupons.

These numbers indicate what we in the newspaper media business have always believed – that nothing connects advertisers with potential customers like we can. Newspapers engage consumers and influence purchasing decisions.

This is especially important to note as trends suggest this will be a huge holiday season for our economy. Despite a shaky start to 2014, the National Retail Federation announced earlier this month that it expects sales in November and December to increase by an impressive 4.1 percent. If those numbers hold true, this will be the first time since 2011 that holiday sales would surpass the four percent mark. The NRF anticipates that holiday sales will represent 19.2 percent of the retail industry’s \$3.2 trillion total annual sales.

For many, the holiday shopping season truly kicks off the day after the Thanksgiving feast on Black Friday. Regarded as the busiest shopping day of the year, Black Friday sees major retailers compete for earliest opening time, biggest sales and largest markdowns, vying to earn the business of customers nationwide.

In fact, Black Friday has taken on such importance that many retailers in 2013 decided to open their doors on Thanksgiving day and it is expected that trend will continue this year. Leading up to that week of shopping – let’s not forget Cyber Monday following the Thanksgiving holiday weekend – is an important time for the newspaper industry as retailers compete for advertising space and consumers seek out the best deals.

The holiday shopping season presents an enormous opportunity for retailers

to use the power of newspaper media to capture the attention of millions of consumers across the country. Statistics show that 57 percent of adults used print or digital newspaper advertisements in a typical week to make shopping, planning and purchasing decisions.

To top it off, newspapers continue to climb to new audience heights – in 2014, people engaging with newspaper digital content reached a new peak, totaling 164 million unique visitors, a 16 percent increase from September of last year.

The prominence of newspapers is also true internationally. Worldwide, more than half of the adult population reads a daily newspaper – that is 2.5 billion people across the globe engaging with newspaper-generated content.

The newspaper industry generates more than \$160 billion in revenue globally across multiple sectors. This is not only from content sales and advertising revenues, but increasingly from other forms of diversified revenue streams.

The media landscape is changing and newspaper media are at the forefront of this innovation. A new survey from mobile shopping app Retale and location analytics platform Placed finds that 58 percent of people surveyed used a circular ad from a newspaper in the last 30 days.

We live in a digital age where audiences are fractured and overwhelmed with options. Newspaper media – in print, read online or viewed on a mobile device – is essential. That is why advertisers and retailers will turn to newspapers to drive their biggest sales of the year, and potentially their biggest sales in several years.



Public Notice advertising plays a unique role both in American history and in the process by which this country’s democracy is preserved. Its one premise is that people must be informed if they are to govern themselves competently. Public Notice advertising first came into being with the Congress of 1792. The publication requirements in federal, state and local laws today, reinforce government officials’ obligations to inform the public. Newspapers over the years have been the vehicle by which these obligations have been fulfilled. They will continue to be as long as the public demands that it be informed frequently and by the best means possible.



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Ads on this page are free to members of Missouri Press Association unless the ad is for an out-of-state newspaper. Cost to non-members and for member ads for newspapers out of the state is 25¢ per word.

HELP WANTED

EDITOR: The *Columbia Daily Tribune*, an award-winning afternoon daily, has an immediate opening for Associate City Editor. Duties include planning and supervising coverage of business news and other local news, supervising reporters, editing and assigning stories, and interaction with the public about news coverage. Responsible for assignments and editing for weekend editions. Works closely with the city editor to manage and organize daily news report. Familiarity with the use of social media in news application is preferable. Successful candidate will be a demonstrated newsroom leader with substantial reporting background and editing experience. Benefits include vacation, sick, & holiday pay; health & dental insurance; 401(k); use of employee gym including basketball court. Email resume, salary requirement and samples of your work to srinehart@columbiatribune.com or mail to Columbia Daily Tribune, Attn: HR, P.O. Box 798, Columbia, MO 65205 EOE / Drug free Workplace 11-6

ADVERTISING SALES EXECUTIVE: The *Columbia Daily Tribune* is seeking an energetic Account Executive to sell print, online and mobile products to businesses in Columbia and the surrounding area. This position offers excellent opportunities in working with all types of businesses and involves all types of media, from print products to cutting-edge digital. Candidate should be highly motivated, creative, be able to manage multiple projects, and have a bachelor's degree or equivalent work experience. Social networking skills are a plus! Reliable transportation, good driving record, and valid driver's license required. Compensation package includes guaranteed base plus incentives. Benefits include 401(k), health insurance, dental insurance, vacation and sick pay, and access to company gym. Email resume & salary requirement to srinehart@columbiatribune.com or complete an application at 101 N. 4th Street, Columbia, MO 65201. An application can be printed at www.columbiatribune.com EOE / Drug free Workplace 11-3

REPORTER: Missouri's Gold Medal small daily, *The Daily Star-Journal* in Warrensburg, seeks a full-time reporter. Experience or J-degree required. This is a do-it-all paper, with reporters writing stories and doing page design, taking photos and editing community stories. Send resumes to jack.miles@npgco.com or to *Star-Journal*, 135 E. Market St., Warrensburg, MO, 64093. Contact: Jack Miles 660-747-5676 10-30

REGIONAL EDITOR: Campbell Publications, publisher of six community newspapers in West Central Illinois, is seeking a Regional Editor to lead editorial staff. We are seeking a well-rounded editor with hands-on experience covering news and features, plus experience managing social media and websites. The successful candidate must have a proven track record of executing projects both in print and online and be comfortable in the role of mentor to stringers and reporters. Qualifications for this job include reporting,

copy editing, assigning stories and page layout experience; InDesign proficiency; also, experience with web pages, email news updates, video and Facebook. A high degree of community involvement and direct reader engagement is encouraged. This position is responsible for the news content of three newspapers and is based in Jerseyville, IL. We serve readers in a territory known for its agriculture, hunting and outdoor recreation. We are within easy driving distance of St. Louis, Mo. and Springfield, Ill. If you're not from this area, we are interested to know why you want to live here; please tell us when you send your resume and cover letter to Julie Boren, publisher, at publishers@campbellpublications.net 10-24

WEB DESIGNER/FRONT-END DEVELOPER: We have an opening in our online department for a web designer. You will help maintain the functionality of columbiatribune.com, as well as design and develop new online features. As a member of a small team, you will have the freedom to try new things and see your ideas put into action. Core skills: Strong design background; Ability to design web interfaces while considering usability and user experience; Good knowledge of HTML, CSS and JavaScript + jQuery. Secondary Skills: Programming background - We use JavaScript, PHP and Python. Experience working with databases and data interchange formats (XML, JSON). Online advertising experience. Search engine optimization experience. 2+ years of work experience or equivalent personal experience. Portfolios of previous work are appreciated. Benefits include vacation pay, sick pay, 401(k), health and dental insurance, use of employee gym. Email resume with pay requirement to srinehart@columbiatribune.com EOE/Drug free workplace. 10-16

REPORTER POSITIONS: A family of six local newspapers surrounding Springfield is seeking journalists with a passion to report news in our local communities. If you possess skills befitting a community news organization we would like to talk with you. Web experience and page design would be a plus. We offer good benefits and many opportunities to make a difference. EOE Please complete an application from our website, www.commpub.com, and email with resume and samples to: careers@MO.NeighborNews.com. Or fax to: 417-326-8701, Or mail to: Reporter Positions, PO Box 330, Bolivar, MO 65613. Full-Time positions available in Missouri at: *Bolivar Herald-Free Press* in Bolivar; *Christian County Headliner News* in Ozark; *Cedar County Republican* in Stockton; *The Marshfield Mail* in Marshfield; and *Nixa Xpress* in Nixa. 10-8

TWO POSITIONS OPEN: Sexton Media Group, Inc., publisher of the *River Hills Traveler*, *The News-Dispatch* and *Midwest Times*, is expanding and looking for a COMMUNICATIONS REPRESENTATIVE for five different markets (Kansas City, Joplin, St. Louis, Cape Girardeau, and Springfield-Branson) as well as a composing/graphics artist. For the communications rep, this person will work with existing clients in their market as well as new clients both in person, by email and by phone. He/she will also develop new media strategy and marketing opportunities. Advertising sales experience a plus but not necessary, as we're looking for a "people person" who wants to be rewarded not just by a big paycheck but also with the relationships developed. Part-time or full-time, excellent pay. For our COMPOSING DEPARTMENT, we need someone part-time to update our websites and social media daily and to design/layout our print editions weekly and monthly as well as other specialty print/online media projects. Experience with InDesign, QuarkXPress and Photoshop necessary. Flexible hours, good pay. Contact Jimmy Sexton at jimmy@sextonmediagroup.com. 10-3

COPY EDITOR/PAGE DESIGNER: *The Quincy (Ill.) Herald-Whig*, an award-winning seven-day newspaper, is seeking an experienced copy editor/page designer for our universal desk. We're looking for someone who enjoys the challenge of being involved in all operations of our multi-platform desk -- editing local copy, doing daily page design, Web editing and taking a role in our social media sites. Good editing and headline writing skills are a must. Candidates must have experience in page design, and knowledge of InDesign is a plus. The *Herald-Whig* is part of a growing, family-owned-and-operated company dedicated to the communities it serves. The newspaper staff won 41 awards this year and our circulation is growing. Quincy is a community of 40,000 on the banks of the Mississippi River. Our coverage area consists of West-Central Illinois, Northeast Missouri and Southeast Iowa. Quincy is a two-hour drive from Peoria and Springfield in Illinois, St. Louis and Columbia in Missouri, and Iowa City, Iowa. The *Herald-Whig* offers a comprehensive employee benefits package. The *Herald-Whig* is an equal opportunity employer. To apply, send a resume, references and samples of your work by mail to Christina Wilson/Human Resources, The Quincy Herald-Whig, P.O. Box 909, Quincy, IL 62306, or by email to cbwilson@whig.com. 10-2

PRODUCTION MANAGER: *The Examiner*, based in Independence, MO (Kansas City area), has an exciting career opportunity for a Production Manager with a proven track record and excellent leadership skills. The Production Manager is responsible for the planning, execution and project management of the company's entire process of print production including offset printing, inserting, distribution and pre-press. This includes the supply chain process for all print production requirements from planning, RFQ, through delivery to customers. Requirements: At least 3 years of offset print management; A thorough knowledge of commercial printing processes; Computer skills including Microsoft Office programs; Strong organizational ability and problem solving techniques; Ability to multi-task and execute tasks within a deadline-oriented environment; Excellent communication and negotiating skills. Send resume, including salary requirements, to: jobs@examiner.net. *The Examiner* is a GateHouse Media publication. An Equal Employment Opportunity Employer 10-1

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NEWSPAPER FOR SALE IN SW MO: Established Southwest Missouri weekly newspaper for sale. Healthy list of paid subscribers. Owners ready for new challenges. Contact Missouri Press Association, Attn: Bryan Jones, bejones@socket.net. 6-18

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