

# wide-format

## SUMMIT



TEXTILE • ROLL-TO-ROLL • FLATBED

# ATTENDEE GUIDE

JULY 28-30, 2021

HYATT LOST PINES  
AUSTIN, TEXAS

[wideformatsummit.com](http://wideformatsummit.com)



ORGANIZED BY

**Wide-format** Impressions



## WIDE-FORMAT SUMMIT 2021

On behalf of the leadership of the PRINTING United Alliance, NAPCO Media, and *Wide-format Impressions*, it's our pleasure to welcome you to the inaugural Wide-format Summit here at the beautiful Hyatt Lost Pines. Gathered this week are executives from top print service providers, leading manufacturers of wide-format print engines and finishing systems, developers of workflow and color-management systems, and other solution providers to share ideas, best practices, and technologies that have been proven to work.

Over the next few days, we'll explore the exciting opportunities that await wide-format printers in this promising – yet changed – landscape, as well as the business strategies needed to capitalize on them. Industry analysts will share data and insight into the trends driving the industry through the recovery and beyond. End users will discuss the challenges and opportunities they are facing in their companies and the specific steps they are taking to address them. Our community has much to discuss as we prepare for the surge ahead. We encourage you to take every opportunity this week to join the conversation.

The unique format of the Wide-format Summit features panel discussions, keynote presentations, case studies, 1:1 meetings, and peer-to-peer networking, all in a world-class resort setting. It is an outstanding environment to arm yourself with groundbreaking insight, education, and contacts that will give you and your organization a competitive advantage now and into the future.

We sincerely hope that the Wide-format Summit surpasses your expectations and provides an outstanding ROI for your time. Our team will be available throughout the Summit and looks forward to serving you; please let us know what we can do to make your experience this week productive and memorable.

Best regards,



**Steve Duccilli**  
Conference Co-Chair  
VP/Brand Director  
NAPCO Media



**Denise M. Gustavson**  
Conference Co-Chair  
Editorial Director/Editor-in-Chief  
NAPCO Media






**David Pesko**  
Executive Vice President  
Hosted Events & Research  
NAPCO Media




# AGENDA AT A GLANCE

## WEDNESDAY, JULY 28

12:30 - 4:00	Conference Registration
4:00 - 4:10	Opening & Welcome to Wide-format Summit with Co-Conference Chair, Steve Duccilli of NAPCO Media
4:10 - 4:40	Keynote Session: The Wide-format Landscape and Preparing for the Surge Ahead <b>Speaker:</b> Marco Boer, Vice President, I.T. Strategies
4:45 - 5:30	Keynote Panel: Four Topics the Wide-Format Industry Cannot Ignore Moderated by Co-Conference Chair, Denise M. Gustavson of NAPCO Media <b>Panelists:</b> Featuring an executive from each of our Keynote Sponsors AGFA, EFI, and HP, with key insights and perspectives from their key customers
5:30 – 6:00	General Session: Why People Are Your Biggest Challenge and Greatest Opportunity <b>Speaker:</b> Brian Adam, President, Olympus Group
6:00 – 8:00	Welcome Networking Reception & Dinner

## THURSDAY, JULY 29

7:00 - 8:00	Networking Breakfast		
8:00 - 8:30	Keynote Session: Meeting the Needs of Tomorrow's Buyer <b>Speaker:</b> Nathan Safran, Vice President, Research, NAPCO Media		
8:35 - 9:05	Color Measurement Metrics that Matter <b>Speaker:</b> Ray Weiss, Director of Digital Print Programs, PRINTING United Alliance		
9:05 - 9:20	Transition to Case Studies		
9:20 - 11:30	Boardroom Presentations Suppliers and attendees discuss challenges faced, strategy, implementation, outcome, and the future.		
Group	 Textile	 Roll-to-Roll	 Flatbed
Location	Austin Colony	Little Colony	Roberson & Leftwich Colony
9:20 - 9:40	CASE STUDIES		
9:45 - 10:05			
10:10 - 10:30			
10:30 - 10:45	Break		
10:45 - 11:05	CASE STUDIES		
11:10 - 11:30			

11:30 - 1:00	Networking Lunch		
1:00 - 1:35	<b>General Session Panel: Why Automation Is No Longer an Option</b> <b>Moderator:</b> Ray Weiss, Director of Digital Print Programs, PRINTING United Alliance		
1:35 - 1:50	Transition to Case Studies		
1:50 - 3:00	<b>Boardroom Presentations</b> Suppliers and attendees discuss challenges faced, strategy, implementation, outcome, and the future.		
Group	 Textile	 Roll-to-Roll	 Flatbed
Location	Austin Colony	Little Colony	Roberson & Leftwich Colony
1:50 - 2:10	<h1>CASE STUDIES</h1>		
2:15 - 2:35			
2:40 - 3:00			
3:00 - 3:20	Transition to Meeting Zone		
3:20 - 5:40	Meeting Zone - 1:1 Meetings between Suppliers, Advisory Board Members, & Attendees		
5:40 - 6:30	Break		
6:30 - 9:00	Networking Reception, Backyard Barbecue & some Fun!		

**DAY 3 (FRIDAY 7/30)**

7:00 AM - 8:00 AM	Networking Breakfast		
8:00 - 8:30	<b>Keynote Session Panel: The Art of Contingency Planning</b> <b>Moderator:</b> Steve Duccilli, Co-Conference Chair, NAPCO Media <b>Panelists:</b> Elaine Scrima, VP of Operations, GSP Companies & Ben Ritacco, VP - Specialty Print & Fulfillment, CCG Marketing Solutions		
8:35 - 9:05	<b>General Session: Designing Your Move into Digital Textiles</b> <b>Speaker</b> Tim Greene, Research, Director, IDC		
9:05 - 9:20	Transition to Meeting Zone		
9:20 - 12:00	Meeting Zone - 1:1 Meetings between Suppliers, Advisory Board Members, & Attendees		
12:00 - 1:30	Lunch and Closing Comments		
1:30 - 5:00	Transfers to Airport		

## ADVISORY BOARD MEMBERS

The 2021 Wide-format 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 thought leaders and technology experts.



### Marco Boer

Vice President  
IT Strategies  
boer@it-strategies.com

Marco 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 for 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, and other non-documented 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 spent more than 500 days in Japan during his career in the digital printing industry.



### Tim Greene

Research Director  
IDC  
tgreene@idc.com

Tim Greene is a Research Director within IDC's Hardcopy Solutions group. Greene is responsible for coverage of the large format printing, 3D printing, and digital signage markets. Greene's research and insights help companies in these areas understand and take action on digital transformation of their business. Greene joined IDC in 2014.

Prior to joining IDC Greene was the director of the large format printing research service at InfoTrends where he covered large format printing on a worldwide basis for over 17 years. In that role Greene conducted primary research studies for syndicated services, multi-client studies, and custom consulting engagements for clients around the world. Prior to joining InfoTrends Greene was a consultant with BIS Strategic Decision and GIGA Information Group covering the digital printing market.

#### EDUCATION/INDUSTRY ACCOMPLISHMENTS

- BSBA in Management from Northeastern University
- Frequent author to multiple media outlets, quoted in Wall Street Journal, Forbes, and CNBC.



**Denise M. Gustavson**

Editorial Director, Printing & Packaging  
NAPCO Media  
dgustavson@napco.com

With more than 20 years of experience in the visual communication markets, Gustavson has in-depth knowledge of the issues, challenges, and technologies of the print industry. During her career, she steered and implemented major brand updates for industry publications; launched new publications into niche markets; coordinated successful multi-year award programs; and for more than 10 years managed a high-profile industry show daily, which featured a complete multi-channel approach including print, digital editions, online website content/microsite, social, and video.



**Steve Duccilli**

Vice President, Wide-format and Industrial Printing  
NAPCO Media  
sduccilli@napco.com

Steve Duccilli is a recognized and trusted advisor to the visual communications industry with more than 30 years of experience as a journalist, editor, publisher, consultant, and market strategist. His career has been focused on specialty printing technology and the vertical markets served by print service providers including retail graphics, outdoor advertising, apparel decoration, industrial printing, functional applications, and more.

Steve joined NAPCO Media in 2019 as Vice President of Wide-Format and Industrial Printing and is the publisher of *Wide-format Impressions* and the *PRINTING United Journal*. He has chaired numerous conferences and online events serving the wide-format, specialty-printing, and store-design industries and has been a longtime board member and advisor for NASMA (the North American Specialty Printing Manufacturers' Association). He was elected to the Academy of Screen and Digital Printing Technologies in 2015. He is a graduate of Miami University in Oxford, OH with a B.A. in English.

## THANK YOU TO OUR PARTNERS



## THANK YOU TO OUR SPONSORS

### Keynote

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#### **AGFA** [agfa.com](http://agfa.com)

Built on 150 years of innovation, Agfa provides the print community with a range of highly productive and versatile wide-format inkjet printers with matched inks, powered by dedicated workflow software. These integrated and technologically advanced solutions enable Agfa customers to produce extreme quality at extreme productivity while lowering their total print manufacturing costs. At Agfa, we believe in print as an essential and powerful medium of communication. Our mission is to enable printing businesses to achieve profitable growth. We do this by offering you integrated solutions which are innovative, reliable, sustainable, cost-effective, and price-competitive, enabling you to adjust swiftly to new market demands.



#### **EFI** [efi.com](http://efi.com)

EFI is a global technology company based in Silicon Valley that develops breakthrough technologies for the manufacturing of signage, packaging, textiles, ceramic tiles, building materials, and personalized documents, with a wide range of printers, inks, digital front ends, and a comprehensive workflow suite. EFI is leading the transformation from analog to digital imaging with scalable, digital, award-winning products. Learn more about EFI by visiting [efi.com](http://efi.com).



#### **HP** [hp.com](http://hp.com)

HP creates new possibilities for technology to have a meaningful impact on people, businesses, governments, and society. The world's largest technology company, HP brings together a portfolio that spans printing, personal computing, software, services, and IT infrastructure at the convergence of the cloud and connectivity, creating seamless, secure, context-aware experiences for a connected world. More information about HP is available at <http://www.hp.com>.



## Diamond

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### Ricoh

[takealookatricohproduction.com](http://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](http://www.takealookatricohproduction.com).

**RICOH**  
imagine. change.

## Gold

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### Advantage Innovations

[advantageinnovations.com](http://advantageinnovations.com)

Advantage Innovations is a full-service nationwide graphic installation company; creating "wow" experiences from inception to completion. Employing an army of expert graphic installers across all 50 states, our Account Managers work with your brand to design, program, manufacture, install, and transform any environment into a canvas of creative conversation and commerce. If you have a national account for printing and manufacturing signs and graphics, but struggle to find an installer, you've come to the right place. From the largest rooftop advertisement to the smallest retail fixture installation, Advantage Innovations is here to provide an immediate solution for professional graphic installations across the nation.



### Epson

[epson.com/usa](http://epson.com/usa)

Epson is a leader in the wide-format professional graphics printing market, committed to delivering high-performance products, services, and solutions that exceed customer's expectations. Epson designs innovative and market-leading products and affordable solutions to easily fit within a print shop's workflow.

Epson's wide-format print solutions are engineered as a cohesive unit – the ink, printhead, and hardware work together to deliver outstanding, sellable output. Epson's portfolio includes flatbed and large-format roll-to-roll printers are 24" to 76" wide and designed for the signage, graphics arts, and dye-sublimation markets.

Striving to improve technologies and produce leading solutions year after year, Epson's signage portfolio recently expanded to include two additional product lines – the award-winning SureColor S-Series solvent printers were joined by the new SureColor R-Series resin printers and SureColor V-Series flatbed printer. Epson's graphic arts portfolio features over 10 unique solutions between the SureColor T-Series and SureColor P-Series. And the SureColor F-Series dye-sublimation and DTG product line has expanded to meet growing industry needs for customers creating custom textile goods, including a variety of solutions ranging from entry-level DTG solutions to Epson's first 76" industrial dye-sublimation printer.

**EPSON**<sup>®</sup>  
EXCEED YOUR VISION



**Fujifilm**  
[fujifilm.com](http://fujifilm.com)

Fujifilm Graphic Systems Division is a global solution provider in multiple segments for the printing industry including wide format, commercial — analog and digital — labels, packaging, and industrial. Fujifilm is the industry leader on color knowledge leveraging its 80-plus years experience in imaging and 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.

**OneVision Software**  
[onevision.com](http://onevision.com)

OneVision Software AG is an international manufacturer of innovative and cost-efficient software solutions for the printing, publishing, and media industries. Over the last 25 years, the company has established itself as the world market leader with its software for automated file preparation and workflow automation. Print service providers and publishers worldwide work with products from OneVision and profit from the automation, the reliability, and the resulting cost savings. As a full solution provider, OneVision covers the whole print production workflow with its automation solutions. Being the middleware the software sits between the MIS and DFE and automates the entire PDF and prepress workflow and prepares for embellishment and finishing.

OneVision's product range includes integrated software suites as industry solutions for the production automation of wide format, commercial, book, and label printers. The individual requirements of the print service providers in the respective printing segments are decisive in the development of the automation software. In addition, OneVision offers software tools for intelligent color management and automated image optimization. Whether roll or plate, offset or digital printing, screen or flexographic printing – OneVision's software solutions can be used independently from the printing process and can be integrated into existing system landscape. Well-known global players in their industry rely on OneVision's expertise and appreciate the benefits they achieve from working with the software company: Time saving, cost reduction, and highest print quality.

**Stratojet**  
[stratojetusa.com](http://stratojetusa.com)

Since 1995, StratoJet has built a reputation as a formidable and innovative tech development company and boutique manufacture to produce its own innovative and cutting-edge printers. We develop our printing solutions, from the ground up, with direct feedback from the industries needs and our long-time customer base. We don't spend our time and massive amounts of money on marketing but spend it on R&D, identifying the world's best components and do vigorous long-term field tests before launching new printers.

Our straightforward and rugged designs with intuitive and innovative work-flow simplifications, allows you to easily print high-quality images fast, while quickly responding to your ever-changing market's needs.

At StratoJet, our mission is to build the very best printers you will use for years, to make and save money. We invest our resources into building rock solid hardware and continually developing cutting-edge automation for wide-, large-, and grand-format industries.

**FUJIFILM**  
**Value from Innovation**

**OneVision**

**STRATOJET**  
HIGH PERFORMANCE | LARGE FORMAT | DIGITAL TECHNOLOGY

## Summa America

[summa.com](http://summa.com)

For more than 30 years, Summa has delivered high-quality roll cutters, flatbed cutters, and laser cutters enabling printing, sign-making, textile, industrial, and packaging industries to create the most innovative products, cut to perfection.

Summa's wide-format flatbed cutters, F3220 and F3232, are based on the proven technology of the Summa F Series. With a working width of 10'5" (3.2 m) both sizes allow to process popular print sizes easily and efficiently. A modular tooling system enables them to process a wide variety of soft and rigid substrates. Backed with Summa's powerful GoProduce software and an ever-increasing arsenal of tools and add-ons, these versatile flatbed cutters are the future-proof solution for many print and cut workflow systems.

Summa's advanced L Series laser cutting machines, the L3214 and L1810, are specially designed and developed for heavy production environments to cut a broad gamut of printed fabrics. The large-format L3214 laser cutter is equipped with powerful technologies for cutting soft signage with high productivity. The L1810 model laser cutter is ideal for cutting sportswear and apparel as well as the raw materials used in the composite industry.

High standards, unrivalled commitment, and outstanding quality have secured the Summa reputation for legendary performance, which is reflected in every Summa product developed.



## SwissQ

[swissqprint.com](http://swissqprint.com)

swissQprint engineers and produces high-end UV inkjet printers in Switzerland. The range comprises five modular large-format flatbed printers with various options, and a dedicated roll to roll printer with unique features.

All printers are extremely versatile when it comes to applications, including varnish and white printing, 3D and tactile effects. The printers are precise, reliable and robust. According to ISO Norm 20690:2018, their energy efficiency is outstanding. All standard inks are Greenguard Gold certified.



## Tilia Labs

[tilialabs.com](http://tilialabs.com)

Founded in 2012 by the next generation of software developers, Tilia Labs is a Canadian-based software company developing Artificial Intelligence for estimating, planning, and imposition across the packaging, labels, commercial, and wide-format printing markets. Their portfolio of easy-to-use products delivers a seamless interface between MIS and production by automating prepress tasks, maximizing material yield, and reducing equipment downtime. For more information visit [tilialabs.com](http://tilialabs.com).



## Xeikon

[xeikon.com/en](http://xeikon.com/en)

Xeikon, 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 and beauty, pharmaceutical, confectionary goods, and all areas of commercial print.

Xeikon 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.



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

## Silver

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### AGL

[aglinc.com](http://aglinc.com)

Advanced Greig Laminators (AGL) introduced the very first sheet fed laminator to the industrial market in the early 1950's. Since that time customers have come to recognize that the Greig name on the laminator meant quality, reliability, and performance. AGL has three product lines for three distinct markets:



- Industrial Laminators - This product line can be custom designed for laminating processes up to 120" roll face. Markets include Automotive, Solar, Film, and more
- Digital Imaging Laminators - A new complete line of laminators, varying from a 44" roll face to an 80" roll face. Capabilities include wide-format thermal and PSA films and mounting to substrates 2" thick or more.
- Laminating Film Products & Accessories - The perfect complement to our laminator roster.

Now you can turn to a trusted partner for a comprehensive selection of the best laminates, adhesives, and backing films. All of the materials in our AGL Finishing Products line are guaranteed to deliver the same high quality and unmatched performance that you have come to expect from our outstanding line of laminators.

### Fisher Textiles

[fishertextiles.com](http://fishertextiles.com)

Fisher Textiles is the leading supplier of fabrics for dye sublimation, latex, solvent, and UV printing. Our reputation and pride in providing quality textiles with unsurpassed service is reflected in over 30 years of experience. Our capital investment of inventory and three warehouse locations allow us to fill just-in-time requirements. Most orders ship within one business day. We are headquartered just outside of Charlotte, N.C., and additional warehouses are in Carson, Calif. and Toronto, Canada. Fisher Textiles stands behind our products and we take pride in providing the best fabrics in the digital printing industry.



### GMG Color

[gmgcolor.com](http://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.



### Mimaki

[mimakiusa.com](http://mimakiusa.com)

Mimaki is an innovator and pioneer in the development of digital printing and cutting products worldwide. The company engineers and manufactures a complete line of digital printers and cutters, and offers a total workflow solution for the many applications found in the Sign Graphics, Textile and Apparel, Industrial Printing, and 3D markets. In 2019, Mimaki USA celebrated 20 years of service to print service providers in the Americas. It is an operating entity of Mimaki Engineering of Japan. For more information, visit [www.mimakiusa.com](http://www.mimakiusa.com) or on Facebook, Twitter, LinkedIn, and Instagram @MimakiUSA.



# WIDE-FORMAT SUMMIT 2021 ATTENDEES

## ATTENDEE INFORMATION

## COMPANY INFORMATION



**Brian Adam**  
**President**  
E: brian.adam@olympusgrp.com  
P: (608)217-3411

**Olympus Group**  
Milwaukee, WI



**Leslie Barker**  
**Operations Manager**  
E: leslee.barker@millerzell.com  
P: (404) 526-1456

**MillerZell**  
Atlanta, GA



**Bruce Beery**  
**Manufacturing Engineer**  
E: BruceB@GPCO.com  
P: (616) 724-3391

**GPC**  
Grandville, MI



**David Brewer**  
**CTO**  
E: dbrewer@imageoptions.net  
P: (949) 586-7665

**Image Options**  
Foothill Ranch, CA



**Dean DeMarco**  
**Director of New Business Development**  
E: ddemarco@idlww.com  
P: (724) 431-4700

**IDL Print**  
East Butler, PA



**Richard Dobda**  
**Operations**  
E: rich@atchleygraphics.com  
P: (614) 421-7446

**Atchley Graphics**  
Columbus, OH

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## ATTENDEE INFORMATION



**Daniel Drew**  
**Print Production Manager**  
E: ddrew@ldiinteriors.com  
P: (603) 427-9815

## COMPANY INFORMATION

**LDI Corp**  
Portsmouth, NH



**Michael Elrod**  
**Production Coordinator**  
E: michael@twenty2.net  
P: (804) 986-5225

**twenty2 wallpaper + textile**  
Bantam, CT



**Louis Ferrel**  
**Director Communication Services**  
E: louis.ferrel@ridemetro.org  
P: (713) 739-6988

**Metropolitan Transit Authority of Harris County**  
Houston, TX



**John Franco**  
**Operations Manager**  
E: john@andresensf.com  
P: (415) 421-2900

**Andresen**  
Burlingame, CA



**Gilbert Franco**  
**Owner**  
E: globalprinting@gpsaustin.com  
P: (512) 794-9000

**Global Printing Solutions**  
Austin, TX



**David Gerharter**  
**VP of Operations**  
E: dgerharter@circlegraphicsonline.com  
P: (818) 962-8928

**Circle Graphics**  
San Fernando, CA

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## ATTENDEE INFORMATION

## COMPANY INFORMATION



**Michael Greenwald**  
**Large Format Project Manager**  
E: michaelg@gonextpage.com  
P: (816) 285-6129

**NextPage**  
Kansas City, MO



**Lane Hickey-Wiggins**  
**President/CEO**  
E: lkhiggins@mydprint.com  
P: (863) 899-6285

**Douglass Screen Printers**  
Lakeland, FL



**Greg Hitchens**  
**Wide Format Printing Coordinator**  
E: greg.hitchens@austin.utexas.edu  
P: (512) 232-2497

**University of Texas Document Solutions**  
Austin, TX



**Brian Hite**  
**CSO, Principal, CoFounder**  
E: bhite@imageoptions.net  
P: (949) 586-7665

**Image Options**  
Foothill Ranch, CA



**Scott Hudson**  
**Director**  
E: s.hudson@whaprint.com  
P: (804) 264-2304

**Worth Higgins & Associates**  
Richmond, VA



**Kyle Jack**  
**Owner**  
E: kyle@rapidnwa.com  
P: (479) 273-3278

**Rapid**  
Bentonville, AR

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## ATTENDEE INFORMATION



**Dirk Jamison**  
**National Director of Operations**  
E: dirk\_jamison@e-arc.com  
P: (213) 359-2384

## COMPANY INFORMATION

**ARC Document Solutions**  
Los Angeles, CA



**Daniel Jolly**  
**President**  
E: daniel.jolly@fastsigns.com  
P: (425) 438-9350

**fastsigns**  
Everett, WA



**Eric Kahn**  
**Executive Chairman**  
E: ekahn@graphicvillage.com  
P: (513) 453-4572

**Graphic Village**  
Cincinnati, OH



**Al Kennickell**  
**President**  
E: alk@kennickell.com  
P: (912) 233-4532

**The Kennickell Group**  
Savannah, GA



**Paul Lilienthal**  
**President**  
E: plilienthal@picturagraphics.com  
P: (763) 746-2518

**Pictura**  
Minneapolis, MN



**Nicki Macfarlane**  
**President**  
E: nicki@pgaustin.com  
P: (512) 371-1964

**ProGraphix**  
Austin, TX

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## ATTENDEE INFORMATION

## COMPANY INFORMATION



**Shelbi Macfarlane**  
**VP of Marketing**  
E: shelbi@pgaustin.com  
P: (512) 371-1964

**ProGraphix**  
Austin, TX



**Rick Mandel**  
**President**  
E: rick@mandelcompany.com  
P: (414) 271-6970

**Mandel Graphics**  
Glendale, WI



**Todd Meissner**  
**President**  
E: todd@colorink.com  
P: (262) 372-5225

**Color Ink**  
Sussex, WI



**Tracy Metzger**  
**President & COO**  
E: tracym@lowen.com  
P: (620) 960-2172

**Lowen Corporation**  
Hutchinson, KS



**Larry Oberly**  
**President and CEO**  
E: larryo@speedpro.com  
P: (303) 477-1212

**SpeedPro**  
Centennial, CO



**Jeffrey Pinkin**  
**Executive**  
E: jepinkin@corpcomm.com  
P: (973) 808-0009

**CCG Marketing Solutions**  
West Caldwell, NJ



## ATTENDEE INFORMATION



**Jim Priebe**  
**Executive V.P. CTO**  
E: jim@lithotone.com  
P: (574) 294-5521

## COMPANY INFORMATION

**Lithotone Inc**  
Elkhart, IN



**John Rhodes**  
**President**  
E: john@colorchrome.com  
P: (404) 321-0009

**Colorchrome Atlanta**  
Norcross, GA



**Ben Ritacco**  
**VP - Specialty Print & Fulfillment**  
E: britacco@corpcomm.com  
P: (973) 808-0009

**CCG Marketing Solutions**  
West Caldwell, NJ



**Cory Sawatzki**  
**VP of Purchasing**  
E: csawatzki@alphagraphics.com  
P: (469) 879-5546

**AlphaGraphics**  
Lakewood, CO



**Mark Schellerer**  
**VP**  
E: mschellerer@er2image.com  
P: (630) 893-5692

**ER2 Image Group**  
Hanover Park, IL



**Gary Schellerer**  
**Partner**  
E: garyc@er2image.com  
P: (630) 893-5692

**ER2 Image Group**  
Hanover Park, IL

## ATTENDEE INFORMATION

## COMPANY INFORMATION



**Elaine Scrima**  
**VP of Operations**  
E: elaine.scrima@gspretail.com  
P: (727) 437-5820

**GSP Companies**  
Clearwater, FL



**Chad Sealey**  
**CEO**  
E: csealey@sharpeco.net  
P: (336) 287-7226

**Sharpe Co**  
Winston-Salem, NC



**Alan Stratton**  
**Color Team Manager**  
E: alan.stratton@thebernardgroup.com  
P: (952) 227-1050

**The Bernard Group**  
Chanhassen, MN



**Nick Tanelli**  
**Senior Manager Grand Format and Digital Manufacturing**  
E: Nicolinat@4over.com  
P: (201) 753-8424

**4over**  
Glendale, CA



**Jeff Teasley**  
**Owner**  
E: jeff@ehteasley.com  
P: (214) 533-4798

**E. H. Teasley**  
Dallas, TX



**Richard Thompson**  
**Director**  
E: richt@adgraph.com  
P: (954) 974-9900

**AdGraphics**  
Pompano Beach, FL

## ATTENDEE INFORMATION



**Scott Thompson**  
**Large Format Operations**  
E: [scott.thompson@drummond.com](mailto:scott.thompson@drummond.com)  
P: (770) 455-4705

## COMPANY INFORMATION

**Drummond**  
Decatur, GA



**Ty Tidwell**  
**Director of Operations**  
E: [ty.tidwell@cpcneutek.com](mailto:ty.tidwell@cpcneutek.com)  
P: (801) 702-8792

**cpcneutek**  
Ogden, UT



**Scott Waggoner**  
**President**  
E: [scott@fleetgraphicsinc.com](mailto:scott@fleetgraphicsinc.com)  
P: (937) 252-2552

**Fleet Graphics**  
Centerville, OH



**Paul Willemsen**  
**Wide Format Manager**  
E: [paul.willemsen@suttle-straus.com](mailto:paul.willemsen@suttle-straus.com)  
P: (608) 850-2984

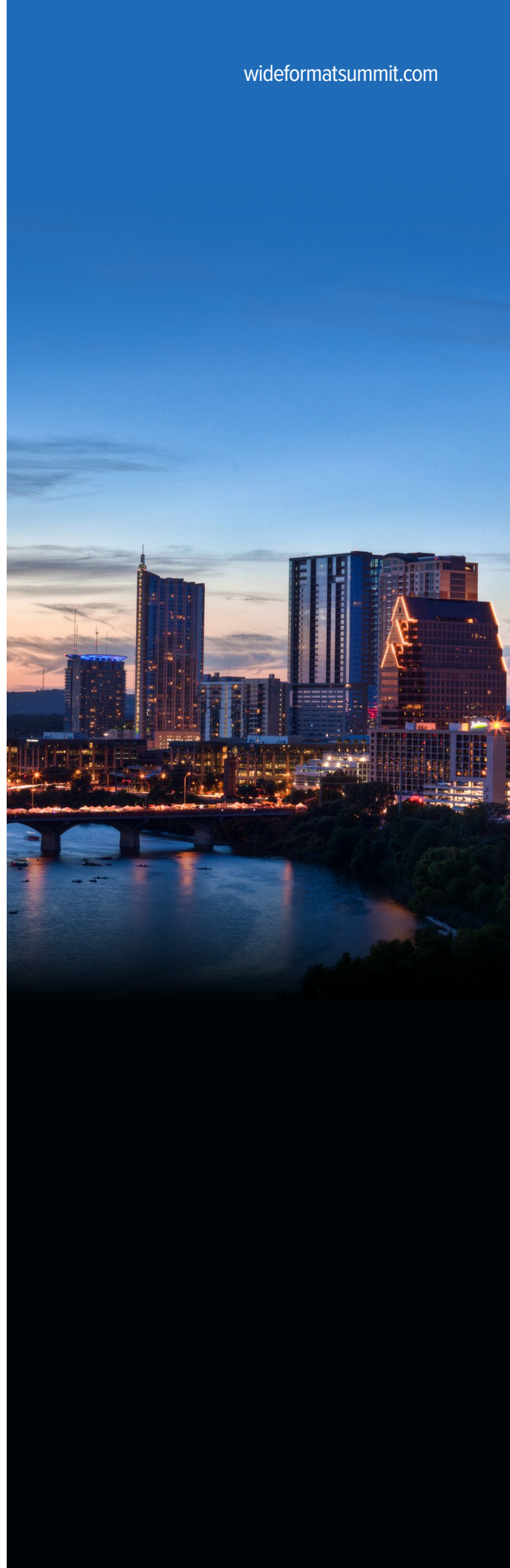
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Waunakee, WI











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