

GOVERNMENT AFFAIRS COMMITTEE

Tuesday, October 7
11 am, teleconference

BIG IDEAS FOR BIGGER SALES

with **Lynne Meena**
Thursday, October 9
9 am – 4 pm
NJPA Conference Room

NJPA EXECUTIVE COMMITTEE

Thursday, October 9
10 am, teleconference

VIDEO 101 FOR NEWSPAPER WEBSITES

with **Loren Fisher**
Thursday, October 23
8:30 am – 1 pm
NJPA Conference Room

Thursday, October 30

NJPA BOARD OF DIRECTORS

10 am
Hilton East Brunswick

ANNUAL MEETING

12 noon luncheon
Hilton East Brunswick
Speaker: **Sammy Papert**,
CEO, Belden Associates.

NJ PRESS FOUNDATION TRUSTEES

2 pm
Hilton East Brunswick

NIE & YOUTH READERSHIP COMMITTEE

New Jersey Education Association Convention
Thursday, November 6 &
Friday, November 7
Atlantic City Convention Center

Committee Meeting

Thursday, November 6
5:30 pm
Sonsie, The Pier Shops
@ Caesars, Atlantic City

BUDGET REPORTING 101

Thursday, November 13
9 am – 4 pm
Rutgers University's Busch
Campus Center, Piscataway

ETHICS SEMINAR

Thursday, November 13
9 am – 4 pm
The Record
150 River Street, Hackensack



INTRODUCING INSIDE JERSEY: The Star-Ledger|NJ.com launched a glossy new magazine this month. At 152 pages and chock full of advertising, features and photos, *Inside Jersey* is an exciting move that counters gloomy news about the health of print media.

Star-Ledger moves forward though its future is uncertain

By **Catherine Langley**

"The paper" arrived late last Thursday morning. Usually it's there before we are showered and dressed. But that day, we were leaving for work when a car pulled up at the end of our driveway. The driver handed us *The Star-Ledger*, with apologies for the tardy delivery.

We forgave him for three reasons:

First, because his young daughter was "helping" him deliver papers, just like I used to with my daddy on Thursday mornings when I was a little girl.

And secondly, because they delivered an extra treat — *Inside Jersey*, a thick new magazine from the Star-Ledger|NJ.com.

We went right back into the house to look it over. Needless to say, we were late to work that day.

Like all *Star-Ledger* subscribers, we will receive the magazine free every month. *Inside Jersey* will also be available at more than 200 stores and newsstands in the state, according to an ad in the magazine. And the masthead indicates it will be available online at: www.nj.com/insidejersey.

The third reason we forgave the driver is that his future delivering the paper is uncertain, like that of so many

— *Continues on Page 4*

Sammy Papert, Belden CEO, to speak at annual meeting

Envision a bright future. Come to NJPA's Annual Meeting & Luncheon to hear Sammy Papert, chairman and CEO of Belden Associates, tell us what he sees ahead for newspapers.

As the head of Belden, he is in a unique position to understand what is driving the changes that are altering our industry.

NJPA Executive Director John O'Brien said, "I asked him to address 'what's going on, where are we headed and what to do?'"

"Knowing Papert, that will be the foundation of his remarks, which are always thought-provoking. And he's usually right on target!"

Belden Associates has provided research and consulting services to newspapers large and small, private and public, for 65 years. It continues to be a pioneer in the newspaper website arena and now is focused on top line revenues.

The annual meeting and luncheon will be Thursday, Oct. 30, at noon, at the Hilton East Brunswick, located at Tower Center Boulevard in East Brunswick, just off Route 18 North at Exit 9 of the NJ Turnpike. The cost is \$65 per person.

Please RSVP to Peg Stephan, NJ-



Papert

PA's member services manager, at (609) 406-0600 ext. 15 or email her at: pastephan@njpa.org.

For more information and the reservation form, go to NJPA's website, www.njpa.org, and click on Events.

Papert was named chairman and CEO of Belden Associates nine years ago.

Prior to joining Belden, he was the president of Papert Companies, a 75-year-old newspaper sales and

marketing organization. During his tenure, the company doubled its number of clients to 500 daily newspapers. Papert is an experienced newspaper marketer and knows first-hand the value of newspaper research.

Earlier he gained retail experience as owner and operator of the Executive Toy Store, a Sharper Image before its time.

Papert is a native of Texas, a graduate of St. Mark's School of Texas and Stanford University. He has been involved in many civic organizations, including the Cystic Fibrosis Foundation. He is married, and enjoys swimming, tennis, reading and writing. Papert hopes to visit all of the Caribbean Islands. And he collects Hawaiian shirts.

Asbury Park Press names new editor

Hollis Towns has been named executive editor and vice president of news for the *Asbury Park Press*.

Towns, 44, said he plans to pursue local news and investigative stories that will solidify the newspaper's role as a force in the community.

"I want to continue the proud tradition the *Asbury Park Press* has had in the past," Towns said. "I want to continue along these lines, as well as enhance some of the things the paper has done by putting more focus online."

Since May 2004, Towns has been the executive editor for the *Cincinnati Enquirer*, where he directed the newspaper's print and digital coverage for Cincinnati and Northern Kentucky.

He served as a juror for the 2008 Pulitzer

— *Continues on Page 3*



Towns



PHOTO • RICHARD KRAUS, RFP

THE BEAUTY OF NJ NEWSPAPERS: Miss New Jersey 2008, Ashley Fairfield, graces the NJ Press Foundation poster. She knows that reading newspapers can make a difference in who you are and what you become. She will be autographing copies of the poster on Friday, Nov. 7 at NJPF's booth at the NJ Education Association Convention in Atlantic City.

INPRINT

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As I see it...

Lobbying 101



John J. O'Brien
Executive Director
New Jersey Press Association

Most of you reading this column are quite familiar with the many and varied services offered by NJPA. We receive positive comments on our seminars and webinars, on our weekly *NJPA Notes*, our monthly publication *InPrint*, our popular legal Hotline, and our classified, 2x2 and display advertising networks. We pride ourselves on our ability to answer your questions on a broad range of newspaper related subjects in a timely manner.

One service that occupies much of our time, effort and resources is the one that probably is the most misunderstood by our members. That is our lobbying effort. Every few years I update this column because the underlying message never gets old and should be reinforced.

The NJPA Government Affairs Committee, chaired by *The Daily Journal* Publisher Charlie Nutt, is responsible for overseeing this endeavor and providing guidance for those of us in the trenches who lobby for New Jersey's newspaper industry in the state legislature. Other members of the committee are: Richard Bilotti, *The Times*; Jim Kilgore, *Princeton Packet*; David Worrall, Worrall Community Newspapers; Liz Parker, Recorder Community Newspapers, and Jennifer Borg, North Jersey Media Group.

The person at the forefront of our lobbying effort is Tom Cafferty, NJPA's General Counsel. He is assisted by two other attorneys from his firm, Nomi Lowy and Lauren James. NJPA's George White provides the "in-house" component to the lobbying effort. Last, but by no means least, many of you are called upon, from time to time to lend a hand with some grassroots efforts.

Why we lobby

Over the years, the term lobbying has taken on an almost sinister tone. Just the mention of it conjures up visions of scoundrels lurking in the night, making back room deals and selling their constituents down the river. Well, maybe not that bad, but

you must admit that lobbyists, like lawyers and journalists, are rarely on anyone's top 10 list!

In actuality, however, lobbyists provide a beneficial service. They supply the information that is invaluable in helping our legislators make decisions on literally thousands of bills that come before them during each legislative session. When our forefathers wrote the Constitution, America was a simpler (and smaller) place. All an elected official had to do was read a few proposed pieces of legislation and decide whether they were good or bad for their constituents. In 1787, no one dreamed that the New Jersey Legislature, for example, would propose over 8,000 pieces of legislation in one session! There is no one elected to office in this state (or this nation) who is capable of understanding all the ramifications and nuances of these bills. This is why lobbyists exist.

No legislator worth his or her salt, would even think about voting on a bill without first hearing from all sides who are impacted. Lobbyists represent those cases for and those against specific pieces of legislation. Since most lobbyists already have a relationship with the various members of the legislature (it's their job to know these folks), it is easier for them to put forth their side's position. Most use a simple, straight-

forward approach. This is in direct contrast to many "experts" who, while well-versed in a particular subject, are unable to get to the point quickly and clearly enough to communicate with these over-burdened public officials. A veteran lobbyist once told me, "If you can't say it in 45 seconds or print it, triple-spaced, on one piece of paper, don't waste your time."

Protecting newspapers

The NJPA Government Affairs Committee is constantly monitoring the New Jersey Legislature for pieces of legislation that we can support and those we find objectionable. In recent sessions, for example, bills have been introduced that would:

- Exempt municipal clerks from penalties for OPRA violations under certain circumstances.
- Require newspapers publishing public notice advertising also to publish views of certain candidates for office, free of charge.
- Allow governments and individuals to place public notices on government websites instead of publishing them in newspapers.
- Make a crime of unauthorized surveillance, e.g., taking a photo of a nuclear reactor.
- Close records and meetings of the Office of Counterterrorism to the public.

And on it goes!

Democracy prevails

Bills like these and their effect on our industry are the subjects of intense discussion at the monthly meetings of your Government Affairs Committee. When higher decisions are required, frequently the NJPA Board of Directors is asked to provide guidance to the Government Affairs Committee, especially when proposed bills may have conflicting effects on various members.

Not everyone is always happy with these decisions, but, just like a democracy, the good of the majority must prevail.

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People & Papers

Del Val News merges into Democrat

The Sept. 25 issue of the *Delaware Valley News* was its last.

The small weekly newspaper was 75 years old, a child of the Great Depression. Early on, the *DVN* had absorbed two defunct papers into itself — the *Frenchtown Star* and the *Milford Leader*. Now it too has merged, into the *Hunterdon County Democrat*, its larger, older sister paper.

The *DVN*'s Frenchtown office will close and its editorial staff will move to the *Democrat*'s offices, in Raritan Township, just outside the county seat of Flemington. The *Democrat* will cover municipal and school news from the *DVN*'s circulation area of Milford, Frenchtown and the townships of Alexandria, Holland and Kingwood. Pennsylvania coverage will be reduced.

"Certainly the current state of the newspaper business is a factor in this decision," said Jay Langley, executive editor of both papers. "Every company is looking to consolidate where it can, and to boost efficiencies. But the

truth is that there are other reasons for this move, too.

"In fact, that part of Hunterdon County has changed greatly over the years. It is much less insular than it was, much less a separate community. It is much more a part of mainstream Hunterdon life. Heck, two of our five freeholders live in *DVN* territory. And I've been getting calls for years from readers in those three townships, begging us to do exactly this — fold their municipal news coverage into the *Democrat*. They want all the county news. Well, now they'll get it.

"So, yes, it's sad to close the *DVN* — but the rationale that led to its birth no longer exists. Frankly, the owners have considered doing this 10 or 12 times in the 38 years I've been here."

Subscribers to the *DVN* will receive the *Hunterdon County Democrat* for the duration of their subscriptions, at no additional cost. Subscribers to both papers will have their *Democrat* subscriptions extended by the

length of their remaining *DVN* subscriptions.

The audited paid circulation of the *Delaware Valley News* has been about 2,850 and the *Democrat*'s is about 22,500. Hunterdon County has not quite 50,000 households.

Other changes

Additional changes were announced last week by NJN Publishing, parent company of the *Democrat*. It will consolidate several production and ad-handling tasks for its weeklies at the facility of the Easton (Pa.) *Express-Times*, a daily.

The moves will reorganize and reduce production staff, and free up space in the Raritan Township building for other functions that are now housed elsewhere. Some of that space will be used to boost the company's website efforts, said NJN Publisher Joe Gioioso, in explaining the moves to those staff members involved.

NYT closing its distribution subsidiary

In January, the New York Times Company will shut down its subsidiary that distributes newspapers and magazines in the metropolitan area.

The move will eliminate the equivalent of 550 full-time jobs and affect the distribution of some 200 publications.

The operation, City and Sub-

urban Delivery Systems, distributes to retail outlets like newsstands, bookstores and coffee shops in New York City, New Jersey, Westchester County and Long Island in New York, and to Fairfield County in Connecticut. The move does not affect delivery to subscribers, or distribution in other parts of the country.

Other papers affected

In its place, *The New York Times* newspaper will increase its reliance on independent distributors, which are generally non-union and which pay drivers less than City and Suburban drivers.

The paper will also do some distribution with its own employees and trucks, and for that work, some of the people laid off from City and Suburban could be absorbed back into the company, said Catherine J. Mathis, a spokeswoman for the company.

City and Suburban is a major distributor of *The Wall Street Journal* and it does some distribution of *The Daily News*, *The New York Post* and other area papers.

For decades, the deliverers union was the one that New York newspapers feared the most, the one that could all but shut down the industry. Frequent labor unrest and violence disrupted deliveries.

City and Suburban Delivery Systems was established to reduce this threat.

— from *The New York Times*

Gannett cuts jobs in NJ, reorganizes nationally

Gannett Co. Inc. cut 120 full- and part-time jobs at its six New Jersey newspapers in August, citing "deteriorating business conditions," and in September eliminated 100 department heads across the country.

A story in the *Asbury Park Press* on Aug. 19 indicated that the cuts affected it and the five other Gannett papers in New Jersey: the *Courier-Post*, the *Home News Tribune*, the *Courier News*, the *Daily Record* and *The Daily Journal*.

"Business conditions continue to deteriorate for our customers and, as a result, advertising revenues have not stabilized," said Thomas M. Donovan, president and publisher of the *Press* and vice president of Gannett's East Newspaper Group.

"We have worked hard through the first half of this year to maintain tight expense controls. Unfortunately, economic conditions have grown worse, forcing us to cut expenses further."

The company did not break down the number of jobs lost at each paper.

Cut department heads

Early in September, Gannett U.S. Community Publishing President Robert J. Dickey announced that the company was eliminating 100 department head positions.

He said, "This new structure flattens our executive management ranks, enhances the role of

our group sites and aligns corporate resources with the field as we aggressively pursue our print and digital strategies to deliver what readers and advertisers want.

"Group directors in circulation, finance, human resources, information technology, marketing and production/operations have been appointed to support their area of expertise across their group. Current executives within their respective groups will fill the new group director positions as well as retain their current responsibilities.

"We have important work ahead of us as we maneuver a changing media landscape amid a difficult U.S. economy. But I am confident the desire and need for accurate news, information and advertising content is only increasing and we — with our multiple platforms are in the best position to deliver it.

Wayne Peragallo of the *Asbury Park Press* will serve as the information technology group leader for the East division of the company.

Other East group directors are: circulation, Mike Kane, Wilmington; finance, Don Lemire, Wilmington; human resources, Dolores Pinto, Wilmington; and production/operations, Antoinette Franceschini, Wilmington. A marketing director has not been named.

— from *Editor & Publisher*

Tom Meyer joins Bartash Printing

Sidney Simon, owner of Bartash Printing, announced that Tom Meyer is the company's new director of production.

Bartash is Philadelphia's largest cold-set web printer and a leading provider of newspaper and niche publication printing in the US.

General Manager Ed Yucis said, "Tom brings over 30 years of printing experience to our manufacturing management team. His expertise in process management and the installation of new systems and equipment is essential to Bartash's continuing growth. He will enable us to better serve our customer base of small community newspapers,

niche advertising magazines and direct mail publications. Tom's experience and expertise will help us significantly improve quality, productivity and profitability through greater efficiencies and waste reduction."

Meyer joined Bartash in August after 25 years at Evergreen Printing in Bellmawr, NJ.

When asked why he made the move, he said, "I see Bartash as a progressive, dynamic company poised for tremendous growth. The opportunity to be a part of that is exciting. I look forward to helping the company move in directions that will benefit existing customers and attract new ones."

Towns named APP exec editor

Continues from Page 1

Prizes and will serve as national president of the Associated Press Managing Editors organization in 2011.

"Hollis brings a wealth of knowledge, tremendous energy and a passion for our business that is truly contagious," said Thomas M. Donovan, president and publisher of the *Asbury Park Press*.

Towns is originally from Fort Valley, Ga., the center of the state's peach industry. He got his start in journalism by writing editorials for the local newspaper about the segregation policies at his high school.

He went to what now is Fort Valley State University, where he played linebacker for the football team. And he joined the school's

fledgling journalism program.

After graduating, he was hired by the *Atlanta Journal-Constitution*, where he worked first as a reporter, then as an editor and bureau chief. He also was managing editor of the *Kalamazoo Gazette* in Michigan.

Towns takes over as the newspaper industry is being hurt by a shift to the Internet and a slow economy.

"These are difficult times for our business, but there are brighter days ahead," Towns said. "There are still places doing great journalism, and we will be among them."

Towns is married to Gail Hagans Towns. They have three children. He starts at the *Press* on Oct. 13.



New Jersey Press Foundation

George White
Foundation Director

Support the free press

The need for a strong press foundation in the Garden State has never been more profound than it is right now. And if you're reading this, you already know the reasons why.

While the business model for newspapers has been turned upside down and the new model remains under construction, the overall mission of the working press remains the same — an informed citizenry. And the main ingredients for accomplishing this are a population that reads, journalists that deliver and a public that appreciates the indispensability of a free press to its democratic society.

NJPF's many programs make a difference — from newspapers in grade-school classrooms, to N.I.E. curriculum, to high school journalism workshops, to collegiate internships & scholarships, to the NJ Better College Newspaper Contest, to journalism internships and statewide recognition for journalism teachers and students.

Initiatives this year

This fall, NJPF has taken a leadership role in the statewide New Jersey Student/Parent Mock Election (S/PME) being held in hundreds of schools statewide later this month. S/PME is a national program of high repute aiming to engage school children of all ages in the election process, using the experience of studying political issues, examining the candidates and casting a ballot.

NJPF's Tom Engleman describes the NJ-S/PME program well in his column on Page 11. Notably, the partnership of several New Jersey organizations, working to make this opportunity possible for the state's children, reflects well the principle of working together for an outcome that no single entity could possibly accomplish on its own.

The NJ Mock Election project has received active support from organizations like the NJ Parent Teach-

ers Association, the NJ Education Association, the NJ Department of State's Division of Elections, the NJ Department of Education, the New York Giants and the NJ Commission on Higher Education, the NJ Association of Gifted & Talented Students. This bodes well for future initiatives.

Also, we have been meeting with New Jersey's collegiate newspaper advisors about bolstering the activities and impact of what has been in recent years a loosely assembled NJ Collegiate Press Association. The first meeting of advisors took place here in June and last month The College of New Jersey hosted a meeting of advisors and student editors. Together, we are working to address the needs of New Jersey's collegiate press.

Annual Giving

NJPF's 2nd Annual Giving campaign will be launched later this month. Last year's gifts totaled nearly \$25,000. Our goal for 2008 is to double that amount and reach \$50,000. The campaign will end on Monday, Dec. 31.

It's easy to make a secure online donation at www.njpressfoundation.org/giving. We offer several payment options: mailing a check, donating online by credit card or using your PayPal account.

Your personal support

A strong level of ongoing support for NJPF by newspapers is essential for a simple reason: organizations that make grants and donations consider donor participation levels as one of their most important criteria. Before stepping up with a grant or donation, funders want tangible confirmation that the association-foundation matters to its leaders and members. They expect NJPF to have a high level of participation by our board members and member newspapers, associate members, industry vendors, even by NJPA employees and by staffers at our member newspapers.

The reason is obvious. This active support of the NJPF by those closest to it reflects well on our vitality and relevance.

For that reason, all gifts made, large and small, matter greatly. Gifts of \$35-\$99 are recognized as "Beacon of Light" donations and six additional NJPF giving levels are spelled out on the giving page of the foundation's website, www.njpressfoundation.org/giving.

Designated giving

Annual Giving donors may instruct NJPF to apply the gift where the need is greatest or may designate it for a particular scholarship fund or program they wish to support.

Honoring or Memorializing

Donations to NJPF's annual fund can be a wonderful way to honor or memorialize a family member or industry colleague. Unless otherwise instructed, the honoree or the family of the person being memorialized will be notified of the donor's act of recognition.

End-of-year tax planning

Beyond the good feeling of supporting your press foundation, tax advantages may also be a consideration as the end of the tax year approaches. New Jersey Press Foundation is a 501(c)(3) tax exempt charitable organization. Donations are tax-deductible as allowed by law. Donations made to the foundation are promptly acknowledged in a way that serves as your receipt and which properly notes that NJPF did not provide any goods or services in return for your contribution.

No time better

If you are near a computer, please take a moment now to visit www.njpressfoundation.org/giving and make your donation to NJPF. And if you have any questions at all, please don't hesitate to call me at 609-406-0600 ext. 30 or e-mail me at gwhite@njpa.org.

Star-Ledger news in print, on radio

Continues from Page 1

others in the newspaper industry.

Earlier last week, according to an article in *Editor & Publisher*, *Star-Ledger* Publisher George Arwady sent a memo to employees which said that "the paper would close on Jan. 5, 2009, if 200 buyouts and several union concessions are not met, or if the paper cannot be sold."

Falling short

The E&P article continued, "It comes about a month and a half after the paper announced it would need 200 employees to take buyouts — and the drivers and mailers unions to renegotiate contracts — or the newspaper would be sold. In recent weeks, Arwady had said in other emails that the number of newsroom buyout takers was falling short.

"Editor Jim Willse and Arwady have not commented on how many staffers have applied for the buyouts first offered July 31. Calls to them were not returned today. Buyout applications are due Oct. 1.

"Several staffers have said the overall 200-person buyout number may have been met, but the unofficial call for about 100 newsroom staffers is not being reached.

"At this time I have no update to give you on our buyouts thus far, except to tell you that the newsroom has a long way to go to reach the goal that Jim announced," Arwady wrote to a reporter in an e-mail earlier this month."

Industry reaction

This announcement has shocked New Jerseyans who wonder where they will get their state news, and media people throughout the United States are pondering how a state's largest newspaper could disappear and what the impacts might be.

After learning about Arwady's memo, WOR-Radio host John Gambling Jr. invited NJPA Executive Director John O'Brien to talk about the current health of newspapers, and particularly about the *Star-Ledger*.

On the Gambling Show on Sept. 18, O'Brien said "I've known the Newhouse family for many years. They are people of their word."

That said, O'Brien does not expect *The Star-Ledger* will cease publication.

"It may be sold. But I don't expect it will be closed," he said.

"It is a very viable product. It is full of advertising and has a large circulation. But, like many other newspapers, it has been losing money."

O'Brien explained that *The Star-Ledger* has one problem most other papers don't have: the company promised its non-union employees that they would never be dismissed for economic reasons.

"For many years that attracted the brightest and best to the paper," O'Brien said, "but it's a problem now when the paper needs to downsize."

To hear the entire conversation, go to: www.njpa.org/NJPA_Notes/WOR.htm

Ethical standards seminar will consider new media

New forms of media and the upheaval of traditional journalism are creating problems that go beyond financial and staffing. For journalists, there are new ethical challenges to be considered.

A new seminar — Upholding and Updating Ethical Standards — will help newspapers address some of these issues.

The full-day conference will be held Thursday, Nov. 13 from 9 a.m. to 4 p.m. at *The Record* (Bergen County), 150 River Street, Hackensack.

Sponsored by the American Press Institute, the New Jersey Press Association and *The Record*, the seminar has three primary purposes. It will help journalists consider:

- How to apply established ethical standards to the decisions relating to digital technology and interactive communication.
- New ethical standards when established standards do not seem to fit decisions relating to digital technology and interactive communication.
- How to uphold ethical standards while working with colleagues in other departments to develop new products and produce new revenue streams.

Program highlights include:

- Breaking News
- Ethical dilemmas of user-generated content
- Blogging
- Journalism and social networks
- Visual journalism in the digital age
- Database issues, privacy

Steve Buttry, editor of *The Gazette* and *GazetteOnline*, Cedar Rapids, will lead the seminar.

He has spent 37 years in journalism, working as a reporter, editor and writing coach for the *Des Moines Register*, *Kansas City Star* and *Times*, *Minot Daily*

News and *Omaha World-Herald*. Buttry has been training journalists and newspaper executives for the past 11 years. He has trained and consulted at more than 200 newspapers, conferences and seminars in 40 states, eight Canadian provinces and five foreign countries. Before joining *The Gazette*, he spent three years with the American Press Institute, focusing mostly on teaching and research in the Newspaper Next innovation project.



Buttry

The cost of the seminar is \$50 per person, which includes continental breakfast and lunch.

Only 25 participants will be selected, so sign up soon.

To download the registration form, go to www.njpa.org and click on Events.

For more information, contact Peggy Stephan, NJPA member services manager at (609) 406-0600 ext. 14 or pastephan@njpa.org.

Post-seminar consultation

On behalf of API, Steve Buttry will be available after the seminar to help as you face ethical questions involving digital technology and interactive communications. API also will follow up with an online survey a day or two after the seminar asking for your immediate reaction. A few months later, you will receive another survey asking how you have applied what you learned at the seminar.



NJNN Update

Amy Lear

Director
New Jersey Newspaper Network

Growth and change

Much time has passed since we could proudly utter the words, “We made goal!” around here. At the time of writing this column in mid-September, NJNN revenue actually was ahead of the monthly goal. (“Revenue” is what we call the ad placement money that newspapers allow the association to keep for funding other services.) In fact, as of Sept. 19, actual gross billings for the month exceeded the similar period last year by 11%. That’s even better news for NJPA member newspapers. It means advertisers are spending more and more advertisers are spending.

Among the new business gains are the NJ Division of Travel and Tourism, NJ Department of Homeland Security, and Affinity Credit Union. Advertisers who increased spending in September included Atlantic Health System, NJ Transit, PSEG, Sovereign Bank, Sun Bank, Wachovia and others.

All of this good news is a small victory since we achieved goal only one other month this year. Sadly, like many newspapers across the country, the challenging economy and state of our industry has affected NJNN, too. Last month we were forced to cut two positions in the ad department and that’s after not filling the vacancy left by Print Media Specialist Samantha Atzeni, who departed at the end of August.

Those who have advertising questions

or leads can still rely on the our team for answers. The current NJNN staff can be reached at (609) 406-0600. Here are their extensions:

- Amy Lear, director, ext. 15
- Christina Baker, media services manager, ext. 23
- Brian Critchley, marketing/research manager, ext. 18
- Jennine Remington, major account specialist, ext. 25
- Carolyn Winters, senior media specialist, ext. 26
- Erin Rozansky, advertising assistant, ext. 20

Keeping advertisers happy

NJPA Member Services Manager, Peg Stephan, is pitching in to help collect distribute tearsheets for advertisers. (*Please be nice to her if she starts to nag you! But have no fear, she’ll find you if we’re missing something we need to keep an advertiser happy and paying promptly!*)

I would like to thank NJPA Accounting Coordinator Jane Hartsough who painstakingly reconciles advertising invoices and tenaciously works to maintain a timely payment policy on behalf of all our member newspapers.

We have a challenging fourth quarter ahead, but we are working hard. Our aim is continued growth for all.

Newspaper forum: Today and the future of NJ papers

“The Crisis in the New Jersey Newspaper Industry; Current Cuts, Future Transformations” is the subject of a panel discussion to be held at Rutgers University on Wednesday, Oct. 1.

Panelists include Jerome Aumente — whose 2007 book, *From Ink on Paper to the Internet: Past Challenges and Future Transformations for New Jersey’s Newspapers*, won the national research prize of the Society of Professional Journalists in July — and David Blomquist, a former *Record* Statehouse reporter who now directs the Advance website, NJ.com.

The panel discussion, which is free and open to the public,

will be held from 7:30 to 9 p.m. in the Pane Room, Alexander Library, College Avenue, New Brunswick. It is sponsored by the Council on State Public Affairs, the New Jersey Press Association and Rutgers University’s Journalism Resources Institute.

Over the last five months, Gannett’s New Jersey newspapers have had two waves of layoffs and buyouts, *The Record* has announced plans to sell its Hackensack headquarters and turn its reporters into “mojos” (mobile journalists), and Newhouse has warned that it will sell or close *The Star-Ledger* and *The Times* of Trenton unless it gets major union concessions and 225 edi-

torial and other non-union staffers accept buyouts. Ironically, the deadline for the *Star-Ledger* and Trenton *Times* buyouts is October 1, the date of the Rutgers conference.

Downright scary

“In the over 40 years I have been in the newspaper business, there has never been a period of disruption and change that approaches the transformation taking place right before our eyes here in 2008,” said John J. O’Brien, executive director of the New Jersey Press Association.

“Friends have become enemies, enemies are now friends. What was right is now wrong and wrongs have become right.

For young people in the media these are exciting and inspiring times. For us over 60, it’s downright scary.”

Mark Magyar, executive director of the Council on State Public Affairs, and editor of the Aumente book, noted that the deep cuts in editorial staffs at newspapers in New Jersey and across the nation affect not only the newspaper business and journalists, but also the quality and quantity of reporting on national and state issues that is vital to an informed citizenry and the practice of democracy.

For more information, contact Magyar at (973) 292-7571 or publicpolicy@njpa.org.

**NJPA’s 2008
Better Newspaper
CONTEST
RULES**
are available on NJPA’s website:
www.njpa.org



TAXING THEIR MINDS: Jan Barry of The Record, Bergen County, teaches newspaper reporters to understand municipal and school budgets at last year's Budget Reporting seminar.

Budget Reporting 101 teaches essential skills

Do your readers expect good coverage of local budgets and taxes? Well, duh!

With property taxes a real concern for New Jersey residents, no journalist needs to be reminded how crucial good reporting skills are when it comes to analyzing local budgets. But that kind of accurate and comprehensive budget reporting doesn't just happen.

With both dailies and weeklies struggling with limited staffs, the Journalism Resources Institute and the New Jersey Press Association have teamed up for the 17th annual one-day workshop for reporters who need to understand the ins and outs of local budgets.

The Budget Reporting 101 seminar will be held on Thursday, Nov. 13, from 9 a.m. to 4 p.m. at the Busch Campus Center on the Rutgers University campus in Piscataway.

"Reporters are enthusiastic about their beats, but they sometimes do not have the tools or training to allow them to produce excellent stories when it comes to budgets," said Ron Miskoff, associate director of the Journalism Resources Institute.

"This workshop will help them to understand the intricacies of municipal and school budgets with tips from seasoned reporters and public officials who have extensive experience with budgets."

The seminar includes a thorough description of how budgets are prepared and how they can be reported. Journalists will describe the myriad types of stories that can emanate from budgets and how they are analyzed. Officials talk about the process and how reporters can miss key elements in budgets because of lack of time or training.

The day also includes a session on how to use the New Jersey Open Public Records Act to pry secrets from the budget.

The sessions include the following presenters:

- Jan Barry and Claude Delteilure, veteran reporters from *The Record* of Bergen County;
- John McCormac, mayor of Woodbridge and former N.J. State treasurer;
- Ron Miskoff, associate director of JRI and instructor in journalism at Rutgers.

Attendees will gain the basic knowledge they need to report on budgets: how to compute tax rates, how to find the fat in the budget, how budgets relate to other stories, and how to check on local and state officials who say, "The money is not in the budget!"

Here are some comments from last year's session:

- "The lesson on figuring out tax rates was extremely helpful."
- "I have more than a half-dozen story ideas I want to do right away."
- "This seminar actually got me excited about reporting on budgets."

The cost remains the same as last year at \$49 per participant. It includes coffee and bagels in the morning. Lunch is on your own at the Busch Student Center food court.

Space is limited, so register soon. Download the registration form from www.jrireports.com beginning Oct. 3.

Attendees will receive the most recent version of *A Journalist's Guide to Covering Local Budgets in New Jersey*, JRI's extensive collection of articles on budgeting.

For more information, call JRI at 732-932-7500 x 8024 or email rmiskoff@rci.rutgers.edu.

NEWSPAPERS: Protect your people

IT'S THE NEW LAW.

Newspaper employees working along federal highways soon will be required to wear a specific type of high-visibility safety vest.

The new US Department of Transportation regulation, which goes into effect on Nov. 24, requires media representatives who work within the rights-of-way of federal-aid highways to wear a specific type of high-visibility vest. This applies to all newspaper employees — not just reporters and photographers.

The required garment is an ANSI Class II-2004-107 safety vest. NJPA is offering them for sale at cost. For sizes Medium, Large and XLarge, the price is \$15 plus sales tax and shipping. For size XXL, the price is \$17 plus sales tax and shipping. Larger sizes are available by special order.



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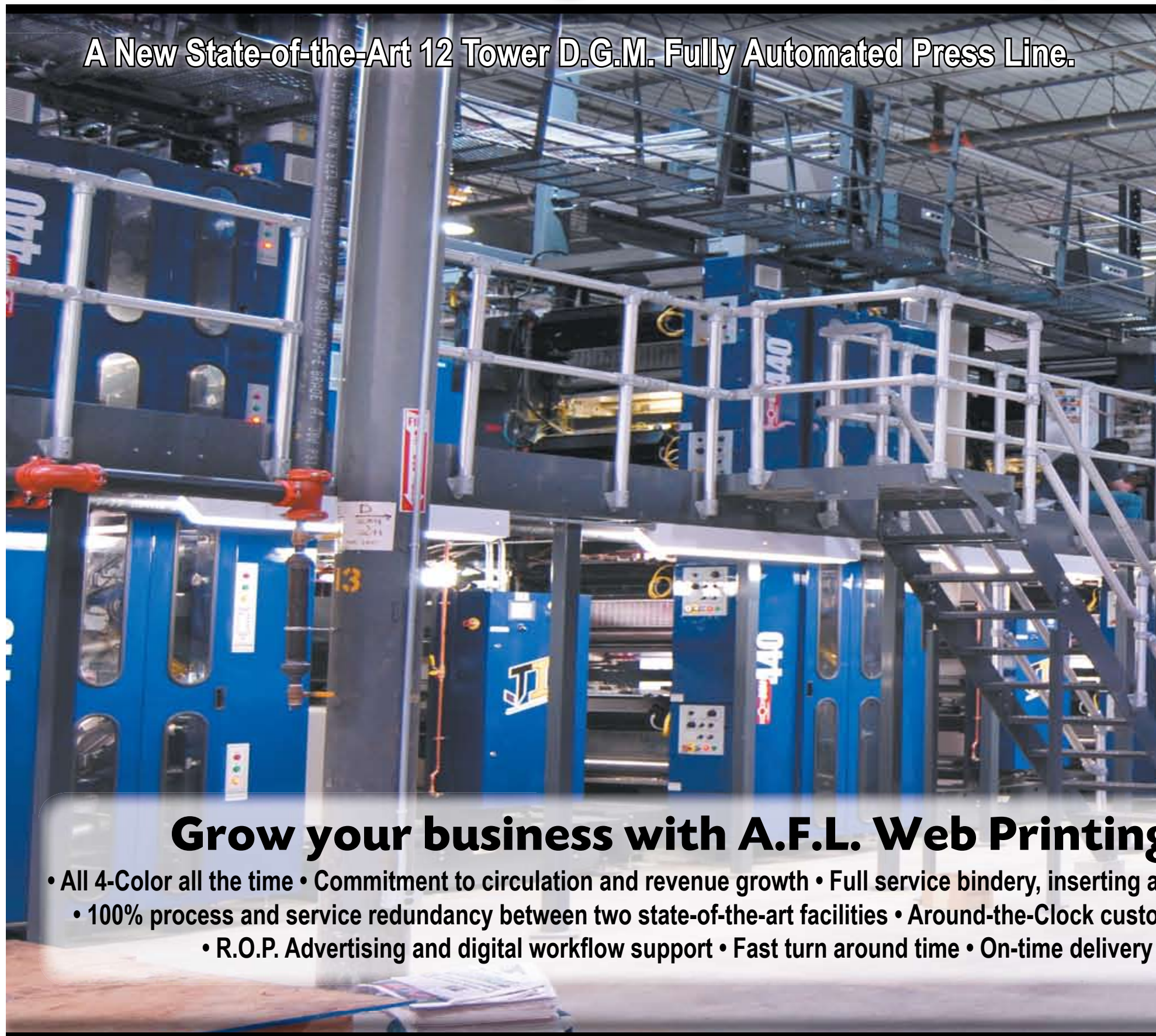
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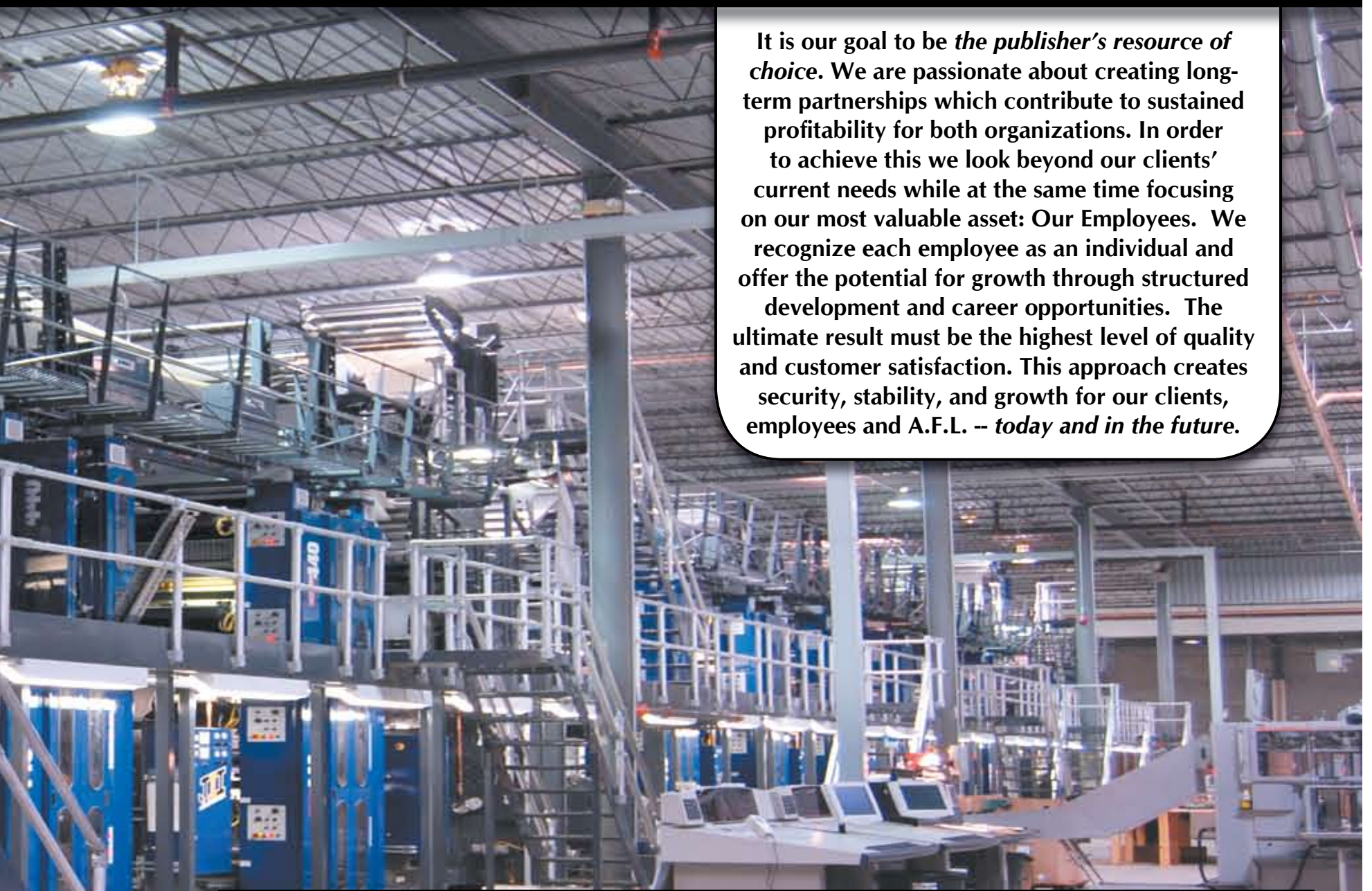
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Here's what people are saying about A.F.L. Web Printing...

The transition from printing our 13 Greater Media Inc. newspapers in-house to printing at A.F.L. Web Printing went much smoother than anticipated. I credit this both to the support we received from A.F.L. Web Printing through the planning process as well as to the dedication of the staff at their new Secaucus facility.

Our reproduction quality has improved and the increased color capability A.F.L. Web Printing has provided has already translated into more revenue. The staff at A.F.L. Web Printing continues to be very responsive and committed to providing Greater Media Inc. with the necessary tools to help us grow our business.

- Ben Cannizzaro, General Manager and Publisher - *Greater Media, Inc.*

A.F.L. Web Printing ensured a seamless transition for the *Long Island Press* to the Secaucus, New Jersey print facility. It wasn't just about the paper we were printed on. The support—both technical and customer service—enabled us to improve significantly the quality of our product and our workflow. In today's challenging environment A.F.L. Web Printing is a true partner to our business in presenting the *Long Island Press* with options to satisfy not only our own specifications but those of our clients. The improvement A.F.L. Web Printing has given our publication has greatly exceeded our expectations.

- Jed Morey, Publisher & Michael Castonguay, CFO - *Long Island Press*

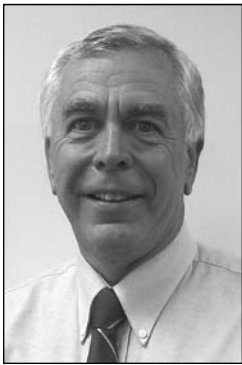
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- Doug Morrow, Global Production & Distribution Director - *The Financial Times*

Your publication should be here too!





NJPF Program Report

Tom Engleman
Program Director
New Jersey Press Foundation

Mock election and more

One might wonder why in the world a newspaper foundation is working with a government agency, a teachers' union and hundreds of schools to promote student interest in this year's presidential election.

That's exactly what the New Jersey Press Foundation is doing.

We volunteered to be the New Jersey coordinator of the 2008 Student/Parent Mock Election in order to point young people toward newspapers as they prepare to participate in that voter education project later this month.

Election resources

A special website we prepared for the Mock Election offers students, teachers and parents valuable information about the candidates and the issues in their campaigns.

Links to various news and information sources also help students determine whether the candidates are telling the truth in their commercials and speeches.

The web address is: www.nj-mockelection.org.

That website includes ballots the students will use as they vote in school between Oct. 20 and 30. The ballots, which are identical to the ones their parents will use on Election Day, Nov. 4, were given to NJPF by the New Jersey

Department of State's Division of Elections.

The Mock Election ballots will allow students to vote for the next president of the U.S., the New Jersey candidates for U.S. Senate and for their local candidates for Congress.

Students and politics

All of that may be nice, but what does it have to do with the newspaper business?

Two major research studies published recently offer insight into the ways today's young people consume political news.

A study reported in the summer issue of *Newspaper Research Journal* said "a decrease in newspaper readership among 17-24 year olds is associated with their decreasing political participation, but not with a decrease in their political knowledge."

That study said that, compared with television, "newspaper use is generally connected to greater political trust and lower political cynicism." The study was conducted by journalism professors from the University of Kansas and the University of Rhode Island.

In a separate study, the Media Management Center at Northwestern University said today's young people "frequently click away from political news on-

line because they feel too much information is coming at them at once and too many different things are competing for their attention."

"Young people want to become informed about the election," the report said, "but they don't want to follow the news day-in and day-out."

The study suggested that newspaper websites should develop and market information resources that help young people understand the basics about the candidates, the issues and the election process.

That's precisely what NJPF's Mock Election website attempts to do. Check it out!

A PDF of the Northwestern University report is on the foundation's Mock Election website: www.njpa.org/mock/medill.pdf.

The results

At the time this column was written in mid-September, more than 300 schools had signed up to participate in the Mock Election. We're hopeful that as many as 500 schools and 200,000 students will vote Oct. 20-30.

The results will be reported by the New Jersey bureau of The Associated Press the evening of Oct. 30, so every newspaper and broadcaster in the state will be able to carry the election results the next day, Oct. 31.

The results for New Jersey and for the rest of the nation also will be posted on this website the evening of Oct. 30: www.nj-mockelection.org.

College paper conference

More than 20 college newspaper editors and their faculty advisers were scheduled to attend an NJPF-sponsored conference on Saturday, Sept. 27, at The College of New Jersey.

The purpose of the conference was to plan the 2008-2009 Better College Newspaper Contest and a larger weekend conference for college newspaper staff members next September.

The students and their advisers discussed and then proposed changes in the contest rules, entry categories and judging criteria.

Details about those changes

will be reported in future issues of *InPrint*.

Deadlines approaching

The application deadline for the 2009 Internship/Scholarship Program is Nov. 15.

Announcements were emailed in September to hundreds of colleges throughout the U.S., in an attempt to identify the most talented New Jersey students who are studying to become newspaper reporters and editors.

Editors: As you receive resumes from college students who want to work at your paper, be sure to encourage them to apply to the New Jersey Press Foundation's internship program. If they win one of our internships they'll receive a \$1,000 college scholarship at the end of the summer and will receive our help in landing an internship at a N.J. newspaper.

The application form is available on this website: www.njnf.org/InternApplication2009.pdf.

Also, editors, expect to receive in November our annual questionnaire asking about your newspaper's plans to offer internships for college students in 2009. Results of the 2008 survey are posted on this website: www.njcollegepress.org/interns.html.

If you spot errors on that report or want to update your information, please don't wait until November to tell me about it. My email address is programs@njpressfoundation.org and phone number is 609-406-0600 ext. 19.

What's ahead for NJPF

Looking ahead, here's what NJPF will be doing this fall:

Oct. 20-30 – As many as 200,000 students at about 500 schools in New Jersey will vote in the 2008 National Student/Parent Mock Election. NJPF is the New Jersey coordinator of this voter education project.

Nov. 6 – Meeting of the foundation's Newspaper in Education & Youth Readership Committee at 5:30 p.m. in Atlantic City. This dinner meeting will be at Son-sie Restaurant – The Pier at Caesars, following a day the coordinators will spend at our booth at the NJEA convention.

Nov. 6-7 – NJPF will sponsor a promotional booth at the New Jersey Education Association convention in Atlantic City. Thousands of teachers will attend and many of them will come by our booth to pick up NIE materials from representatives of New Jersey newspapers. Ashley Fairfield, Miss New Jersey 2008, will be at our booth on Friday, Nov. 7 to autograph posters that encourage young people to read newspapers "for life."

Nov. 15 – Deadline for college students to apply for a \$1,000 scholarship and a summer internship that will pay them a minimum of \$325 a week for eight weeks. The application form is on this website: www.njnf.org/InternApplication2009.pdf. Our 2009 interns will be selected in December.

Editors

New Jersey Press Foundation will provide your paper a national-caliber journalism student we recruit for our 2009 summer Internship/Scholarship Program, and we will include \$1,800 toward the intern's salary.

We will make every effort to assign a student who lives in your circulation area. The intern will work for eight weeks at a minimum salary of \$325. That means your cost will be as little as \$800.

If you are interested in having one or more of our interns next summer, send this coupon to NJPF:

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75% of young adults who read newspaper content for teens when they were 13 to 17 years old currently read their local paper at least once a week. Only 44% of young adults who did not read the teen section now read their local paper.

NAA Foundation, 2007

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E&P Production All-Stars include 3 with NJ ties

Editor & Publisher announced the winners of its 2008 Production All-Stars award in the September cover page story.

Of the eight winners, three have New Jersey connections: Jonathan Markey, former president of North Jersey Media Group; Thomas Lombardo, former production vice president of *The New York Times*; and John Rodney, former operations director of *The Press of Atlantic City*.

Jon Markey

In the E&P article about Markey, the author wrote, "He followed his father's footsteps — all the way to the top of his trade. A carrier as a child, the teenager entered the world of Linotype operator and composing room chief. More than a half-century later, the paper-boy had become president of a newspaper company."

Markey's career has spanned the nation and a revolution in print technology, but what he accomplished for the North Jersey Media Group was tremendous.

He joined NJMG in 1992 when its Rockaway plant was brand new. Markey grew the commercial printing business from nothing to millions of dollars annually. Along the way, he installed new equipment and instituted processes that saved labor and costs. And he mentored promising young employees, helping them develop skills and experience to become the next generation of production leaders.

Markey retired from NJMG in 2007. Now he runs a consulting business in Florida.

Tom Lombardo

Lombardo began his career at *The New York Times* as a driver. He said, "Once I got a taste of the business, I was hooked." That first job led to other delivery, production and operations positions, an entire career at the *Times*.

Lombardo helped manage both of the *Times'* New Jersey printing facilities, Carlstadt and Edison. When production operations moved in 1997 to a new facility in College Point, N.Y., he was named plant manager.

He retired this year, but Lombardo still is known at the *Times* as the "production management guru," according to President and General Manager Scott Heekin-Canady. He created a mini website on the company's Intranet with guidelines and best practices for managing big projects which, Heekin-Canady said will have a "lasting influence on our business for many years to come."

John Rodney

Rodney's production experience began at the *Courier News* in 1965 where he was an apprentice stereotyper. (If you don't know, ask an old timer what this is.) After graduating from Rutgers, he worked at several Gannett newspapers then joined the *Express-Times* in Easton, Pa., as production manager. There he oversaw installation of "the first truly keyless-inking press in the U.S.," he said.

In 1994, Rodney joined the NAA Technology Department as director of Newspaper Services. Two years later, he came home to New Jersey, to *The Press of Atlantic City*, where he has upgraded equipment and procedures, improving the quality of production and increasing safety. He retired earlier this year.

The E&P Production All-Stars awards were presented Sept. 24 at the International Newspaper Group's annual conference, held this year in Tampa Bay. In addition, E&P donates \$500 in the name of each winner to the ING scholarship fund for college students.

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Obituaries

Dawes Thompson, newspaperman and jazz guitarist

Dawes Thompson, a self-taught jazz guitarist who played Carnegie Hall and who for many years sent telegram birthday greetings to his hero, the legendary Louis Armstrong, died September 3 at the University Medical Center at Princeton after a brief illness. He was 84.

Born into one of Trenton's more prominent families, Thompson made Trenton his home throughout his life.

He easily struck a chord with the people he encountered, friends and family recalled, whether as a hard-driving newspaperman writing for the *Newark Evening News* from the late 1940s to the early 1960s, later as a spokesman for the Delaware River Basin Commission, or simply while doing what he loved best: playing jazz, usually rhythm guitar.

"He was really a fabulous character. He was funny and witty and knowledgeable," said retired journalist and musician John Kolesar, one of Thompson's close friends.

Thompson, who attended Trenton High School, grew up in a newspaper family.

His father, the late Frank Thompson, covered City Hall in Trenton for the *Trenton Evening Times* and later became city clerk. His uncle, Frank Jamieson, who opened The Associated Press's New Jersey statehouse bureau in 1932, won a Pulitzer Prize for his coverage of the Lindbergh baby kidnapping.

Dawes Thompson's late brother, Frank Thompson Jr., was a longtime U.S. congressman representing New Jersey's 4th District. The former congressman's political career collapsed in 1980 after he became implicated in the FBI's Abscam corruption and bribery sting.

Taking up guitar

Dawes Thompson served as an air-traffic controller in the Army Air Corps in the Yukon Territory during the final two years of World War II.

He found it to be the most boring place on Earth, Kolesar said, and he made the best of his spare time by teaching himself to play guitar.

"He didn't really read music much, but

he had a great ear," said Kolesar, who first got to know Thompson in the late 1950s. At the time, Kolesar was the AP's bureau chief in Trenton, while Thompson climbed to a similar role for the *Newark Evening News*.

"He was one of those people who, when he made friends, they were friends for life," Kolesar said.

"It was the jazz that got us together originally," he said, noting that Thompson didn't wait for a big stage or an audience to weave his musical talents into his day-to-day affairs.

For many years, Thompson had a regular schedule of engagements in New York City. He still played occasionally in the Trenton area until a couple of years ago when arthritis forced him to put down the guitar for good.

Carol Thompson, the oldest of his six children, said her dad's hero and greatest musical influence was, "no doubt — Louis Armstrong.

"He sent Louis a birthday greeting on

every birthday, from the time he was a young man," she said. She doesn't know whether Armstrong ever replied, although that wasn't the point for her dad.

"We'll miss his music and his irascible sense of humor," she said.

In addition to Carol of Highland Park, Thompson is survived by daughter Susanna DeRosa and her husband Guy of Hopewell Twp., daughter Janney Thompson-Murtha and her husband Bill of Linwood, daughter Molly Thompson and her husband Christopher Bryson of Brooklyn, son Geoffrey and his wife Jean Nist of Hopewell, son Anthony and his wife Nancy of Huntingtown, Md., 10 grandchildren and two great-grandchildren.

A funeral mass was held on Sept. 6 at Church of the Blessed Sacrament, Trenton. A jazz memorial will be scheduled for a later date.

Contributions can be made in Dawes' name to the Jazz Foundation of America, 322 West 48th St., 6th Floor, New York, NY 10036.

Ed Guthman, 1950 Pulitzer Prize winner

Ed Guthman, who died August 31, at age 89, had been tested in battle by the time he became editorial page editor of *The Philadelphia Inquirer*.

During World War II, Guthman was a platoon leader in a reconnaissance regiment in North Africa and Italy and was awarded the Silver Star and the Purple Heart. But his most vivid war stories were about the civil rights movement.

As a member of Attorney General Robert F. Kennedy's staff, Guthman was at the University of Mississippi in 1962 when James Meredith attempted to integrate the school. "It's getting like the Alamo," Guthman told his boss by telephone in describing the bloody rioting.

The newspaperman had won a Pulitzer Prize at the *Seattle Times* in 1950 for proving the McCarthy anticommunism committee was railroading a University of Washington professor. He returned to journalism in 1965, becoming an editor for the *Los Angeles Times*. The *Times'* coverage of the Watergate break-in in 1972 put Guthman on Richard Nixon's enemies' list.

He came to *The Inquirer* in 1977, and for 10 years led the editorial board as it argued its way to consensus on the most important issues facing Philadelphia and the nation. Guthman is remembered as a guiding force who was never abrasive, always respectful of a contrary point of view, forever raising questions to make sure an ultimate position was clearly understood.

Guthman, who for years suffered from amyloidosis, never lost his positive spirit that inspired others to press for a world

where people looked out for each other. He certainly did.

One who was deeply inspired by Guthman was Mitch Albom, who wrote a column published in the *Detroit Free Press* on Sept. 7, titled "Farewell to the Man Who Got Me." Albom wrote:

"Today is the first day of football season, and I will watch the game from a press box. I have enjoyed this perch for decades now, but there was a time when it was the furthest thing from my mind. ...

"Ed got me started in this business, and he might have got you started in it, too, had you ever met him ... this lanky gentleman, a former soldier from Seattle with a folksy way of talking and a nudging way of making you feel you could be better than you were.

"He had straight white hair and bushy eyebrows and large ears and wore rimmed glasses and his voice was a high, friendly drawl. He was once a press secretary for Bobby Kennedy, and he was once national editor of the *Los Angeles Times*. And he won a Pulitzer Prize as a reporter and a Silver Star in World War II, and 27 years ago, when he was editor of the *Philadelphia Inquirer*, our paths crossed, on a Sunday like today.

"I was a young musician then, but my career was foundering. I was visiting my parents on Super Bowl weekend. They suggested I watch the game with 'Mr. Guthman,' as we called him.

"He lived near us in Philly, in a townhouse, with his wife. I didn't know him well, but I was happy to have a viewing partner. I walked to his place and knocked on the door.

"And my life changed forever.

"We sat together, on a couch or in chairs, and over the three hours, he got to talking about journalism. He gushed about the work, the writing, the deadlines, never having the same day twice, the chance to do some good. His voice fairly squeaked with enthusiasm, but in his clever, gentle way, he dangled ideas that lured me into questions. And I asked a million.

"Something stayed with me that night. I figured if a job could make a guy like him that satisfied, there might be something to it. I soon applied to a weekly paper in New York, took an entry-level position (working for free) and sent him my first byline.

"Way to go! I remember him saying.

"Over the years, Ed followed my work. When I shared some upbeat news, he would often say, 'Well, that's just terrific' and I felt like I was in a Jimmy Stewart film, good and bad were easily identified, and I wanted to be good, like him. ...

"You think about how people change you, how one life veers into another. I will never be as good a journalist or as noble a man as Ed Guthman, but thanks to him, I have always known how high to aim. Not a sentence I have written would ever have happened without Ed. And I'll whisper that to him today, at kickoff, when he sits beside me, as he did on a Sunday decades ago."

ABC's newspaper price requirements will begin in April

Beginning April 1, 2009, the Audit Bureau of Circulations will adopt a flexible pricing model for all U.S. newspapers where a subscription or the single copy sale of a newspaper will qualify as paid circulation provided at least one cent, net of all considerations, is collected.

From April 1, 2009, until Oct. 1, 2010, this paid-at-any-price formula also applies to the other paid circulation category, including NIE copies, third-party sales and employee copies.

Beginning Oct. 1, 2010, the definition of paid circulation will be revised such that individually paid and business/traveler will be included in paid circulation. Because of this change, the other paid circulation category will be dissolved and moved into the verified category, which does not require payment. These two classifications of circulation will be combined and reported as the total average circulation.

During the transition period from April 1, 2009, until Oct. 1, 2010, newspapers will have the opportunity to qualify as "paid" their other paid circulation using flexible pricing rules. The qualification requirements surrounding these programs are still in effect during this period. More information about NIE and third-party sales eligibility requirements are posted in ABC's online newspaper support center.

For more information go to: www.accessabc.com/newsbulletin/qandr_0908.htm

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