



CALENDAR

November

17 — Mizzou v. Syracuse Football

December

15 — Bill of Rights Day

March 2013

4-8 — National Sunshine Week

April 2013

21-23 — Missouri Circulation Management Association meeting & Circulation / Audience Mega Summit, Renaissance Hotel, Lambert Airport, St. Louis

September 2013

5-7 — MPA Convention, Marriott Downtown, Kansas City



Art of the Capitol series available at mo-nie.com

A new series of display features about the Art of the Missouri Capitol is available for you to download. You and your readers will enjoy every one of the features, which were written by well-known radio journalist and historian Bob Priddy.

Have you ever considered getting sponsors for these great features? What about a border of small display ads or a list of "signature" sponsors?

The features are at mo-nie.com, download code moart12.

If you have questions contact Dawn Kitchell at dawn.kitchell@gmail.com or 636.932.4301.

Missouri Press Association Bulletin

No. 1286 — 15 November, 2012



Get best commissions by selling networks

Greg Baker, Missouri Press Service advertising director, provides FREE training webinars on selling statewide networks.

Some advertisers in your community want to reach a statewide audience and beyond. This online presentation will inform advertising sales representatives about who those businesses are, what to sell them and how to go about the process.

You get the best commissions offered by Missouri Press when you sell statewide advertising!

The training takes only 50 minutes.

Contact Greg at gbaker@socket.net or 573-449-4167 to schedule a time for your staff.

You could win the Big Bucket!

Those pledging to Foundation entered in drawing

Missouri Press Foundation's new Foundation Builders campaign is under way. Pledge forms have been mailed to all Missouri newspapers and friends of the Foundation. A copy of the form also is enclosed with this Bulletin.

Everyone — individuals and newspapers — who makes a pledge by Dec. 31 will be entered into a drawing for a Foundation Builders Bucket. The bucket contains a smorgasbord of fun in Columbia — hotel, dining, entertainment, an autographed Mizzou Tigers football, food, goodies and much more.

This bucket is huge, and we'll keep filling it until we give it away in January.

Missouri Press Foundation needs your support. This bucket drawing is a fun way to encourage everyone to get involved. Please take time to fill out the enclosed pledge form and return it today.

Your Missouri Press Foundation is making a difference in Missouri newspaper journalism, and we are grateful for your support.

Please sign, return insertion orders promptly

Missouri Press reminds you to sign advertising insertion orders and return them immediately by fax or email.

Also, Missouri Press needs to receive full printed copies of every publication you produce. Send them to Missouri Press Service, 802 Locust St., Columbia, MO 65201-4888.



Win up to \$300 and statewide recognition through 2013 Law Day Essay Contest

The Missouri National Education Association, the Missouri Bar and the Missouri Press Association will once again challenge students to think about their role as citizens and organize their thoughts into an essay for the annual Law Day Essay Contest.

Essay Theme:

Realizing the Dream: Equality for All. Explore the movement of civil and human rights in America, how it has influenced the ideal of equality under the law, and what you think needs to be done to rectify injustice and eliminate all forms of discrimination.

Who can participate?

Students in 4th through 12th grade

Contest Rules

Students will compete in three categories, grades 4-5, 6-8 and 9-12. Entries should be no longer than 700 words and will be judged on general appearance, structure, content, creativity and originality.

Entry Deadline

Essays must be postmarked by Feb. 8, 2013.

Prizes

\$150 to \$300

(Prizes will be awarded in May.)



For contest entry forms and other details, visit www.mnea.org, Classroom and Kids, Contests, Law Day Essay Contest.

Local kids could win cash in essay contest

The Missouri NEA (National Education Association), the Missouri Bar and the Missouri Press Association challenge students in the annual Law Day Essay Contest.

This year's essay prompt: "Realizing the Dream: Equality for All. Explore the movement of civil and human rights in America, how it has influenced the ideal of equality under the law, and what you think needs to be done to rectify injustice and eliminate all forms of discrimination."

Students will compete in three categories, grades 4-5, 6-8 and 9-12. Entries should be no longer than 700 words and will be judged on general appearance, structure, content, creativity and originality.

The first-place winner in each category receives \$300, second-place winners receive \$200, and third-place winners receive \$150. Statewide awards will be presented May 11 at a banquet in Jefferson City.

The entry material is at mnea.org/Missouri/Contests.aspx.

Essays must be postmarked by Feb. 8, 2013.

Daily News expects extended disruption

No issues missed thanks to help from other news outlets

(CapitalNewYork)—*New York Daily News* employees have been told to expect their offices at 4 New York Plaza to be out of commission for nine months.

In a memo, *News* president Bill Holiber said some of the water that flooded the paper's Financial District headquarters during superstorm Sandy on Oct. 29 was still being pumped out and that there was "significant damage to the infrastructure ... of the building that must be addressed" before staffers could return.

The timeline Holiber gave was nine months. He said the company hoped to have temporary space secured by the end of January.

Editor-in-chief Colin Myler and members of his senior newsroom team have been working out of the *News*' commercial printing facility in Jersey City. Most of the rank-and-file have been camped out in the bureaus or filing remotely.

After Sandy knocked out *News* operations both at 4 New York Plaza and, for several days, at the Jersey City printing plant, the paper relied on help from other news outlets to produce its print edition and get it out the door and onto stands. The paper did not miss a day of printing.

Jersey Press sets up donation account

When the destructive tornado struck Joplin in May 2011, many press associations and newspapers from around the country assisted by contributing to *The Joplin Globe* fund that was established by the Missouri Press Foundation. Now, some New Jersey newspapers are in need.

The New Jersey Press Association through its New Jersey Press Foundation has launched an initiative aiming to provide much needed financial assistance and moral support to NJPA members devastated in the aftermath of Hurricane Sandy.

The page created on NJPA's website, www.njpa.org/hurricanesandy, describes the basis for the effort in greater detail and includes a link for making a secure donation on-line.

NJPA reports several members and their employees are really hurting. Please review the website. Consider making an on-line donation. Anything you can do will be sincerely appreciated.

Sincerely yours,

George White and John O'Brien

New Jersey Press Association/Foundation

Advertisers writing own 'custom content'

(AdAge)—Boston.com has begun offering advertisers the chance to write their own blog posts, a tactic known as native advertising, custom content or branded content. Others doing this include Forbes, The Atlantic, BuzzFeed and Gawker.

The idea is that the same readers who regularly and easily ignore banner ads may actually appreciate sponsored content that resembles a website's editorial approach. Advertisers, in turn, might pay higher rates.

Boston.com is sequestering its sponsored posts more than other sites and labeling them more explicitly as "Special Advertiser Feature."

The articles that SAP and Microsoft Dynamics pay to run on Forbes, by comparison, appear in the main river of news under the labels "SAPVoice" and "MicrosoftDynamicsVoice."



Missouri Press Association

Missouri Press Service

802 Locust St.

Columbia, MO 65201-4888

(573) 449-4167; FAX (573) 874-5894

www.mopress.com

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Steve Oldfield, *Adrian Journal*

STAFF

Doug Crews: Executive Director,
dcrews@socket.net

Greg Baker: Advertising Director,
gbaker@socket.net

Kent Ford: Editor, kford@socket.net

Connie Whitney:

cwhitney@socket.net

and **Jennifer Plourde:**

jplourde@socket.net

Advertising Sales and Placement

Karen Philp: kphilp@socket.net

Receptionist, Bookkeeping

Kristie Williams: Member Services,

Meeting Coordinator,

kwilliams@socket.net

Rachael Heffner: Advertising,

Graphic Design, rheffner@socket.net

Jean Maneke:

Legal Hotline Counselor

(816) 753-9000

jmaneke@manekelaw.com

Dawn Kitchell:

NIE & Education Director

(636) 932-4301; dawn.kitchell@gmail.com

Poynter's 'Training Tuesday' Nov. 27

NewsU has more than 250 online courses for you

Training Tuesday is a Poynter NewsU tradition that follows in the footsteps of Black Friday and Cyber Monday. This year Poynter will offer a special one-day-only deal on NewsU training on Tuesday, Nov. 27. Follow Poynter on Facebook and Twitter for updates.

Poynter's News University is one of the world's most innovative online journalism training programs. From multimedia techniques to writing and reporting, it has more than 250 courses to help you manage your career. As the e-learning home of The Poynter Institute, NewsU extends Poynter's mission as a school for journalists, future journalists and teachers of journalism. For more information visit www.newsu.org.

For information about Poynter go to www.poynter.org.



UNCOVERING THE BEST LOCAL BUSINESS STORIES

■ **Whom is this for?** Geared to the needs of generalists on small news staffs, this daylong training will arm you with resources, tips and ideas to bring more meaningful coverage of business to your community.

■ **What is it?** Free, daylong workshop on how to cover business better.

■ **When?** 8:30 a.m. to 5 p.m. April 12, 2013.

■ **Where?** Donald W. Reynolds Center for Enterprise Development, University of Arkansas, Fayetteville, Ark.

■ **Why attend?** Whether it's finding stories in the municipal budget, the local economic-development agency or area small businesses, business and the economy are big news on Main Street, as well as Wall Street.

■ **Who are your instructors?** **Linda Austin**, executive director of the Donald W. Reynolds National Center for Business Journalism; **Jeff Porter**, special projects director, Association of Health Care Journalists; **Chris Roush**, business journalism professor at the University of North Carolina; **Carlie Kollath Wells**, business reporter, Northeast Mississippi Daily Journal.



Photo by Flickr user Jo Naylor

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Lee reduces losses, debt; revenue sags

DAVENPORT, Iowa (AP)—Lee Enterprises Inc., publisher of the *St. Louis Post-Dispatch* and other newspapers, said Monday that it lost \$7.7 million, or 15 cents per share, in its fiscal fourth quarter, compared with a net loss of \$8.8 million, or 20 cents per share, a year ago.

Revenue grew 3 percent to \$180.3 million from \$175.8 million. Advertising revenue grew nearly 1 percent to \$124.7 million from \$123.7 million. Circulation revenue increased 3 percent to \$45.2 million from \$43.7 million. Lee said that an extra week in this year's quarter helped its results. Excluding the additional week, revenue would have declined by about 4.5 percent, the company said.

Lee emerged from a prepackaged Chapter 11 bankruptcy process earlier this year. The process allowed the company to restructure its roughly \$1 billion of debt. In October, the company said it had reduced its debt to \$930.6 million.

Lee's stock closed down 7 cents, or 4.2 percent, to \$1.58 on Monday and was unchanged in after-hours trading. The stock has traded between 49 cents and \$1.81 in the past 52 weeks.

Lee standardizing page production

(News & Tech)—Lee Enterprises, which publishes the *St. Louis Post-Dispatch*, is rolling out workflow software to standardize its page production.

The publisher has deployed ProImage's NewsWay app at a handful of its publications, with expanded implementation expected next year, said Dominic Crews, director of operations at *The Times* of Northwest Indiana.

The Times is hosting the app at its Munster facility during the initial rollout; a backup recovery site at another Lee paper is currently being identified, Crews said.

Papers using NewsWay so far include the *Post-Dispatch*, *The Times*, the *Citizen* in Auburn, N.Y., the *Ledger Independent* in Maysville, Ky., the *Rapid City* (S.D.) *Journal* and the *Sioux City* (Iowa) *Journal*.

"(NewsWay) becomes a centralized system for RIPping so that we don't have to house RIPs at every site," Crews said. "This gives even our smallest paper, even weeklies and shoppers, cutting-edge technology they wouldn't have otherwise."

Plain Dealer staffers go public

Campaign aims to keep seven-day print schedule

(Poynter.)—Advance Publications hasn't said whether it intends to reduce the publication schedule or staff at *The Plain Dealer*, but journalists at the Cleveland paper want to get ahead of any decision their owners might make.

The Save The Plain Dealer campaign has started, *Plain Dealer* science writer John Mangels told Poynter in an email.

The multi-media campaign includes a half-page ad in *The Plain Dealer*, to be followed by bus and billboard ads throughout the city. TV and radio ads will appear soon. There will be mass mailings and e-mailings to elected officials, political and business leaders and other people of influence.

"We'll have a Facebook page with an abundance of content, a petition on Change.org, and a Twitter feed. We're also working to organize community forums where we'll discuss the future of journalism in northeast Ohio, and the potential impact of the loss of the daily paper and much of its experienced news-gathering staff," Mangels said.

Mangels said the newspaper's management is aware of the campaign and that the employee group is paying full freight for the newspaper ad. *Plain Dealer* man-

agement hasn't said anything about Advance's plans.

"The only detail that we've been told by our bosses here is that major changes are coming, layoffs in some number are coming," he says.

In a report on WKYC, reporter Tom Beres interviewed outgoing U.S. Rep. Dennis Kucinich — a former *Plain Dealer* copy boy — who said, "If you don't want to have a seven-day-a-week newspaper in Cleveland, then sell the newspaper to somebody who will publish seven days a week."

As Beres notes, community members in New Orleans also petitioned Advance to sell *The Times-Picayune* after reductions were announced there. New Orleans Saints owner Tom Benson told Advance he'd like to explore buying the paper. The company rebuffed both overtures.

Advance has announced changes at *The* (Harrisburg, Pa.) *Patriot-News* and *The* (Syracuse, N.Y.) *Post-Standard* that pretty much followed the same script as in New Orleans and the company's newspapers in Alabama. In May, Steve Myers reported on the possibility of similar changes at the Advance-owned *Oregonian* — and at the *Plain Dealer*.

In an FAQ the campaign plans to publish on its Facebook page, it argues the company should consider instituting a paywall and says *Plain Dealer* journalists are "frustrated" with Cleveland.com.

"While we have some input, *The Plain Dealer* doesn't control Cleveland.com. We're separately held companies under the Advance umbrella, operated by separate divisions. Why? We don't know. What we do know is that Advance is going to have to make substantial improvements to Cleveland.com and its other news websites if it hopes to attract more readers and advertisers, pay wall or not."





Dear Missouri Press Association member,

The Missouri Press Foundation is dedicated to helping Missouri's newspapers meet the challenges and opportunities that lie ahead. Our mission is to encourage and promote excellence in newspaper journalism. Here are just a few ways the Missouri Press Foundation has made a difference this year:

- MPF conducted workshops on circulation, newsroom skills, advertising and community engagement.
- Ten students preparing for newspaper careers in Missouri participated in summer internships at community newspapers, thanks to MPF's sponsorship.
- MPF helps administer memorials and/or scholarship funds honoring Bill and Jo Anne Bray, Jim, Jacob and Christian Gierke, Jack Hackethorn and Edward Steele.
- MPF underwrites a portion of the cost of the Missouri Press Association's Convention to keep registration fees among the lowest in the nation.
- MPF supports the Missouri Press Newspaper Print Shop Museum in Arrow Rock and the Missouri Photojournalism Hall of Fame in Washington, Mo.
- MPF recognizes outstanding journalism and photojournalism through the Better Newspaper Contest.
- MPF supports our four district press associations with funding for their annual meetings.
- MPF's award-winning Newspapers In Education program created youth features that were downloaded more than 1,800 times in the past year.

We need your help to continue these and other programs important to you and Missouri's newspapers. I'm writing today to ask for your support for the **Foundation Builders** program.

The **Foundation Builders** program is simple – newspaper supporters pledge the net proceeds of one-half page of national advertising each year to the Missouri Press Foundation. Many **Foundation Builders** partners elect to have these proceeds deducted from their monthly Missouri Press Service advertising checks. Individual supporters make financial pledges at various levels of giving.

To pledge, complete the enclosed pledge form and return it as soon as possible. Don't delay – we have two incentives to encourage you to return your pledge right away:

1. **Early Bird Football Ticket Drawing:** Four great tickets to the Missouri Tigers vs. Syracuse football game in Columbia on Nov. 17. Pledge forms received by **Nov. 9 at 5 p.m.** will be included in the Early Bird Drawing.
2. **Foundation Builders Bucket:** All pledges received by **Dec. 31 at 5 p.m.** will be entered into a drawing for a bucketful of fun in Columbia. The bucket includes hotel, dining, entertainment, an autographed Mizzou Tigers football, food, goodies and more. This bucket is huge, and we'll keep filling it until we give it away in early January!

If you have any questions, please don't hesitate to call me at (573) 449-4167. Missouri Press Foundation is grateful for your support.

Sincerely,

Doug Crews
Foundation Director

802 Locust St. Columbia, MO 65201 Doug Crews, Foundation Director
Voice: 573-449-4167 FAX: 573-874-5894 E-mail: dcrews@socket.net

Need a registration form for a coming meeting or seminar? Go to mopress.com/current_forms.php.



Foundation Builders PLEDGE FORM

Yes, we want to help the Missouri Press Foundation in its mission to support Missouri's newspapers by becoming a **Foundation Builder**.

We will contribute the net proceeds of 1/2 page of national advertising each year for:

- Until further notice 5 years 3 years 2 years 1 year

- Deduct our Foundation Builders pledge from our MPS ad check.
 We prefer to pay by check. Please invoice us in _____ (month)

We cannot participate on the above level, but we want to support the Foundation with a donation of _____.

Newspaper(s) _____

City _____

Signature of person completing this form _____

Today's date _____



**Fax completed form
to 573-874-5894
or mail to 802 Locust Street,
Columbia, MO 65201**

**Thank you for supporting
the Missouri Press
Foundation!**



\$100 Winners!

These people won the \$100 gift cards from the Apple Store for turning in their Newspaper Directory updates by the deadline.

- Sharon Vaughn, *Summersville Beacon*
- Kay Wilson, *Nodaway News Leader*
- Tracey Mummaw, *Liberty Tribune, Kearney Courier, Smithville Herald.*

Broadcasters choose one of their own

After a nationwide search, the Missouri Broadcasters Association has appointed Mark Gordon to the position of president/CEO. Longtime President/CEO Don Hicks will retire at the end of 2013.

Gordon most recently served as VP/General Manager of KOLR & KOZL TV in Springfield. He is a former Missouri Broadcasters Association board member.

Gordon is expected to begin his duties the first of the year.

NEWSPAPER ASSOCIATION OF AMERICA

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'Deals' business going bust?

Groupon, Living Social don't deliver expected results

(Reuters)—Groupon last week reported another quarter of disappointing earnings as its core business stagnated, sending its stock down 30 percent to an all-time low of \$2.76. Shares closed at \$2.69 Monday, down 7 cents.

Its biggest rival, Living Social, is piling up losses, and part-owner Amazon.com earlier this month recorded a quarterly loss after writing down its Living Social investment.

Both companies are racing to diversify, venturing into more generic ecommerce areas like off-price sales through ventures such as Groupon Goods and LivingSocial's Shop. Meanwhile, upstarts are developing new variations on the discount coupon theme.

Critics say the torrid growth that enabled Groupon to go public at \$20 a share just a year ago was fueled by merchants buying into a new type of marketing that they didn't fully understand. The discounts offered through the Groupon coupons have turned out to be costly, and the repeat business they generate uncertain.

A Raymond James survey of roughly 115 merchants that used daily deals services during the fall found that 39 percent of merchants said they were not likely to run another Groupon promotion over the next couple of years. The top reasons cited were the high commission rate and low rate of repeat customers gained through offering a promotion.

The survey also found that 32 percent of the merchants reported losing money on the promotions, and nearly 40 percent said the Groupon offer was less effective than other types of marketing.

Ownership rules may change soon

Newspapers could own TV stations in same market

(Los Angeles Times) WASHINGTON—After two failed attempts to loosen its rules, the Federal Communications Commission is expected by the end of the year to approve a new proposal that would allow newspapers and television or radio stations in the 20 largest markets to consolidate.

And unlike previous battles, there is little opposition this time to easing the so-called cross-ownership rules.

Media companies said easing the cross-ownership ban would help newspapers and broadcast stations save money by sharing resources and open new avenues for potential sales.

Paul Boyle, senior vice president for public policy at the Newspaper Association of America, said the rules make it difficult for investors who have as little as a 5% ownership in a broadcast company to buy a newspaper in the same market.

The long-standing cross-ownership limits have been a hindrance to sales of newspaper companies, and looser restrictions would make it easier for broadcasters to make such purchases, said Justin Nielson, an analyst at media consultant SNL Kagan.

A coalition of 50 public interest groups called the Diversity and Competition Supporters cited "the diminished state of print journalism" in saying it would not oppose a relaxation of cross-ownership rules, as long as that would not impede minority ownership of broadcast stations.

As they stand, the rules generally prohibit major newspapers from merging with major television and radio stations in the same metropolitan market.

Attempts to loosen the rules previously stirred protests, angry public hearings and congressional backlash. In both cases, a federal court tossed out the revisions on technical grounds and sent the FCC back to the drawing board.

Marketplace

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.

Please email your ads to kford@socket.net.

To check ads between monthly issues of the Bulletin, go to mopress.com/jobs.php.

HELP WANTED

REPORTER: Journalist with diverse writing experience wanted to serve as chief reporter for Fort Leavenworth Lamp. Report on news, features, education, sports, military training and more in this thriving community, known as the "Best Hometown in the Army." Stable, full-time position in an upbeat, professional environment with benefits through GateHouse Media. Demonstrated writing skills and journalism degree or equivalent required. Knowledge of the military a plus but not necessary if possess willingness to learn. Send resume, cover letter, and writing samples to Dale Brendel, general manager, Leavenworth Times, at dale.brendel@leavenworthtimes.com. 11-13

EDITOR: The Advance-Monticellonain, a weekly newspaper located in Monticello, AR., a growing, family oriented community in southeast Arkansas, is looking for an energetic, organized, proven editor/reporter to lead its newsroom. The ideal candidate must be a creative, solid writer; attentive to detail; and flexible enough to help with Web and design duties. Experience with photography, video and social networking are a plus. Knowing the people and having connections in Southeast Arkansas is also a bonus. There will also be opportunities to write for annual magazines and special sections. The pay is ,000-,000, depending on experience, and other benefits — like health insurance — are included. If you want to be part of an energetic, growing news enterprise and live in a beautiful part of Arkansas, send your resume and writing clips to Publisher Tom White at publisher@monticellonews.net. 11-13

GRAPHIC DESIGNER: Columbia Daily Tribune / Tribune Publishing Company's Pre-Press department is seeking a Graphic Designer for a deadline oriented, four color production environment. Qualified applicants must be proficient in InDesign, Photoshop, and Acrobat and be highly skilled in four color, high quality print production. Hours: Monday through Friday 8:00 AM to 5:00 PM. Also, rotating shift Saturday 4:00 PM to midnight one weekend per month. We offer competitive compensation and benefits package including 401(k), health and dental insurance, vacation and sick pay, and access to company gym. Email resume to srinehart@columbiatribune.com or send to Columbia Daily Tribune, Human Resources, P.O. Box 798, Columbia, MO 65205 <http://www.columbiatribune.com/jobs> EOE / Drug free Workplace. 11-13

PART-TIME REPORTER: Are you someone who wants to make a difference? If you have that desire, along with the skills to work in the editorial department of a community news organization, we would like to talk with you about a Part-Time



position in Stockton, MO. Experience in reporting, photography and Web are necessary. We are a family of local news entities — newspapers and websites — surrounding Springfield. EOE. Please send resume to: Human Resources / PT REPORTER, Community Publishers, Inc., PO Box 330, Bolivar, MO 65613, or email to careers@MO.NeighborNews.com or Fax 417-326-8701. 11-13

DESIGNER: Do you love newspaper design? Are you a whiz with InDesign? Can you make pages pop? Are you a team player? The Southeast Missourian is looking for you. The newspaper is looking for a lead designer who primarily designs our sports and feature sections. We're looking for a talented individual who is also familiar with Illustrator and Photoshop. Designer will occasionally be asked to build maps and other graphics. At least two years of newspaper experience is preferred. Send your resume and links to several examples of your work to editor Bob Miller at bmiller@semisourian.com. Please write "lead designer" in the subject line of the email. 10-22

SPORTS EDITOR: The Kirksville Daily Express, an award-winning, six-day newspaper in northeast Missouri, has an immediate opening for a sports editor. This person will be responsible for leading coverage of 11 area high schools and a Division II university, writing features, editing, photography, videography and more. The ideal candidate will have a bachelor's degree in journalism or a related field. This position also involves making consistent Internet updates and usage of social media tools. Send your resume and samples of writing to Jason Hunsicker, Managing Editor, Kirksville Daily Express, P.O. Box 809, Kirksville, MO 63501, or e-mail at dailyexpresseditor@gmail.com. No phone calls, please. 10-15

REPORTER: The Washington Missourian, an award-winning, twice-weekly newspaper, is looking for a seasoned reporter with three to five years' experience to join our news team. We are looking for a hard working general assignment reporter with experience in covering government and the courts. We are a 16,000 paid-circulation paper located 50 miles west of St. Louis in historic Washington, Mo., on the Missouri River. Good pay and great benefits including health insurance, 401K plan and profit sharing. Send resume, qualifications and clips to Ed Pruneau, managing editor, P.O. Box 336, Washington, Mo., 63090, or pruneau@emissourian.com. 10-15

ACCOUNT EXECUTIVE (AE) / SALES REPRESENTATIVE: If you desire to be compensated for a job well-done, you may be a candidate for an outside Advertising Account Representative po-

sition within our company in the Southwest MO area. We pride ourselves in being a Customer-1st company. We put the needs of our clients before our needs, and we work hard to always do what we say we will do. We are currently looking for an advertising sales representative who will assist local businesses with their advertising needs. EOE. Visit our website at www.commpub.com. Send resume to: AE position, PO Box 330, Bolivar, MO 65613, email: careers@MO.NeighborNews.com or fax: 417-326-8701. 11-13

REPORTER: Are you someone who wants to make a difference? If you do, and you possess the skills to work in the Editorial department of a community newspaper, we would like to talk with you about a full-time position in BUFFALO, MO. Experience in Photography and Page Design preferred and any Web experience a plus. Quark, NewsEdit Pro and Photoshop experience preferred. We are a family of eight local newspapers surrounding Springfield. We offer good benefits and many opportunities to make a difference. EOE. Email resume and samples to: careers@MO.NeighborNews.com. Fax to: 417-326-8701 Or Mail to: Reporter, PO Box 330, Bolivar, MO 65613. 11-13

FOR SALE

PRESS: 2-unit NewsKing web press with KJ4 folder, power unit, plate bender, plate punch, electric hoist, spare parts. Located at Clarence, MO. (\$5,000) Dennis Williams, 660-699-2344. 11-13

IMAGESetter: Good used Imagesetter that will process 13" film. Harold Ellinghouse, Wayne County Journal-Banner, Piedmont, Mo., 573-223-7122. 10-15

REVENUE OPPORTUNITY

YOUR PAPER'S newest revenue opportunity: Solavei, the 4G nationwide cell service launched in September 2012, represents a great new revenue source for community newspapers. You market the service to your readers, sign up users through your newspaper's system connection and earn money on their service without investing in equipment, inventory, software or staff training. Unlimited voice, data and text, just /month with no contract. Solavei's business model is a perfect fit for community newspapers who want to be in on the ground floor of this new Facebook-esque revenue stream. Worth the risk, because you risk nothing. See the overview at www.solavei.com/garnettpublish, or contact Anderson County Review (Ks.) publisher Dane Hicks at dhicks@garnett-ks.com or (800) 683-4505. 10-16



Missouri Press soon will send out a form to collect names for Press Cards for your staffers. Please watch for it and respond promptly so we can get your cards to you as quickly as possible.