

	Royle Printing	Publication Printers Corp.	Transcontinental Printing
What is your typical press run?	N/A	20,000	10M copies up to 2 Million
What is the lowest press run you can accommodate?	N/A	1,000 web, quantities less than that we move to our digital press	2M
What is the highest?	N/A	2,000,000	2 Million+
What is the lowest page form number you can handle?	N/A	4 pages	as low as 2 page inserts and 4 and 8 page forms
What is the highest?	N/A	32 pages	32, 48 and even 64 page forms on some presses
What prepress services do you offer?	N/A	standard prepress upon receipt of print-ready files (no design work). Kodak InSite offered, ftp soft proofing, and hard proofs	Full prepress services including soft and virtual press-side proofing, color management, digital asset management, templating tools, on-line pre-flight, collaboration tools, color management, soft & hard proofing, tech support
How many days do you allow for receipt of files from the publisher to hitting the mail stream with a finished magazine?	0	10	7
Do you offer co-mail services?	Yes	Yes	Yes
Do you use a third party for co-mailing or do it by yourself?	N/A	Yes	Yes
How does co-mailing affect your turnaround time as measured in days?	N/A	While it adds 2 - 3 days to our turn time, that amount of time is also saved in bypassing the BMC's and getting mail delivery narrowed down to SCF's and even some DDU's	We need to build in an additional day for co-mailing
What are typical pool sizes?	N/A	600M - 750M pieces - periodical pools	Pool sized vary on customer needs
How many runs are done weekly?	0	1	1
What geographic areas do you co-mail from?	Midwest	Upper midwest, Southern California	Midwest
Can you co-mail polybagged books?	Yes	Yes	Yes
Do you buy paper-buying services for publishers?	Yes	No	Yes
Do you offer your own paper?	Yes	Yes	Yes
Are there storage and handling fees for the paper, and if so, how much?	N/A	No	Yes
Do you offer training for magazine manufacturing and production staffs?	Yes	No	Yes
If so, in what areas do you offer training?	N/A	N/A	Transcontinental is dedicated to customer and employee training, we host Print Up Close full day comprehensive training sessions at our plants, taught by our production management, we host seminars and lunch & learn sessions at our client's offices
How do you typically receive ads from the publisher and its clients?	N/A	E-mail or snail mail	Typically publishers will send us ads through our Job Assistant on-line, pre-flight file-transfer, technology.
Do you offer an ad portal?	No	No	Yes
Do you offer online insertion orders?	No	No	Yes
Do you offer Website development?	No	No	Yes
Do you offer a content management system?	No	No	Yes
Do you offer digital editions?	Yes	Yes	Yes
Do you offer mobile apps?	Yes	Yes	Yes
What has been the biggest request from publishing clients over the last year?	N/A	Online (digital) magazines	1) Cycle time reduction 2) Innovative print techniques and inserts to generate additional ad revenue 3) Reduce cycle time. Manage work with our publishers to create unique, interactive, personalized, and engaging insert options for publishers to garner additional revenue; and Interactive services that include database analytics, social media strategies, and mobile and tablet applications and editions.
What's the biggest request you have of publishers to make the workflow easier?	N/A	Training on InSite	File transfer, collaboration, virtual proofing and pre-flighting tools, all of which we offer our clients today.