

inkjet

SUMMIT



COMMERCIAL PRINTING / TRANSACTIONAL
DIRECT MAIL / PUBLISHING / IN-PLANTS

ATTENDEE GUIDE

JULY 26 - 28, 2021

HYATT LOST PINES
AUSTIN, TEXAS

ijsummit.com



ORGANIZED BY

Printing **In-plant**
Impressions Impressions

PRINTING UNITED
ALLIANCE

NAPCO
MEDIA



July 26 - 28, 2021 | Hyatt Lost Pines | Austin, Texas

THE INKJET SUMMIT 2021

The leadership team of NAPCO Media along with the Board of Advisors would like to welcome all of you to the 9th annual Inkjet Summit here at the beautiful Hyatt Lost Pines. As most of you know, the Inkjet Summit is an exclusive gathering that assembles all of the key players in this market, including print and corporate datacenter executives, production inkjet system manufacturers, software providers, paper suppliers, and others joining together to share ideas, challenges and solutions that work.

Over the next few days, you will explore the trends and technologies that are changing the printing industry and ways to do business. Leading solution providers will share their thinking on important issues and developments, end users will share their successes and challenges, and we'll hear the views of industry leaders and analysts on the state of the market and how inkjet is impacting different market segments.

Inkjet Summit and its unique format of panels, keynote presentations, breakout sessions, case study presentations, general sessions, 1:1 meetings and peer-to-peer interaction at a world-class resort is uncompromised. It is an outstanding opportunity to arm yourself with groundbreaking industry insight, education and knowledge that will give you and your organization a competitive advantage now and into the future.

We hope all of you will agree at the conclusion of the Inkjet Summit that there is no better ROI for your time, to keep ahead of the technology curve, and stay current on the trends and issues that keep all of us up at night.

We again welcome you all, thank you for participation, and hope that this year's Inkjet Summit surpasses your expectations. The Inkjet Summit team will be available for all of your requests and we look forward to serving you.

All the best,



A handwritten signature in black ink that reads "Dave Pesko".

Dave Pesko
Event Director
Inkjet Summit



A handwritten signature in black ink that reads "Mark J. Subers".

Mark J. Subers
President,
Events and Expositions
PRINTING United Alliance



A handwritten signature in black ink that reads "Chris Curran".

Chris Curran
Group President
NAPCO Media

AGENDA AT A GLANCE

MONDAY, July 26

12:30 - 4:00	Executive & Supplier Badge Pickup
4:00 - 4:10	Inkjet Summit Conference Opening with David Pesko of NAPCO Media
4:10 - 4:45	Keynote: How to re-engage customers with the power of print Speaker: Conference Chair Marco Boer, Vice President, IT Strategies
4:50 - 5:50	Keynote Panel: Focus Forward: The Role of Inkjet in Your Post Pandemic Business Strategies Moderator: Barb A. Pellow, Manager, Pellow & Partners Panelists: <ul style="list-style-type: none"> Ed Jansen, Vice President, Marketing, Canon Solutions America & Casey Hendrick, COO, United Mail Vahaaj Khan, AMS PWP Sales Manager, HP & Cheryl Kahanec, CEO, Quantum Group Phil Self, Vice President, Inkjet Systems & Software and Strategic Solution Sales, Ricoh & Michelle Steinberg, CEO, Sepire Mark Schlimme, Vice President of Marketing, Screen Americas & Geoffrey Eisenberg, CEO, Tidewater Direct
5:55 - 6:30	General Session: Top 10 reasons why you can't wait to prepare for the future now Moderator: Conference Chair Marco Boer, Vice President, IT Strategies Panelists: <ul style="list-style-type: none"> Barb Pellow, Manager, Pellow & Partners David Zwang, President, Zwang & Co. Nathan Safran, Vice President, Research, NAPCO Media Bob Neubauer, Editor-in-Chief, In-Plant Impressions"
6:30 - 8:30	Inkjet Summit Welcome Reception

TUESDAY, July 27

7:00 - 8:00	Networking Breakfast											
8:00 - 8:30	General Session: Production Inkjet Technology Development Trends Speaker: Marco Boer, IT Strategies, Inc.											
8:35 - 9:15	General Session: Designing an Efficient 'Future Proof' Workflow Speaker: David Zwang, Zwang & Co.											
9:15 - 9:30	Coffee Break & Transition to Case Study Groups											
9:30 - 10:55	Case Study Presentations											
Segment	Publishing			Direct Mail/Marketing			Transaction		In-Plant		General Commercial	
Group #	Pub 1			DM 1	DM 2	DM 3	Trans 1	Trans 2	InPlant 1	InPlant 2	Gen Com 1	Gen Com 2
Location	Austin A			Austin B	Little Colony A	Little Colony B	Robertson & Leftwich A	Robertson & Leftwich B	Milam's Colony A	Milam's Colony B	Dewitt	Navarro Y Bangs A
9:30 - 9:55	CASE STUDIES											
10:00 - 10:25												
10:30 - 10:55												
10:55 - 11:10	Transition to General Session Room											
11:10 - 11:40	Industry Insight: Design for Finishing to Differentiate Speaker: Pat McGrew, Managing Director, McGrewGroup, Inc.											
11:40 - 1:00	Networking Lunch											
1:00 - 1:15	Transition to Case Study Groups											

1:15 - 2:40 Case Study Presentations										
Segment	Publishing	Direct Mail/Marketing			Transaction		In-Plant		General Commercial	
Group #	Pub 1	DM 1	DM 2	DM 3	Trans 1	Trans 2	InPlant 1	InPlant 2	Gen Com 1	Gen Com 2
Location	Austin A	Austin B	Little Colony A	Little Colony B	Robertson & Leftwich A	Robertson & Leftwich B	Milam's Colony A	Milam's Colony B	Dewitt	Navarro Y Bangs A
1:15 - 1:40										
1:45 - 2:10										
2:15 - 2:40										
2:40 - 3:00 Transition to 1:1 Meeting Zone										
3:00 - 6:20 Meeting Zone for One-to-One Appointments										
7:00 - 9:00 Networking, Dinner & Some Fun at the Backyard Barbecue!										






WEDNESDAY, July 28

7:00 - 8:00 Networking Breakfast										
8:00 - 8:40 General Session: Selling to the Brand - Think Supply Chain Optimization Speaker: Pat McGrew, Managing Director, McGrewGroup, Inc.										
8:40 - 8:55 Transition to Case Study Groups										
8:55 - 11:30 Case Study Presentations										
Segment	Publishing	Direct Mail/Marketing			Transaction		In-Plant		General Commercial	
Group #	Pub 1	DM 1	DM 2	DM 3	Trans 1	Trans 2	InPlant 1	InPlant 2	Gen Com 1	Gen Com 2
Location	Austin A	Austin B	Little Colony A	Little Colony B	Robertson & Leftwich A	Robertson & Leftwich B	Milam's Colony A	Milam's Colony B	Dewitt	Navarro Y Bangs A
8:55 - 9:20										
9:25 - 9:50										
9:55 - 10:20										
10:20 - 10:35 BREAK										
10:35 - 11:00										
11:05 - 11:30										
11:30 - 12:45 Networking Lunch										

- 12:45 - 1:15** **General Session User Panel: Veteran Inkjet Users Share Their Triumphs and Tribulations**
Moderator: Mark Michelson, Editor-in-Chief, Printing Impressions
Panelists:
- Sheree Byrd, VP of Technology, L & D Mail Masters
 - John Gaspari, Senior VP, Operations, Specialty Print Communications (SPC)
 - Kevin Heslin, President, Seaway Printing
 - Jeffrey Matos, Senior Director, Operations Engineering, Broadridge
-
- 1:20 - 1:50** **General Session Panel: On the Spot for What Will Happen to Digital Print...2021 & Beyond**
Moderator: A selected Attendee
Panelists: Barb A. Pellow, Manager, Pellow & Partners & Conference Chair Marco Boer, Vice President, IT Strategies
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- 1:55 - 2:05** **General Session: Conference Wrap-Up**
Speaker: Conference Chair Marco Boer, Vice President, IT Strategies
-

2:05 - 2:20 **Transition to Breakout Sessions**

2:20 - 3:00 **Industry Best Practices: Market Segment Deep Dives**

Segment	 Publishing	 Direct Mail/Marketing	 Transaction	 In-Plant	 General Commercial
Location	Austin	Little Colony	Roberston & Leftwich	Milam	Navarro Y Bangs
	<p>The Role of Inkjet Printing in Powering Industry 4.0 in Book Publishing</p> <p>Moderator: Nathan Safran, Vice President, Research, NAPCO Media & Matt Baehr, President, Book Manufacturers Institute (BMI)</p>	<p>Direct Mail and Marketing: The Opportunity, Strategy, Blending with Digital Communications</p> <p>Speakers: Barb A. Pellow, Manager, Pellow & Partners; Cheryl Kahanec, CEO, Quantum Group; Keith Mitchell, President & CEO, Strategic Factory</p>	<p>Transaction Printing: Who's your competition now?</p> <p>Speaker: Pat McGrew, Managing Director, McGrew Group, Inc.</p>	<p>In-Plant: Current Inkjet User Panel</p> <p>Moderator: Bob Neubauer, Editor-in-Chief, In-Plant Impressions</p>	<p>General Commercial: What's Driving the Migration from Toner Digital and Offset to Inkjet Adoption?</p> <p>Moderator: Marco Boer, VP, IT Strategies & Mark Michelson, Editor-in-Chief, Printing Impressions</p>

3:00 - 3:15 **Transition to 1:1 Meeting Zone**

3:15 - 6:10 **Meeting Zone for One-to-One Appointments**

7:00 - 9:00 **Cocktail Reception & Dinner**

THURSDAY, July 29

6:00 - 1:00 **Transfers for Airport**

ADVISORY BOARD MEMBERS

The 2021 Inkjet Summit will feature a range of industry experts discussing the trends and topics attendees need to help them make difficult capital expenditure decisions and deploy cost-effective solutions. The program will feature Conference Chair Marco Boer and several other industry thought leaders and technology experts.



Marco Boer (Conference Chair)

Vice President
IT Strategies
boer@it-strategies.com

Marco Boer is recognized as a trusted consultant to the digital printing industry. He has a reputation for being able to put complex information and concepts into a context that is easily understood by his audience. With more than 22 years of experience in advising and guiding senior executives of Fortune 1000 and smaller innovative companies to successful business solutions in emerging digital printing markets, Mr. Boer has developed an extensive network of industry contacts in both the printing and investor community.

Mr. Boer is Vice President at I.T. Strategies where he focuses on product planning for graphics, transaction, and publishing printers and emerging industrial digital printing applications such as label printing, packaging printing, other non-document applications. During his tenure in the industry he has concentrated on researching applications and sizing markets for ink jet and laser printing technology, and has been a proponent for the use of digital color printing in business and industrial applications. Mr. Boer is an alumnus of the University of Maryland located in College Park, Maryland. He holds a Bachelor of Science degree in marketing and international business. Mr. Boer has lived and traveled extensively through Europe, and has spend more than 500 days in Japan during his career in the digital printing industry.



Barbara A. Pellow

Manager
Pellow and Partners
barb@pellowandpartners.com

A digital printing and publishing pioneer and marketing expert, Barbara Pellow helps companies develop multi-media strategies that ride the information wave whether it is developing a strategy to launch a new product, building a strategic marketing plan or educating your sales force on how to deliver an effective value proposition. In her role at InfoTrends, she brings the knowledge and skills to help companies expand and grow business opportunity.

Before forming Pellow and Parters, Pellow was the Group Director for Business Development at KeyPoint Intelligence. She has also served as the Chief Marketing Officer of Kodak's Graphic Communications Group, where she was responsible for all marketing activities for the division, including business strategy, marketing communications, public relations, marketing intelligence and advertising strategy. Prior to joining Kodak, Pellow was the Gannett chair in integrated publishing sciences in Rochester Institute of Technology's (RIT) School of Printing Management and Sciences (SPMS). As chair, Barb focused on the relationship between traditional paper-based media and emerging electronic new media. Previously, she served as Corporate Vice President of Marketing for IKON Office Solutions; Corporate Vice President of Marketing for Indigo; Vice President and General Manager for the Xerox Document Production Systems Group; and Director of the On Demand Printing and Publishing Service at CAP Ventures, an internationally known firm specializing in the digital document and print on demand industry. She has also served on the Boards of a number of publicly held companies including TR Systems, Presstek and Spherion.



Pat McGrew

Managing Director
McGrewGroup, Inc.
pcm@mcgrewgroup.com

Pat McGrew helps companies perform better. As Managing Director for McGrewGroup, Inc., she promotes Best Practices for your Business using her experience as a software company owner, marketer, analyst, industry evangelist and consultant to enable business growth. She assesses workflow and bizflow effectiveness, and develops strategies and triage engagements for products, services, and businesses. Pat covers print and customer communication channels for transaction, data-driven and static marketing, packaging and label print, and commercial print with experience in offset, inkjet, and toner. An experienced professional speaker and facilitator, she is the author of 8 business books, the editor of A Guide to the Electronic Document Body of Knowledge, a regular industry content contributor, host of #PrintSampleTV, and co-podcasts #ThePrintReport with Deborah Corn. Pat was awarded the 2014 #GirlsWhoPrint Girlie Award and 2016 Xplor Brian Platte Lifetime Achievement Award. She is certified as a Lifetime Master Electronic Document Professional by Xplor, as a Print Buyer for Variable Print by PCPI, and as a Color Management Professional (CMP), CMP Digital, and BrandQ Professional by IDEAlliance. Find Pat on Twitter as @PatMcGrew and on LinkedIn.



Skip Henk, EDP

President and CEO
Xplor International
skip@xplor.org

Skip is an exemplary leader in the digital print industry, a globally-respected marketing executive and a guest speaker at many worldwide events. He has a proven track record of business transformation and strategic vision. Mr. Henk has led Xplor International since April 2004 and is the major driver behind the organization's strategy for delivering education, knowledge sharing and professional development. Prior to Xplor, Henk held a variety of marketing and management positions with companies such as Kodak, Scitex Digital Printing, Xerox and Delphax. He was also a principal at a leading Service Bureau.



Mark Michelson

Editor-in-Chief
Printing Impressions
mmichelson@napco.com

Mark Michelson serves as editor-in-chief and content director of *Printing Impressions* magazine, the most influential and widely read resource for commercial printers. He has served in that capacity since 1985. Mark received the coveted Tom McMillan Award for graphic arts industry journalistic excellence in 2004, and is a 2005 NAPL Soderstrom Society and 2013 PIA Ben Franklin Honor Society inductee, among other honors. *Printing Impressions* has also received numerous APEX Awards for Publication Excellence over the years, and Mark is responsible for establishing the *Printing Impressions*/RIT Printing Industry Hall of Fame, the annual *Printing Impressions* 350 ranking of the top printers and the Gold Ink Awards printing contest.



Bob Neubauer

Editor-in-Chief
In-plant Impressions
bobneubauer@napco.com

Bob Neubauer is the editor-in-chief and content director of *In-plant Impressions*, the only magazine in the world dedicated exclusively to in-plant managers. He has served as editor of the Philadelphia-based publication since October, 1994. Prior to that he was a managing editor at *Printing Impressions* magazine. Bob is very active in the U.S. in-plant industry. He attends all the major in-plant conferences, and has visited about 170 in-plant operations to keep abreast of managers' concerns. Bob has planned and coordinated numerous conferences and seminars for in-plants and has given scores of presentations to in-plant groups in the U.S., Canada and Australia. He also coordinates In-Print, an annual printing contest for in-plants.



David Zwang

Chairman
GWG (Ghent Workgroup)
david@zwang.com

David Zwang, travels around the globe helping companies increase their productivity, margins and market reach. With over 40 years of industry experience, David specializes in process analysis, automation, engineering, and strategic development of firms in the fields of publishing and packaging across the globe. His expertise in production optimization, strategic business planning, market analysis, and related and has transformed many businesses. He is currently the Chairman of the GWG (Ghent Workgroup) and sits on many national and international standards bodies.

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Keynote

Canon Solutions America

www.csa.canon.com

With a history of market leadership in the digital production and high-speed inkjet print space, Canon Solutions America maintains leadership through investment in innovation and loyalty to our customers. Canon has led the worldwide production inkjet market since 2011. Canon is also the vendor cited most frequently by printers considering a production inkjet purchase. Our presses pioneered the production inkjet space, and we continue to set the bar for innovation, quality, productivity, reliability, and energy efficiency.

We're committed to helping our customers grow their businesses. Our end-to-end solutions are designed to help you drive profits by increasing productivity and reducing costs. From print engines to workflow, and from finishing equipment to media and ink, we work with companies around the world to provide you with complete solutions designed to work together. But more than just assembling the right components, we support you every step of the way. Our Professional Services team can help you grow your pages while our renowned Service team will keep your presses up and running. That's what sets Canon Solutions America apart from the rest.

Canon

CANON SOLUTIONS AMERICA

HP

<http://www.hp.com>

HP Inc. creates technology that makes life better for everyone, everywhere. Through our product and service portfolio of personal systems, printers and 3D printing solutions, we engineer experiences that amaze. HP PageWide Industrial web presses are the most productive commercial inkjet web presses in the industry that scale 22", 26", 30", 42" and designed for commercial, direct mail, publishing, and transactional applications. Over 600 hundred billion pages printed by our customers worldwide since 2010 with the average worldwide customer printing 8 million pages per month*. (*as of July 2020) More information about HP Inc. is available at <http://www.hp.com>.



Ricoh

www.takealookatricohproduction.com

Ricoh USA Production Print helps companies grow their businesses, improve customer engagement and maximize efficiencies by focusing on profitability, cost reduction and document integrity. Ricoh builds alliances with printers to help move their business forward by providing them with the tools and expertise to help differentiate themselves from their competition. Its award-winning portfolio is built with the needs of its customers, partners and customers' customers top of mind including color management, wide-format and signage, continuous-feed inkjet, business development and much more. Ricoh's world-class professional services team and passionate professionals are focused on customer success. For more information, visit www.takealookatricohproduction.com.

RICOH
imagine. change.

SCREEN

<https://www.screenamericas.com/high-speed-inkjet/>

SCREEN provides pioneering inkjet solutions across a variety of graphics and print markets including Direct Mail, Transactional, Commercial Print, Publishing and Label and Packaging. Our Truepress Jet 520 Series press solutions feature robust engineering, production class speed, high image quality and an unprecedented access to the widest range of digital grade and offset commodity stocks favored by marketers today. SCREEN first introduced high speed continuous feed inkjet printing in 2007 and our approach to simplified cost and service models drives the lowest operating costs and highest uptimes in the industry. SCREEN is both an OEM for partner companies and manufacturer of SCREEN-branded print solutions. With more than 1600 SCREEN-manufactured print engines installed globally, producing hundreds of millions of pages daily, SCREEN continues to be the choice for today's most demanding, critical document production environments.

SCREEN

BCC Software

<https://bccsoftware.com/>



With over 40 years of experience in postal presort software and address quality solutions, BCC Software is a proven industry leader. We are experts from data to delivery, offering the widest range of solutions to enhance direct communications anywhere along the mailing workflow. Our products include best in class data enhancement services, postal preparation software, and mailpiece tracking to ensure your mailpieces reach their intended audience. For thousands of mailers, our suite of desktop software products improves deliverability and reduces postage. Introduced in 2019, Bulk Mailer SMB® is designed for ease of use with small and medium-sized businesses in mind. Our flagship BCC Mail Manager™ product suite offers additional capability for businesses in need of more robust solutions.

Mailers looking to supercharge their operations should explore BCC Software's enterprise solutions that improve capacity and maximize postage discounts on high volume mailings and throughput through advanced automation. BCC Software also offers comprehensive data marketing services, including COMPLIANCE+™, which combines CASS™ and NCOALink® with powerful industry tools. When it comes to mail tracking, BCC Software's Track N Trace® uses USPS Informed Visibility® technology to provide unbeatable mailpiece intelligence and reporting.

BlueCrest

www.BlueCrestInc.com



BlueCrest is the global leader in enterprise print, mail and customer communications. With a comprehensive line of printers, inserters, sorters and parcel solutions—and a renewed commitment to providing innovative software—BlueCrest serves clients around the world. For more information visit www.BlueCrestInc.com.

Hunkeler

<https://www.hunkeler.ch/en/home/>



Hunkeler develops and supplies innovative solutions for continuous feed paper processing throughout the digital print process: modular, high performance systems that present the paper to the digital press and then further process the printed paper through to the end product. Completely integrated systems are produced in close partnership with the leading digital and inkjet press manufacturers. Centrally controlled, these systems guarantee the highest productivity, flexibility and process reliability. Worldwide success in paper processing applications requires knowledge and experience. We at Hunkeler have been continuously developing and refining this expertise together with our customers since 1922. With best-in-class engineering, machine components and control units, we have successfully mastered increasingly complex system integration.

Konica Minolta

Konica Minolta Business Solutions U.S.A., Inc.



Konica Minolta Business Solutions U.S.A., Inc. is a leader in industrial and commercial printing and packaging solutions. With a comprehensive portfolio of production print offerings, it delivers the latest innovations in printing, applications and expertise. Its All Covered IT Services division offers a range of IT strategy, support, and network security solutions across all verticals. Konica Minolta has been recognized as the #1 Brand for Customer Loyalty in the MFP Office Copier Market by Brand Keys for fourteen consecutive years, and the World Technology Awards recently named the company a finalist in the IT Software category. Konica Minolta, Inc. has been named to the Dow Jones Sustainability World Index for nine consecutive years and has spent four years on the Global 100 Most Sustainable Corporations in the World list. Konica Minolta partners with its clients to give shape to ideas and works to bring value to our society. For more information, please visit us online and follow Konica Minolta on Facebook, YouTube, LinkedIn and Twitter.

SOLIMAR SYSTEMS

<https://www.solimarsystems.com/>



Solimar Systems provides award-winning workflow software to organizations around the globe that print and digitally produce communications. Our solutions help companies to onboard, make ready, enhance, manage and deliver work across a variety of industries and delivery channels.

Marking our 30th year in 2021, we were early adopters of the PDF output format. Our Chemistry™ platform is tightly aligned with PDF standards, making it possible to optimize production workflows for a variety of print and electronic requirements. The Solimar Systems team keeps its fingers on the pulse of changes in both the standards and common use of PDF to keep our solutions current and our customers efficient.

We are proud to positively impact our industry with solutions for transactional and direct mail printing as well as commercial print and industrial printing. We also continue to expand into carton converting and flexible packaging, labels, textiles, and wide format. Our software adds value with innovative solutions to common production challenges, such as file optimization, piece-level tracking, and out-of-the-box visibility dashboards for processes and equipment. We also enable remote working options for busy shops.

Solimar integrates easily with many types of software and hardware solutions in a print and digital production environment. Our work-with-all nature creates the opportunity for significant process improvement and ROI. The proof is in our global customer case studies and testimonials

Standard Finishing Systems

<https://www.sdmc.com/>



Standard Finishing System's reputation has been built on high-quality, high-production print finishing and paper handling products and service excellence. Standard brings the power of automation to post-press feeding and finishing in North America, distributing Hunkeler unwinders, rewinders, dynamic perforators, cutters, plow-folders, and web-inspection systems for high-speed continuous-feed digital and inkjet printing solutions, providing best in-class paper handling and integrated finishing. Fully automated Standard Horizon die-cutters, slitters/creasers, folders, perfect binders, three-knife trimmers, paper cutters, collators, and saddlestitchers are designed to provide equally professional, high quality finishing results for offset, digital, and inkjet print applications. Standard's North American team is ready to use their deep feeding and finishing applications knowledge to tailor a solution that meets critical production requirements. Standard houses a 9,500 square-foot state-of-the-art Customer Demonstration and Training Center in Andover, MA designed specifically for customers to evaluate and test equipment, both in-person and virtually, before purchasing.

Tecnau

[tecnau.com](https://www.tecnau.com)



Tecnau offers a complete product portfolio dedicated to paper handling, monitoring, processing, and finishing for the digital printing industry. We provide integrated solutions to support the broadest array of applications for commercial printing, graphic arts, book printing, direct mail, and transactional printing.

With an extensive line of feeders, cutter/stackers, quality assurance systems, and in-line finishing and converting modules, we have solutions essential to every digital print application, whether it's web-fed or sheetfed. Our one-of-a-kind industry experience and comprehensive engineering resources allow Tecnau to stay ahead of the competition and continually anticipate customers' needs. We maintain vital product development partnerships with our customers and every major digital printer manufacturer. Our goal is to go beyond simply reducing digital print production costs to actually increasing the value of your print production and enabling new applications. Tecnau solutions truly empower digital print to help you do more with less.

Tecnau products are installed in more than 50 countries throughout the world. Global service and around-the-clock support help ensure our reputation as the industry's reliability leader.

Crawford Technologies
crawfordtech.com



Crawford Technologies provides software, solutions, and expertise to help companies integrate inkjet technologies into their operations and maximize the value received from their investment in this game-changing technology. Our strong professional services and support teams are instrumental in helping customers integrate solutions to achieve their business goals. This has been proven by our exceptionally high NPS score of +73. With both workflow automation solutions and components that provide the work behind the workflow, Crawford Technologies makes any process automation workflow run smoother and more efficiently.

Duplo
www.duplousa.com



Established in 1979, Duplo USA Corporation is the leading provider of innovative print finishing solutions for the graphic arts industry. Our highly efficient, modular products streamline post-press production for digital color and offset applications and perform with incredible precision that is second to none. Duplo continuously strives to bring the latest in finishing automation to market and introduced the first all-in-one slitter/cutter/creaser, air suction collating and bookletmaking system, and tabletop folder as well as the compact and sensory-driven raised spot UV coater. Visit us at www.duplousa.com.

Fujifilm
<https://www.fujifilm.com/us/en/business/graphics-printing>



Fujifilm Graphic Systems Division is a global solution provider in multiple segments for the printing industry including commercial--analog & digital--wide format, labels & packaging and industrial. Fujifilm is the industry leader on color knowledge leveraging its 80-plus years experience in imaging. Fujifilm has a proven commitment to investments in R&D, infrastructure and skilled segment experts supplying print service providers the best consultative solutions to increasingly challenging business scenarios.

MBO America Co., Ltd.
<https://www.mboamerica.com/>



MBO America Co., Ltd. was originally established in 1984 bringing MBO (Maschinenbau Binder Oppenweiler of Germany) folding equipment to the growing US market. Unmatched innovation and dedication to the highest standards of quality made MBO folding equipment an instant success from coast to coast. Now under the umbrella of its parent Komori Corporation, MBO Post Press Solutions, including H+H Komori Group, and MBO America Co., Ltd. continues to be the leader in post press finishing for the North American Market. MBO America Co., Ltd. is strategically located in Marlton, NJ, just outside of Philadelphia, and offers a broad array of cutting edge, high-performance finishing solutions for offset, cutsheet and roll-fed digital, hybrid, and pharmaceutical production segments. Now taking on the model of a systems integrator, MBO America Co., Ltd. provides one step production systems for commercial folding, diecutting, roll-fed web finishing and specialty product systems. From intricate folds and die-cuts to niche packaging with special standards, MBO gives printers an edge over the competition with next-generation achievements.

MBO Post Press Solutions and MBO America Co., Ltd. are renowned for superior customer and technical support, as well as top-notch consultation services. Our history of pioneering new technology provides the platform for us to serve our customers from concept –when we bring our knowledge and experience to the planning stage with you –through the sale, and every step of the way during set-up, training and follow-through. Year after year, MBO America Co., Ltd. brings new products and technology to the market that speed set-up and changeover through greater automation, reducing downtime and increasing output and profits for its customers.

Müller Martini

<https://mullermartini.com/en/homepage/>

Müller Martini is the world's largest producer of print finishing solutions for commercial and book printers, trade binderies, newspapers and digital book manufacturers. Its groundbreaking "Finishing 4.0" platform delivers innovative systems, software and machines that seamlessly accommodate offset, digital and hybrid printed products while optimizing workflow. In addition, through MMServices, Müller Martini is a leading provider of performance enhancement programs which offer continual improvement for equipment, people and processes. With U.S. headquarters in Hauppauge, New York, Müller Martini's extensive sales and support team provides responsive service to printers and binderies nationwide.



NearStar, Inc.

www.nearstar.com

NearStar provides innovative, best-in-class software, information technology services and transformational solutions to enterprise in-plants and service bureaus.

Based on our decades of experience, print and mail operations of all shapes and sizes have turned to NearStar to help assess, define, develop, acquire, and integrate technology. NearStar's software and services enable the migration from offset to toner, monochrome to color, cut sheet to roll fed, paper to digital, and now toner to inkjet, while empowering enterprise in-plants and service bureaus to address changing market opportunities and provide competitive differentiation.

What does this mean to you? It means NearStar is the partner you can count on to help you:

- Leverage legacy data and composition systems to drive new print technologies.
- Minimize upstream application changes.
- Integrate enterprise output management systems to better manage the operation.
- Create workflow efficiencies throughout manufacturing and delivery processes to lower costs.
- Provide real-time tracking, auditing, accounting, and reporting to all stakeholders.
- Establish Business Continuity and Disaster Recovery environments to mitigate risk and exposure.

For more information, please visit www.nearstar.com. You can also call us at (972) 221-4068 Option# 1 or email us at sales@nearstar.com.

Sefas Innovations

<https://sefas.com/>

Sefas is a global developer of a comprehensive CCM platform we call the Enterprise Communication Factory™ (ECF). Building on the Automated Document Factory (ADF) concept, this off-the-shelf commercial solution unifies best of breed print and digital CCM capabilities, resulting in unparalleled customer experience. The platform automates the full communication lifecycle from reception to recipient, and integrates seamlessly with enterprise systems for tracking, intervention, status, notification and audit. Our North American services operation, paired with your subject matter experts, provides comprehensive deployment services to ensure successful project delivery.



Zeikon

xeikon.com/en



Zeikon, the Digital Printing Solutions, division of Flint Group, is committed to working with customers in their journey of securing long-term, profitable business. Business that focuses on applications for direct mail, POS/POP, books and book covers, food-safe folding cartons, large signage, security applications and wall deco. Businesses that serve multiple market segments including but limited to health & beauty, pharmaceutical, confectionary goods, and all areas of commercial print.

Zeikon is a recognized a technology leader in offering our customers the digital print technology that best serves their needs – either with FDA-compliant dry toner or UV-IJ printing presses all with a best-in-class, powerful yet initiative workflow, feeding, and a host of finishers.

Zeikon is a long-standing leader and innovator in digital printing technology. Grounded in the principles of quality, flexibility and sustainability, Zeikon designs, develops, and delivers web-fed digital color presses for label and packaging applications, document printing, and commercial printing.

Silver

Best Graphics

www.bestgraphics.net



Established in 1977, Best Graphics Group offers a full line of Graphic Arts, Bindery, Finishing, and Packaging equipment. Our portfolio includes 20 product lines from world-class manufacturers in the United States, Germany, Japan, Italy, Canada, South Korea, China, and the United Kingdom. Best Graphics Group also maintains a fully-stocked parts inventory and has a dedicated service department with highly-experienced staff.

Best Graphics represents Ibis as the exclusive import agent for the US and Canada. Ibis specializes in the integration of high-speed booklet systems with continuous web, and sheetfed digital printers, and in configuring complete digital book finishing systems for turnkey operations with a high degree of customization.

Book Manufacturers Institute (BMI)

<https://www.bmibook.com/>



The Book Manufacturers' Institute is a not-for-profit trade organization that supports book manufacturing leaders in their work to drive the promotion, efficiency, and growth of book markets for readers and educators in North America.

Since 1933, BMI has provided tremendous value to its member companies and others associated with the book manufacturing industry. BMI member companies range from full-service book manufacturers to those specializing in the digital print market, specialty binderies, component printers, packagers, equipment manufacturers, and suppliers of a variety of materials and services.

Document Data Solutions

<http://dds-usa.com/>



Document Data Solutions (DDS) specializes in monochrome, spot color, and CMYK color inkjet printing solutions for both cut-sheet and web applications as well as data management software, document inspection, reporting solutions, and vision systems. DDS products offer advanced features such as our exclusive Universal Print Controller that offers diverse workflows, user customizable reports, and print verification. DDS creates custom software and hardware solutions to fit our customers' specific needs.

Domtar

www.domtar.com

Domtar is a leading provider of a wide variety of fiber-based products including communication, specialty and packaging papers, market pulp and airlaid nonwovens. With approximately 6,400 employees serving more than 50 countries around the world, Domtar is driven by a commitment to turn sustainable wood fiber into useful products that people rely on every day. Domtar's annual sales are approximately \$3.7 billion, and its common stock is traded on the New York and Toronto Stock Exchanges. Domtar's principal executive office is in Fort Mill, South Carolina. To learn more, visit www.domtar.com.



EMT International

emtinternational.com

With more than 80 years' experience, EMT International, Inc. is recognized as a world leader in engineering and manufacturing superior quality finishing equipment, accessories, and web transport solutions, serving OEM and converting customers worldwide in the paper, document processing, packaging, label, and printing industries. EMT has the design and development expertise to create highly customized, application-driven solutions in offset, flexo, and digital inkjet technologies.



Headquartered in Northeast Wisconsin, EMT's global success was built on a reputation for innovation and world-class service. Exceptional customer satisfaction is integral to the entire EMT team.

Evergreen Packaging

Evergreenpackaging.com

Evergreen Packaging is a global leader in creating fiber-based packaging and paper solutions customized to deliver brand and business distinction. Evergreen Packaging makes and supplies products globally with manufacturing facilities in the U.S., Asia, Central America, and the Middle East/North Africa. Built on a foundation of manufacturing excellence, Evergreen Packaging has been producing Printing & Writing papers for more than 100 years. Evergreen Packaging continues to innovate and create reliable products such as high-speed digital inkjet papers designed to provide exceptional runnability and print quality. All the fiber used in Evergreen Packaging products comes from forests in the U.S. where responsible forestry practices are used and where overall growth exceeds harvest.



Finch Paper

www.finchpaper.com

As the most enterprising paper manufacturer in North America, Finch is a reputable brand offering limitless possibilities. Our flagship products — Finch Fine® and Finch Opaque — are complemented by a portfolio of market-optimized digital substrates including Finch Smartbook Jet and Finch Mailstream. Our promise is simple: affordable products made with environmental integrity and delivered with the type of personal service you will respect and remember.

FINCH'S VALUE IS THREE-FOLD:

Adaptability - Finch is large enough to matter yet flexible enough to care. Recognized for our top-rated 96-bright Opaque, Finch offers the broadest uncoated portfolio of sheets and rolls from a single facility. Our capabilities are broad and deep, with right-sized assets, technical expertise and entrepreneurial thinking.

Reliability - Finch is part of the fifth-largest producer of uncoated paper in North America. Our fully integrated facility includes a state-of-the-art wood-processing facility, an odor-free pulp mill, a cogeneration power plant, and four paper machines complemented by folio and digital sheeting equipment.

Flexibility - Finch is flexible, agile and committed to winning with our customers. We pride ourselves on delivering exceptional, responsive service that is only possible with a non-bureaucratic culture and a streamlined manufacturing system. Our service platform makes Finch the ideal partner.



GMG Color

<https://gmgcolor.com/>

Advertising, publishing, or packaging industries all rely on achieving accurate print results with solutions from GMG. Whether for digital print, offset, flexo, or gravure printing – the software solutions and in-depth know-how from GMG guarantee precise, predictable, and repeatable color results.



Idealliance

www.idealliance.org

Idealliance is a transformational industry association for print and packaging, working with brand owners, content and media creators, agencies, designers, material suppliers, OEMs, technology developers, and service providers around the world. We serve the graphic communication industry by creating superior industry training and certification programs, developing professional standards and specifications, and redefining workflows for the entire print and packaging supply chain. Become a member of Idealliance and transform the way you work—forever.



Imaging Network Group (INg)

<http://imagingnetworkgroup.org/>



The Imaging Network Group (INg), is an established c-level networking association created exclusively for the print and electronic service provider industry. You can take your business to the next level by taking advantage of valuable networking opportunities combined with quality programs and a host of resources. INg is your direct connection to further success. INg's member companies are made up of some of the most visible and successful mid-sized, high volume print and electronic service providers and direct mail companies. Our association offers the rare opportunity to interface with top industry peers across the nation. You'll tap into a vibrant network of industry creativity, experience, and information where members discuss key business and technical issues facing their companies and share best practices on running and growing their businesses.

Developing connections with other successful service providers offers a distinct business advantage when it comes to making business decisions for your own company. Our members find their relationships with other INg members to be invaluable for this reason.

International Paper

<https://www.internationalpaper.com/>



International Paper is a leading global producer of renewable fiber-based packaging, pulp and paper products with manufacturing operations in North America, Latin America, Europe, North Africa and Russia. We produce corrugated packaging products that protect and promote goods and enable world-wide commerce; pulp for diapers, tissue, and other personal hygiene products that promote health and wellness; and papers that facilitate education and communication. Maximize the capabilities of your sophisticated, pigment and dye-based high-speed digital inkjet presses with papers developed specifically for that purpose. International Paper's full spectrum of digital inkjet papers includes Accent® Opaque and Williamsburg Opaque Offset with ImageLok® Technology, ColorPRO Technology and Dyemond™ Technology, which deliver excellent print quality, resulting in crisp, vivid images and graphics.

Our specially formulated Treated Digital Inkjet Papers provide: - Amazing clarity, brilliant color and bolder blacks normally associated with coated sheets, but with the look and feel of a more desirable uncoated paper - Papers for pigment based inkjet presses: Accent® Opaque and Williamsburg Opaque Offset with ImageLok® Technology, - Papers created expressly with HP printing technology in mind: Accent® Opaque and Williamsburg Opaque Offset with ColorPRO Technology - Papers for dye based inkjet presses: Accent® Opaque with Dyemond™ Technology - Stocked, ready to ship rolls and sheets for web-fed and sheet-fed digital presses - Consistency on press, reduction in ink usage and trouble-free post-processing/converting

Kodak

Kodak.com



Kodak is a global technology company focused on print and advanced materials & chemicals. We provide industry-leading hardware, software, consumables and services primarily to customers in commercial print, packaging, publishing, manufacturing and entertainment. We are committed to environmental stewardship and ongoing leadership in developing sustainable solutions. Our broad portfolio of superior products, responsive support and world-class R&D make Kodak solutions a smart investment for customers looking to improve their profitability and drive growth. For additional information on Kodak, visit us at Kodak.com and engage with us on Twitter @KodakPrint and on LinkedIn at Kodak Print

Mailing Systems Technology

<https://mailingsystemstechnology.com/>



For over 30 years, Mailing Systems Technology has continued to be the premiere media that is used by decision-makers from in-plant and commercial print/mail operations across the US for ideas, strategies, and solutions to improve the workflow, production, quality, and delivery of their direct mail and customer communications.

Memjet

memjet.com



Memjet is a global leader in the development of digital inkjet technology that brings an unmatched combination of speed, simplicity, and affordability, transforming what is possible in color printing.

Memjet offers an aqueous pigment-based technology Duralink and an aqueous dye-based technology Versapass. Both are single-pass digital print modules/systems that enable on-demand printing in a variety of markets, including commercial press, packaging, wide-format, mailing and addressing, and desktop labeling.

Memjet supplies these advanced printheads, modules, and ink technology to OEM partners around the world, enabling the creation of solutions that bring new opportunities to users in a variety of markets.

Memjet maintains its corporate office in San Diego and has offices in Dublin, Sydney, Taipei, Singapore, and Boise, Idaho. The company is privately held.

Midland Paper

www.midlandpaper.com



Midland Paper is a market leading distributor of Inkjet media to the high speed production Inkjet Market. Midland brings extensive Inkjet print media expertise, a robust product offering and exceptional logistics support to the 2021 Inkjet Summit. A "must see" feature at the Inkjet Summit is Midland's industry leading High Speed Inkjet Media catalog – the only product catalog in the North American Market that is solely dedicated to Web & Sheetfed Inkjet compatible media. "Our goal at Midland is to help production inkjet customers across the country address their most challenging inkjet media needs with new products and solid solutions," said David Field, Midland's Senior Business Manager, Inkjet Technologies. Whether a Publisher, Commercial Printer, Direct Mail provider or Transactional print shop, digital print departments require high quality inkjet print media that will run trouble-free. All of Midland's products in the High Speed Inkjet Catalog are engineered to meet the most demanding high speed inkjet applications.

"Midland Paper is clearly a leader when it comes to merchant distribution and support of the high speed continuous inkjet market in North America," said Mike Ratcliff, Midland's President, Midland Specialty Paper & Film Division. For further information on Midland Paper's line of high speed inkjet papers, contact Mike Ratcliff at Michael.Ratcliff@midlandpaper.com or David Field at David.Field@Midlandpaper.com or stop by the Midland Paper table.

Mondi

<https://www.mondigroup.com/en/home/>



Mondi is a global packaging and paper group and a leader in the growing high-speed inkjet market since 2011. Mondi is employing 26,000 people in more than 100 facilities across 30 countries. We are taking action to maximize our positive impact with a 10 years sustainability pathway. The Uncoated Fine Paper business is headquartered in Austria and operates 4 paper mills in Austria, Slovakia, Russia and South Africa. Our own paper brands are FSC®, PEFC™ certified or made from 100% recycled fibers. In the United States Mondi warehouses 3 million pounds for rapid delivery and serve local customers with our own logistics and customer support team. Mondi is working with all the main North American paper merchants.

New Direction Partners

www.newdirectionpartners.com



New Direction Partners is an investment banking and financial advisory services formed by Peter Schaefer, Paul Reilly, Jim Russell and Tom Williams to serve the printing and related industries. Services include merger advisory services through the representation of selling shareholders as well as buy side representation, valuation services, financing and refinancing efforts, turnaround and restructuring services, and temporary/interim management consulting. To learn more about New Direction Partners, visit New Direction Partners' website at www.newdirectionpartners.com.

OVOL USA

<http://www.gouldpaper.com/jp/jp-gould-is-now-ovol-usa/>



For nearly a century, OVOL USA —now a part of Japan Pulp and Paper—has been able to provide a consistently high level of quality and service to the graphic arts industry, even as the paper industry has evolved so dramatically.

Our success is rooted in who we are, the values we embrace, and in positive outcomes for our customers. We express it more simply as “OVOL USA Standard.” It’s a high bar that demands 100% commitment to excellence, integrity, communication and collaboration. The OVOL USA Standard is how we’re able to provide: Solutions - Insight - Expertise.

OVOL USA has been supplying to the HSIJ Market Since 2008. We work closely with all the OEM’s and utilize our global reach to work with partner mills to insure we are bringing the right solutions to our customers. We understand that with HSIJ printing there is no one size fits all solution which is why we have a subject matter expert within the company to go through customer workflows and provide insight into solutions. This allows us to help printers within this market space improve efficiencies and help lower total cost of print. We are committed to this market and are excited for all the challenges, innovations, and opportunities to help printers navigate this evolving technology.

Quadient

<https://www.quadient.com/>



Quadient is the driving force behind the world’s most meaningful customer experiences. By focusing on Intelligent Communication Automation, Parcel Locker Solutions and Mail-Related Solutions, Quadient helps simplify the connection between people and what matters. Quadient supports hundreds of thousands of customers worldwide in their quest to create relevant, personalized connections and achieve customer experience excellence. Quadient is listed in compartment B of Euronext Paris (QDT) and is part of the CAC® Mid & Small index. For more information about Quadient, visit quadient.com.

RISO

<https://us.riso.com/>



RISO Inc, a subsidiary of RISO KAKAGU specializes in high speed inkjet printing. Offering color printing at an affordable price, RISO Inc says color printing doesn’t have to be a luxury. With a small footprint, our inkjet printers offer speeds ranging from 90ppm to 320ipm. RISO Inc offers the industry and reliable, versatile inkjet solution to meet a variety of needs.

SpencerMetrics

<https://www.spencermetrics.com/>

SpencerMetrics provides data-driven intelligent solutions that automatically collect accurate machine data, gather Shop Floor information, and provide real-time analysis to deliver Actionable Information whenever and wherever it may be needed. The patented and award-winning CONNECT® and “lights-out” LYNK™ systems are vendor-neutral, supporting multi-vendor equipment from digital and conventional printing, packaging, finishing, and mailing equipment. In addition to providing real-time dashboards and custom visualization, these solutions are designed for ease-of-use and replace all Manual steps in data collection and reporting by enabling automation with accuracy.



SpencerMetrics solutions provide the data transparency needed for production teams and management to better balance machines, labor, and overhead in order to maximize their business return-on-investment. Users make data-driven decisions to increase efficiency and optimize capital utilization.

SpencerMetrics is dedicated to serving its customer's needs in Smart Factory production Printing and Packaging through innovative software solutions and services.

TEC Mailing Solutions

<http://www.tecmailing.com/>



TEC Mailing Solutions is a provider of web-based Software as a Service (SaaS) tools to streamline mailing for PSPs, In Plants and white paper factories. TEC's tools and services allow companies to leverage technologies, traditionally only found as a desktop or server based solution with a focus on automation.

TEC's n+1 web services API can be consumed into virtual any programming platform, allowing the application to automate list processing functions from address hygiene, presort, business rules load planning including single pass postal optimization and more. The SOAP/XML communications allow developers to create custom interfaces or leverage TEC's popular MailPreparer.com portal for one off jobs, all while managing PAFs, and unique IMb coding for full-service mailings, under a single account.

The Navigator Company

<http://thenavigatorcompany.com/>

The Navigator Company is an integrated forest producer, whose end products are pulp & paper, tissue and energy, with a production capacity for 1.8 million tons of paper, 1.8 million tons of pulp (of which 80% is integrated into paper) and 130 thousand tons of finished tissue.



The Navigator Company produces pulp and paper from forests which are planted exclusively for this purpose. Every year, 12 million young plants start their lives in our nurseries and the group has made a formal commitment to achieving carbon neutrality at its industrial complexes in 2035.

The Company is Portugal's third largest exporter, accounting for approximately 1% of GDP and around 3% of all the country's exports of goods. In 2019, the Navigator Company recorded turnover of \$2,03 billion, with around 91% of the Group's products are sold outside Portugal and shipped to approximately 130 countries.

As a vertically integrated forestry group, the group manages a vast area of woodlands in mainland Portugal, all of it certified under international schemes: FSC® and PEFC™. In 2019, 60% of the energy produced by Navigator at its four industrial complexes was obtained from biomass, making it the leading operator in this sector, producing approximately 52% of all energy derived from this ecological and non-fossil fuel in Portugal.

Tilia Labs

<https://tilialabs.com/>



Reliance on human decision-making for complex planning and imposition is becoming unsustainable. Tilia Labs is leveraging AI technology to drive a revolution in preproduction, helping converters estimate faster, plan smarter, and manufacture profitably.

Tilia Labs' flagship software tilia Phoenix is a sophisticated, open-API planning and imposition application designed to improve production efficiencies across all graphic arts sectors including corrugated, packaging, labels, commercial, and wide format printing. Using Artificial Intelligence (AI), tilia Phoenix factors variables such as job specifications (quantity, dimensions, colors, substrates), print devices, post-press requirements, and delivery considerations to search across millions of possible combinations for the most optimal, cost-effective production plan.

Phoenix can be integrated into your chosen workflow or MIS system to enable fast accurate estimates, reduce pre-press, mitigate costs, maximize media usage, and reduce post-press complexity. When a final option has been selected, tilia Phoenix generates print-ready layouts, JDF or die instructions, and reports for all devices in the production chain.

VERSO CORPORATION

[versoco.com](https://www.versoco.com)



VERSO CORPORATION is a leading American owned and operated producer of graphic, specialty and packaging paper and market pulp, with a long-standing reputation for quality and reliability. Verso's graphic paper products are designed primarily for commercial printing, advertising and marketing applications, including direct mail, catalogs, corporate collateral, books and magazines. Verso's specialty paper products include release liner papers and label face stock for pressure sensitive, glue-applied and laminate applications. Verso produces packaging paper used in higher-end packaging and printing applications such as greeting cards, book covers, folders, labels and point-of-purchase displays. Verso also makes market pulp used in printing, writing, specialty and packaging paper, facial and toilet tissue, and paper towels. For more information, visit us online at [versoco.com](https://www.versoco.com).

VIDEK

<http://www.videk.com/>



Videk is a leading global provider of Print Verification vision systems, Inserter Input and Output scanning systems, and data management software. Our focus is on empowering zero-defect production for organizations with mission-critical document communications programs - enabling print service providers to increase productivity, reduce manual labor, assure security and regulatory compliance and reduce waste. Additional information about Videk is available at www.videk.com

WestRock

www.westrock.com



WestRock Company is a leading provider of differentiated paper and packaging solutions. WestRock offers a wide array of specialty paperboard products including Tango® and Tango® Digital, that are broadly used for commercial, direct mail, signage, and packaging applications.

WestRock truly understands digital print technologies, not only through our own research, but also by working directly with the digital press manufacturers. These valuable partnerships and insights help us innovate to make our products more relevant, more focused, and more efficient in providing the performance you need for your digital presses. That's why digital press manufacturers recommend Tango, Tango Digital, and other WestRock paperboard product for their inkjet and electrophotography digital printing presses. Learn more at www.westrock.com.

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