



NAGASA FORUM 05 Continued



Don Harvey, xpedx

The two day meeting with the theme “The Road to Opportunity for The Channel” really was an opportunity to learn and network. The program was excellent with topics like Inventory Management, Website Development, Leasing, Customer Selling, Strategies for Management and Coloring Outside The Lines. The Omni Jacksonville Hotel provided excellent accommodations as well as meeting rooms. The Jacksonville Landing right across the street provided excellent accommodations as well as meeting rooms.



The Panel



The Panel Discussion On NEW MARKET OPPORTUNITIES was moderated by Chairman Don Harvey. The volunteers willing to share were: Gene Brett, E. Thomas Brett Business Machines, Topic: desktop finishing equipment. Evan Cambray, Cascades Resources. Topic: packaging, wide format and ink mixing services. Dave Thornton, Big Systems. Topic: wide format equipment and supplies. Larry Wilkins, Martin Yale Industries. Topic: shredders / identity theft. Al Hillmann, Standard Dynamics, Inc. Topic: JDF the language that automates the entire printing process – prepress-to-press-to-bindery. editor’s note: I learned more about JDF (automating your printing customers for their future) than I had in my book-of-knowledge before. Left for the last of this summary is Paul Beebe, Owner of Signs Now, a sign/banner making business. Paul answered our call to come and tell the audience what products, services and attention an owner of a Sign/ Banner making shop would expect from a vendor. Before concluding, he proudly shared his Super Bowl experiences and the business generated for his shop by that event. Paul’s Signs Now company is located in Jacksonville.