

# THE KANSAS PUBLISHER



OFFICIAL MONTHLY PUBLICATION OF THE KANSAS PRESS ASSOCIATION APRIL 11, 2018

## INSIDE TODAY

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Here's the latest on what the Kansas Legislature accomplished, and failed to do, in the first part of this year's session.

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John Foust sees parallels between the art of sailing and selling advertising.

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KPA president Andy Taylor praises the Kansas Statehouse press corps for keeping citizens, newspaper staffers informed.

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Kansas newspaper publishers are looking for editors, advertising reps, designers and more.

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Doug Anstaett is concerned about the U.S. Department of Homeland Security's plan to collect the names of all journalists and media influencers.

## KPA CALENDAR

### APRIL 24-27

Festivities surrounding the annual meeting of the William Allen White Foundation, the University of Kansas.

### JULY 27

Retirement reception for Doug Anstaett, KPA executive director, KPA office, Topeka.

### DEC. 15

The 227th anniversary of the ratification of the U.S. Bill of Rights.



*A feature length documentary film on the life of the Sage of Emporia, William Allen White, will debut*

*later this month at the University of Kansas. The premiere event is free to the public.*

## Documentary on White's life to debut

**L**AURENCE — A new documentary film about William Allen White will debut with a free premiere April 25, during the William Allen White School of Journalism & Mass Communications' week-long commemoration of the 150th birth year of the Pulitzer Prize-winning editor of the Emporia Gazette.

The William Allen White Foundation, in coordination with the KU Endowment Association, named a committee to organize the funding of the film, titled "William Allen White: What's the Matter with Kansas."

Kevin Willmott, KU professor of film & media studies, alongside producer Scott Richardson and

### KPA-connected donations are still eligible for match

**T**he Kansas Newspaper Foundation still has matching funds available for those who donate to underwrite the cost of the documentary. Please make checks out to: KU Endowment Journalism and add a memo "WA White film." Mail to: KU Endowment, P.O. Box 928, Lawrence, KS 66044-0928. Indicate eligibility for matching funds.

See W.A. WHITE on Page 4

## KLC training registration deadline June 1

**T**ime is running out on the opportunity to get world-class leadership training with little expense to your newspaper.

The Kansas Press Association encourages all member newspapers to consider participating in a leadership training program opportunity this year.

The training experience at the Kansas Leadership Center in Wichita is almost totally financed by a grant and by contributions from the Kansas Newspaper Foundation.

"We've got almost 30 slots still available through our grant," said Emily Bradbury, KPA's assistant director and member services director. She wrote the grant that led to this opportunity.

Bradbury attended a 2 1/2 day session last spring and came away enthused about the experience.

"The Kansas Leadership Center is a real gem," she said. "I have utilized a number of

See LEADERSHIP on Page 5

# Legislature's accomplishments limited by Supreme Court edict

The latest Kansas legislative session was burdened from the beginning by a state Supreme Court ruling that education funding was both inadequate and unfairly distributed.

So it was no big surprise that other topics took a back seat in the process this session.

"That's what happens when you try to cram everything into the final week," said Doug Anstaett, Kansas Press Association executive director. "Bad things happen."

As you might recall, on our Day at the Statehouse in February we stood side-by-side with the new governor, Jeff Colyer, to sign off on a number of executive orders designed to make the executive branch of government more open.

"It was our attempt to tell the governor and legislators that we are willing to stand with them when they do work that is good for Kansas," Anstaett said. "The only problem? Legislators came up with several bills to promote transparency, but most of them have either not even gotten a hearing or been held back as bargaining chips."

"Legislators — especially the leadership — love their rules and regs. They embrace bundling of bills as the only way to get 'good' legislation through the process. They defend 'gut and go' as a useful tool. And they still balk at efforts to reform the process."

So what — so far, anyway — has been accomplished in the way of transparency and other issues important to KPA?

Not much.

Almost everything is still in limbo as we take a few weeks off and prepare for the veto session.

But here is the status of the bills we've been following this year, listed in no particular order.

You may notice some of the bill numbers have changed. That is the result of gut and go and bundling of bills.

## HB 2571, SB 360 and SB 361

All three bills addressed the disclosure of body and vehicle cam videos to the public.

Legislators decided to advance HB 2571, but gutted much of it in the process. There was no appetite for opening up these videos to the public this year.

However, KPA and other advocates decided a small victory was better than none, so we acceded to amendments that offered the videos only to members of the family of

the victim within 20 days of a request. We did this with the promise the issue would be sent to the Kansas Judicial Council for review.

It sits in a conference committee, probably to be bundled with other legislation.

## SBs 392 and 393

The bills, introduced by Republican Sen. Mary Pilcher Cook, addressed minutes, introduction of bills and recording of all votes in committees.

They did not receive a hearing.

## HB 2247

The bill authorizing legal publications on internet websites, heard in 2017, died in committee.

## HB 2338

A bill to make comment sessions of the prison review board private.

A hearing was held in 2017, but no action this year, although it could become part of a bill bundle during the veto session.

## HB 2625

This bill, opposed by KPA, made access to records of the central registry of all Kansas law enforcement officers more difficult.

It passed the House.

## H Sub for SB 336

This bill was a gut and go. It was replaced with language from HB 2728 and SB 295 and relates to the release of information after the fatality of a child in need of care.

The bill is in a conference committee and was bundled with the annual legislative review of exceptions to disclosure of public records.

## SB 350 and HB 2548

Bills sponsored by Sen. Tom Hawk and Rep. Stephanie Clayton would require bill requests to include the name of the requester. Neither bill got a hearing.

## HB 2562

This bill would dramatically increase the number of committees rooms with audio and video streaming.

We understand the bill is languishing because of a dispute between House leadership and its sponsor.

We understand a number of the transparency bills may be bundled into one bill during the veto session.

## 2018-19 KPA BOARD

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# Selling, sailing really have much in common

A sailboat cannot sail directly into the wind, but it can sail at angles to the wind. The closest point of sail is approximately 45 degrees to the left or right of the wind direction. Turning the bow (the front) of the boat to change direction from one side of the wind to the other is called a tack. That's a common maneuver which is fairly easy to execute.

Things are more complicated when sailing downwind. With the wind directly behind the boat, the mainsail is positioned far to the left or right – sometimes extended to a perpendicular angle. The wind is pushing the boat, the sail is full, and there is a lot of power at play.

A jibe happens when the boat is heading downwind and the wind changes from one side to the other. When the skipper executes a jibe, the wind crosses the stern (the back) and the sail moves to the other side of the boat. That's a long way for a heavy sail to travel. If it doesn't happen gradually, the sail can swing violently and cause a lot of damage. If there is a sudden wind shift – or if the skipper isn't in complete control – the result can be an accidental

jibe. In heavy wind, an accidental jibe can cause serious injuries or break the mast.

"Wind at your back" is a general phrase that means things are going well. It's true that, when sailing downwind, a boat can move smoothly through the water. But experienced skippers know it's important to be careful with turns.

There are times when a salesperson sails downwind. The sales conversation is positive and the prospect is showing genuine interest. Then all of a sudden, something puts the entire presentation at risk. At those times, the veteran salesperson knows to be on guard for an uncontrolled jibe.

Of all the risky points in a presentation, it's hard to find one riskier than the temptation to criticize the competition. The prospect might say, "I'm also considering radio advertising," or "Our marketing department is pushing for a different media mix." If the salesperson jumps in with critical comments, he or she can quickly lose control. Responding with criticism is like saying, "You're wrong. I can't believe you would even consider such a lousy

advertising choice." That's a jibe that can do a lot of damage.

One way to deal with this is to make a comparison. Instead of making a negative remark, say something like, "Let's compare our paper to the radio stations in the market. Here's a chart showing each station's audience figures and our readership."

Just about every sales presentation has opportunities to criticize the competition. That's why it's a good idea to prepare comparisons in advance. We all know that criticism can kill sales and damage client relationships. Relevant comparisons can help advertising prospects make

informed decisions.

It all leads to smooth sailing.

*John Foust has conducted training programs for thousands of newspaper advertising professionals. Many are using his training videos to save time and get quick results from in-house training. E-mail for information at [john@johnfoust.com](mailto:john@johnfoust.com).*

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John Foust

**There are times when a salesperson sails downwind. The sales conversation is positive and the prospect is showing genuine interest. Then all of a sudden, something puts the entire presentation at risk.**

## Sell a new network ad — and 'Cash In'

To encourage newspaper advertising sales staffs to sell display and classified ads through the Kansas Display Ad and Kansas Classified Ad networks, the Kansas Press Association has initiated a new incentive program called "Cash In."

Currently, if a newspaper staff member of a participating Kansas newspaper sells a network ad, the newspaper and KPA split the income equally.

"We're throwing in an added incentive for our members," said Amber Jackson,

KPA advertising director. "Not only will the newspaper get its usual 50 percent share of every sale they initiate, but we're sweetening the pot to include an additional payment to the person who sells the ad. That payment will come from KPA's share of the sale."

We already have a winner: Michael Thornburg of the Jetmore Republican has sold two regional network ads for an extra profit to him of \$60.

A brochure explaining the rest of the details is appended to today's Publisher.

## Introducing



LSA Creative...

a harmony like no other.

LSA Creative is the premiere "movement" combining the best advertising-specific content with the experts who help businesses market to local consumers.

Access the content you've come to rely on with Creative Outlet and now as LSA, we can help you create customer pitches, circulars/fliers, social media imagery and many other print and digital graphics. LSA Creative is here to assist you when you need to keep your advertising & production in harmony.



CREATIVE OUTLET

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 309-690-5324

## THIS MONTH'S QUESTION

Q. I notice the KPA Advertising Guide was last updated in 2006 by former hotline attorney Mike Merriam. Any plans to update it?

A. An interesting and timely question, because we just today came to an agreement with Max Kautsch, our current hotline attorney, to update the document. He will work on the project during the next few months. We'll unveil the new guide, which will probably include some links to articles, statutes and possibly to Max's own open government blog, as soon as it is completed.





# Statehouse press corps deserves our praise

Much has been written over the past decade about the collapse of state capital bureaus across the nation.

To hear our cousins in the newspaper industry, the hallways of most state capitols are devoid of journalists.

Perhaps so.

But, I don't think that's the case in Kansas. Over the weekend, I couldn't help but fully appreciate our Fourth Estate friends in Topeka.

The news coming from the chaotic confusion of the Kansas Legislature's final days — and even final minutes — of the regular session were covered superbly by the likes of veteran newspaper/digital journalists, as well as those from public radio, television and even the newest kid on the media block: the Kansas News Service.

On Saturday night and into the wee hours of Sunday morning, I was amazed by the reporting and minute-by-minute tweets by Jonathan Shorman of the Wichita Eagle, Stephen Koranda of Kansas Public Radio, Bryan Lowry of the Kansas City Star, John Hanna of the Associated Press, Peter Hancock of the Lawrence Journal-World, Sherman Smith and Tim Carpenter of the Topeka Capital-Journal, and Celia

Llopis-Jepsen of the Kansas News Service. That's quite a crew ... not just in the number of feet under the rotunda but also the breadth of old-fashioned reporting that is amassed under one roof.

Let's face it: we all take bits of pieces of the above-mentioned reporters' coverage and repurpose it as "localized" news content for our local readers. We're all guilty of it. But, we're also grateful to have that access ... because we know it's going to be accurate and fair to both sides.

For without those trained journalists inhaling the late-night java and keeping their shoe soles well worn on the many steps of the Kansas capitol, we newspapers in the rural backwaters of Kansas would have no idea what transpired after midnight Sunday in Topeka. I would almost guarantee that 99.5 percent of the Kansas journalism fraternity was sound asleep at 12:30 a.m., Sunday morning while the likes of Shorman, Koranda, Smith, Hanna, et al, were trying their best to make sense of a very complicated story ... while likely drinking their third cup of coffee of the night.

And, what did transpire early Sunday? It wasn't just about a \$522 million

increase to all of the public schools in Kansas.

It was about the behind-the-scenes sausage making, the pushing and pulling of statehouse leaders and their minions, the unexpected arrival of several hundred school teachers clad in red T-shirts, and the state lawmakers themselves who got a collective earache after getting their fill of advice from opponents and proponents on the education funding bill.

Great journalism showed its best through top-caliber journalists of all platforms, cranking out captivating and gripping details about

an all-important story.

In Kansas, our statehouse news coverage is, in my honest opinion, sound and robust. While other states might suffer from a decreased presence in their statehouse press corps, we should feel downright fortunate to see good journalism at work in Topeka.

Kudos to the statehouse press corps in the Sunflower State.

**Andy Taylor** is editor of *The Montgomery County Chronicle* and president of the *Kansas Press Association* for 2018-19.



**Andy Taylor**

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## W.A. White

**Continued from Page 1**

their team, created the full-length feature film on White to preserve and extend the legacy of the nationally famous publisher known as the "Sage of Emporia."

When Willmott first heard of the film, he was immediately interested, not only because of his history in Kansas — he created "Jayhawkers," a film about Wilt Chamberlain and Kansas basketball in 2014 — but because of White's fight to push racist organizations such as the Ku Klux Klan out of Kansas.

"My father would talk about how, on the Fourth of July, there would be parades and the Klan would proudly march down the street," Willmott said. "The fact that William Allen White was really the person that was responsible for running the entire organization out of the state, that's pretty amazing."

Though much of White's life has been preserved and recorded in biographies, along with his countless written works, the film will attempt to present topics that have previously taken a backseat to his journalism career. The film will center on White's activism as a progressive Republican and his commitment to racial tolerance.

The film is being produced for national distribution along with an eight- to 10-minute video to be distributed to schools and colleges. The short version of the film is one way to spread education about White and his legacy, said Dave Seaton, the chairman of the fundraising committee.

"We want to help keep White's legacy alive," Seaton said. "The film is one way to try to do that. I'm grateful to all those who have contributed to this project."

The film premiere is free and open to the public, at 5:30 p.m. April 25 in 3139 Wescoe Hall. [Click here to watch film trailer.](#)

Other William Allen White 150th birth year celebration events, all free and open to

the public, include:

□ Lecture and presentation by Pete Souza, official White House photographer for presidents Obama and Reagan, 7 p.m. April 24 at the Lied Center.

□ Panel discussion, "Politics and the Media." KU alumni and student Pulitzer-Prize winners will discuss the importance of journalism, facts and truth in the current political landscape. Panelists will be J.B. Forbes, Pat Gaston, Kevin Helliker, Colleen McCain Nelson and Alberto Araujo. Pam Fine, KU journalism professor, will moderate, 4-5 p.m. April 25, 3139 Wescoe Hall.

□ Panel discussion, "The Future of Journalism." William Allen White Foundation National Citation Award winners Bob Dotson, Gerald Seib and Paul Steiger and KU journalism students Danya Issawi and Jose Pedro Montoya will discuss challenges and opportunities for the next generation of media professionals. Pam Fine, KU journalism professor, will moderate. 3:30 p.m. April 26, Kansas Union Ballroom.

# Leadership

## Continued from Page 1

the skills I learned there. As a team, we decided this kind of intensive training would serve a critical purpose for KPA as we identify and train the future leaders of our organization and of newspapers in the state.”

So, the tuition for the three different training choices is covered and since the training involves overnight stays in Wichita and other expenses, KNF will pick up a good portion of those expenses, Bradbury said.



Emily Bradbury

Three separate programs are available to KPA members through the Kansas Leadership Center’s Transformation Grant.

Bradbury suggests that two of them — “Your Leadership Edge” and “Lead for Change” — be completed before taking advantage of the third training opportunity,



called “Equip to Lead.”

“We’re already almost a third of the way through 2018, so KPA members need to look now at the dates for 2018 and choose which sessions would best fit their schedules,” Bradbury said.

And enrollment in some classes is limited, so Bradbury suggests members sign up as quickly as possible by following the links.

“I took this training last year, and I only wish this would have been available much earlier in my newspaper career,” said Doug Anstaett, KPA executive director, who will retire at the end of July. “The

tips you pick up will be invaluable as you navigate through the challenges you’ll face.

“You learn how to deal with conflict, how to turn up the heat when necessary to accomplish a goal, how to listen to others and consider their opinions and how to work with a group, which is what most of us do.

“Our profession is undergoing significant disruption, so we’ll need to be at the top of our game in the future to keep journalism strong.”

[Click here](#) to sign up for Your Leadership Edge.

[Click here](#) to sign up for Lead for Change.

[Click here](#) to sign up for Equip to Lead.

The KPA promo code for tuition free discount for each program is KPA2018.

“If we don’t utilize these free tuition slots, we’ll lose them,” Bradbury said. “That would be such a waste of a great opportunity.”

While there is a time commitment to participate in the training, it is well worth it, she continued.

“Please give me a call soon if you think this might work for you,” Bradbury said.



*Believe.  
Do.*

When a community works together, nothing is impossible. That’s why we strive to connect people with good jobs, create opportunities for all, advance education and promote the responsible use of our technology.

**That’s why we proudly support the Kansas Press Association.**





## MARKETPLACE

### ADVERTISING

#### MARKETING SALES CONSULTANT

-High Plains Journal is looking for a Marketing Sales Consultant, responsible for developing and executing a business plan to achieve sales goals within an assigned territory including print, digital and custom content solutions. [www.hpj.com/jobs/](http://www.hpj.com/jobs/) (1/3)

**WANTED** - Advertising salesperson to sell advertising from home. Strong niche publication with loyal advertiser following. Please call 620-966-7557.

**AD SALES:** 133-year old newspaper in northwest Kansas needs ad salesperson. Commission or salary plus commission. For more information, email [sentinel@ruraltel.net](mailto:sentinel@ruraltel.net) or call 785-675-3321. (9-29)

### NEWS

**REPORTER** — Whether you're a recent college graduate looking to get a start in the business, or a seasoned veteran looking for a new challenge, The Dodge City Daily Globe is looking for a bright, eager and multimedia savvy reporter to join its staff. Ideal candidates will have sharp reporting skills, the desire to go beyond superficial coverage for news and features, the ability to make complex stories relevant for readers, a web-first mentality and experience with multimedia and social media in news coverage. Experience at a daily newspaper a plus, but recent graduates ready to hit the ground running will be considered. Some evening and weekend work is required. The Globe, a daily newspaper in southwest Kansas owned by GateHouse Media, offers a generous salary and benefits package, and is an Equal Opportunity Employer. To apply, send résumé, cover letter and work samples to: Vince Marshall, managing editor, The Dodge City Daily Globe, 705 N. Second Ave., Dodge City, KS 67801. For more information or to express interest in the position, send e-mail to: [vmarshall@dodgeglobe.com](mailto:vmarshall@dodgeglobe.com).

**WANTED** - The Abilene Reflector-Chronicle is seeking a part-time person for the newsroom. Being a small hometown daily newspaper, the first priority is professional news and feature reporting with photography and coverage of local government. Staff is also required to layout and design pages in InDesign. Some weekend and night hours. This is an opportunity for a self-starter. Contact Tim Horan at [editor@abilene-rc.com](mailto:editor@abilene-rc.com). (4-3)

**EDITOR** — The active age, a non-profit monthly senior publication, needs an

experienced editor, proficient in Mac-based InDesign or willing to learn, to assign/edit stories, oversee finances. Send resume, cover letter telling why you're interested to [fran@theactiveage.com](mailto:fran@theactiveage.com). (3-21)

**EDITOR** — Award winning group of weekly newspapers in Nebraska seeks an editor to deliver top-notch local coverage and page design. Candidates must have a thorough knowledge of news writing, editing and page design for print. Candidates must have willingness to become part of an active community, a strong work ethic and thrive in a small team environment. A community newspaper background is essential. Interested candidates should send a resume and work samples to [wesnermedia@gmail.com](mailto:wesnermedia@gmail.com).

**WANTED** — Creative individual as a full-time paginator/graphic designer. Job involves laying out pages, working with graphics and photos, and updating the Web site. Involves evening and weekend work. Must be reliable, quick but accurate, and have a keen eye for design and sense for details. If this fits you, please send letter, portfolio, resume and references to Dale Hogg, managing editor, Great Bend Tribune, 2012 Forest Ave., Great Bend, Kan., 67530, or [tothogg@gbtribune.com](mailto:tothogg@gbtribune.com). (2-27)

**MANAGING EDITOR** — The McPherson Sentinel seeks a full time managing editor to lead the print and digital efforts of our news team. The overall responsibility is to lead the newsroom in developing and producing five quality newspapers each week, as well as additional projects. You will work in a friendly office in beautiful downtown McPherson with a fun group. The managing editor assists reporters in achieving The Sentinel's news objectives. Assigns coverage, offers advice, resources and guidance in their projects while designing newspaper layout. Knowledge, Skills and Abilities: requires good organizational and time management skills along with the ability to work well with people. Ability to find and correct grammar/writing issues a must. College degree or comparable work experience preferred. Apply to: [steve.lundblade@thekansan.com](mailto:steve.lundblade@thekansan.com) or call Steve directly at 316-804-7740. (2-23)

Tired of all the Trump cartoons? Try local Kansas cartoons instead. 4-5 cartoons per week delivered daily to your email can be used in print and online. Cartoons are customized with your paper's name. Low monthly costs for dailies and weeklies, samples at [drawing-attention.blogspot.com](http://drawing-attention.blogspot.com) contact Greg

[Kearney\\_gkearney@gmail.com](mailto:Kearney_gkearney@gmail.com) or call (785) 251-3581. (1-18)

**NEWS EDITOR** - The Osage County Herald-Chronicle has an opening for a full-time news editor with management experience. Knowledge and proficiency of AP style is preferred. Excellent opportunity to work with award-winning staff at 3,500 circulation weekly in Osage City. Position includes covering governmental and school board meetings, writing features, editorials, editing and proofreading copy, taking photos and managing the day-to-day influx of emails. Experience with page layout on Mac-based Adobe InDesign is a plus. Some evening and weekend hours. Send resume with cover letter to Chris or Catherine Faimon, [faimonc@gmail.com](mailto:faimonc@gmail.com), or P.O. Box A Burlington, KS 66839. All inquiries kept confidential. (12-28)

**WRITER/DESIGNER** — Immediate opening for enterprising feature writer/page designer at award-winning Flint Hills weeklies. Salary to \$27,500 includes health insurance and potential student loan forgiveness. Details at <http://mnks.us/job> (11-7)

**SPORTS EDITOR** — Award-winning western Kansas daily needs someone who loves sports to cover community college and 4A high school, co-ordinate coverage of smaller schools, create dynamic, interesting sports pages and engage the community. College town on I-70, close to Denver, great hunting, biking, trails, great sports. This might be the one for you. Benefits. Contact Sharon Friedlander, publisher, at [sfriedlander@nwkansan.com](mailto:sfriedlander@nwkansan.com), and Steve Haynes at [steve.haynes@nwkansan.com](mailto:steve.haynes@nwkansan.com) EOE/M/F/D/V (1-4)

**MANAGING EDITOR** — needed for award-winning daily on I-70 in western Kansas. The Colby Free Press needs a leader to take its news department to the next level. Are you ready to step up, face new challenges? Supervise news staff, page design and community coverage. Close to Denver, great outdoors, biking, trails and hunting. Benefits. Contact Sharon Friedlander, publisher, at [sfriedlander@nwkansan.com](mailto:sfriedlander@nwkansan.com), and Steve Haynes at [steve.haynes@nwkansan.com](mailto:steve.haynes@nwkansan.com) EOE/M/F/D/V (1-4)

**REPORTER NEEDED** now for western Kansas twice-weekly, near lake with state park and federal reservoir, great hunting, fishing hiking, biking. Cover city and county, schools and more, features and creative cov-

## MARKETPLACE/CONT. FROM PAGE 6

erage. Help with page design, learn the craft of newspapering. Pay competitive, based on experience, plus benefits. Contact Dana Paxton, general manager, at [dpaxton@nwkansas.com](mailto:dpaxton@nwkansas.com), and Steve Haynes at [steve.haynes@nwkansas.com](mailto:steve.haynes@nwkansas.com) EOE/M/F/D/V (1-4)

### NEWSPAPERS FOR SALE

For Sale: 141-year-old weekly newspaper in Hanover, Kansas. Owner died unexpectedly after 50 years of editing/publishing the paper. Official City Newspaper. Steady subscription. Call (785) 337-2242 for more information. (4-11)

Rawlins County Square Deal weekly newspaper in northwest Kansas. Official city, county and school publication. Only newspaper in county. Strong subscription and advertising base and supportive community. Sale includes building, up-to-date equipment and software, archives and active e-paper. Call 817-805-3600 or email [editor@squareddealnews.com](mailto:editor@squareddealnews.com) for more information. (7-5)

136 year old weekly newspaper in southeast Kansas. Owner wishing to sell publication, which he has owned for 39 years. Steady subscription base, located in historic Kansas town. Inquire through KPA by emailing [danstaett@kspress.com](mailto:danstaett@kspress.com). (6-14)

Respected 131-year-old weekly newspaper in Southwest Kansas; only newspaper in the county. Owner moving out of state. Steady subscription, advertising, annual sales approximately \$140,000. Will include building and property in sale. (785) 341-7573 after 5 p.m. MST. (6-1)

### MISCELLANEOUS FOR SALE

FOR SALE — Atlas offset press. 2 quad units and four mono units with folder, roll stands and all electrical equipment needed for operation. Also includes bay window to

print full color on both sides of one web, plate bender and punch. Comes with conveyor belt and count-o-veyor. \$45,000. Call 620-626-0840 or email [earl@hpleader.com](mailto:earl@hpleader.com)

FOR SALE - ECRM Newsmatic CTP. 2008 model. Very well kept and lightly used (about 12 plates per day, six days per week for two years). CTP fully functional with all software and RIP. Bought a second newspaper and used the one that came with it. Comes with Kodak plate processor, but it needs a couple pumps we used on other machine. Paid \$140,000. Will take \$32,000. Call 620-626-0840 or email [earl@hpleader.com](mailto:earl@hpleader.com).

### PRODUCTION

PRESS OPERATOR — Accepting resumes for Press Operator at progressive, family-run newspaper in Weatherford, Okla. Experience with Goss Community press helpful. Attractive compensation and re-location packages. Contact Phillip Reid at 580-772-3301 or email resume to [Phillip@PhillipReid.net](mailto:Phillip@PhillipReid.net). (3-27)

PART-TIME PRESS OPERATOR — The Great Bend Tribune is seeking a part-time press operator to join our printing team. The ideal candidate will have previous web press experience, including print of process color and press make-ready. Good work ethics along with mechanical skills and ability to react quickly to print related problems. We are willing to train the right person. Job requirements include: • Current valid driver's license with clean driving record, ability to pass a written fork lift test and train on lift; • Color vision and depth perception; • Ability to lift a minimum of 75 pounds; • Ability to read and comprehend written and/or oral English instruction along with ability to communicate effectively with team members. To submit a resume with references or request an application contact [jaudus@gbtribune.com](mailto:jaudus@gbtribune.com).

## KPA OFFICE STAFF

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(for questions on cameras in the  
courtroom, the court system and  
KORA-KOMA)

## MARCH KDAN, KCAN WINNERS

The following newspapers sold either direct placement, Kansas Display Ad Network, Kansas Classified Ad Network or out-of-state network ads in February.

Remember, if you sell a KDAN or KCAN, which run in almost 150 Kansas newspapers, you keep half the money.

Sell one outside of Kansas (SDAN or SCAN) or do direct placement in other papers and keep half the commission allowed to KPA.

**KDAN** — Rural Messenger, three ads for \$750 profit; Anderson County Review, four ads for \$3,300 profit.

**KCAN** — GateHouse Media, two ads for \$300.

**SDAN** — Anderson County Review, four ads for \$850 profit.

**DIRECT AD PLACEMENT** — Hays Daily News.

# This list, in the wrong hands, could be dangerous

Since George Orwell's book "1984" was published in 1949, phrases such as "omnipresent government surveillance," "Big Brother" and the "Thought Police" have become ingrained into our national lexicon.



**Doug Anstaett**

We've written before about how closely some of Orwell's "fictional" scenarios have become close to factual in recent years. Now, we hear our "real" government, through the Department of Homeland Security and its Orwellian-like office of National Programs and Protection Directorate, has an idea to collect, categorize and divide by sentiment the journalists, media sources and "media influencers" around the world.

"What's the big deal," they ask. "Your government has been doing this for years."

OK, but for some reason the practice seems more ominous today, what with the president's overwhelming hatred for the press, the justice system, the FBI and anything else involving public oversight.

This media monitoring service proposes to track 300,000 sources globally, supposedly in more than a hundred different languages.

Should we as journalists be concerned?

Well, maybe the DHS's press secretary is right, that our concerns "are fit for

tin foil hat wearing, black helicopter conspiracy theorists." Maybe we are overreacting.

Then again, maybe some healthy paranoia is in order.

After all, even Henry Kissinger, former secretary of state under President Richard Nixon, reportedly once said: "Even paranoids have real enemies."

So, what is the threat from such a list?

Maybe nothing.

It could be nothing more than an innocent attempt to monitor the news coverage of this administration, or of the DHS.

We have that service now, and it's called a clipping service. You can get as much or as little of the coverage from around the world on your particular subject of interest as you desire.

Yet, most of us would admit we were troubled when we learned of this "project."

Could it be because we've seen our compatriots caged at political rallies like rabid animals and labeled un-American?

Could it be because the news media has been called by our own president "the enemy of the American people"?

Could it be because T-shirts with a noose hanging from a tree with the words

"Rope. Tree. Journalist." followed by "some assembly required," are popular.

Or could it be because other U.S. institutions, heretofore held in high regard, are now condemned as treasonous, liars, conspirators and even worse?

My first response to this plan was not so diplomatic. I'm sure I probably sprinkled in an expletive or two while describing my absolute abhorrence at such a suggestion.

Such a list in the hands of the wrong people could be dangerous for those of us who cover the news, are sources for journalists or who are often called upon to spill the beans on

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**My first response was not so diplomatic. ... Such a list in the hands of the wrong people could be dangerous for those of us who cover the news, are sources for journalists or who are often called upon to spill the beans on controversial issues.**

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controversial issues.

When you witness the kinds of personal information breaches that happen daily through governmental agencies, large private retailers, banks and credit card companies, one can't help but be a bit concerned about potential misuse of this latest list from DHS.

I'll not wear a tin foil hat to bed tonight, but I have a feeling I may keep one eye open.

*Doug Anstaett is executive director of the Kansas Press Association.*

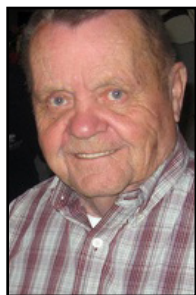
## DEATH

Bob Sand, 86, Hanover, who along with his wife Dorie published the Hanover News for more than 50 years, died Wednesday, April 4, 2018 at his home.

Services were April 7, 2018, at Zion Lutheran Church in Hanover with Pastor Donna Florio and Jill Duis officiating.

Sand was born July 22, 1931, in Odell, Neb. to Louis J. and Doris M. (Muth) Sand. He grew up in Odell with four siblings: Bill, Jamie, Jackie, and Dallas.

He graduated from Odell High School in 1948 at the age of 16.



**Bob Sand**

After high school, he went to work for the Burlington Northern Railroad. He joined the Navy in 1951 and served his country in Inchon, Korea during the Korean War.

After his honorable discharge in 1954, he returned to Burlington Northern. While he was working in Diller, Neb., he married Dora Ann Bergmeier on Jan. 3, 1958 at Beatrice, Neb. They had six children.

Bob was a third-generation newspaper editor and publisher. His grandparents owned the Mahaska Leader and Bob's mother bought the Odell Oracle after Louis died when Bob was just 6. Bob grew up working in the news office with his mother and siblings. Bob and Dorie bought the Hanover News in 1967.

He put his last paper to bed April 4 and died early the next morning.

Survivors include his wife Dorie of 60 years, son Roy of Mandeville, La., and daughters Marla (A.J.) Tegtmeier of Hanover, Kyla (David) Jensby of Crete, Neb., Vonda (Jeff) Hynek of Bremen, Brenda (Tim) Breth of Oberlin and Janna (Aaron) Stegmaier of Hutchinson.

They had 15 grandchildren and 13 great-grandchildren.

He is also survived by a sister, Jackie Jones of Gretna, Neb., and a brother, Dallas Shafer of Holyoke, Colo. He was preceded in death by his parents and his stepfather, Dale Shafer, a sister, Jamie Pangburn and a brother, Bill Sand.

A memorial fund is established and will be designated later.

Contributions may be sent in care of Hanover Mortuary, 110 S. Hollenberg, Hanover, Kan. 66945.



# CASH IN!

**KPA is implementing a  
NEW sales reward program!**



This new program will reward a salesperson of a KPA member newspaper (in good standing and current advertising network participant) with cash for selling ads into our KDAN & KCAN program April, May and June 2018!

		Total Cost	KPA Gets	Newspaper Gets	Salesperson Gets
KDAN	2x4	\$1800	\$900	\$900	\$100
KDAN	2x2	\$900	\$450	\$450	\$50
KCAN	25 words	\$300	\$150	\$150	\$25

**GET PAID EVERY WEEK!**

**Sell ads every week, get paid for each week.**

Rules and restrictions - This program will take affect 04/02/2018 and run through 06/30/2018. Sales reward program is good for any salesperson that works for a network participating newspaper, in good standing with KPA. Rewards will be paid on any new client. (New client is any customer that has not run an ad in the KPA networks or direct ad placement within the last calendar year.) Salesperson must send ad directly to KPA along with payment address.

For more information please contact:

**Amber Jackson,**

KPA Director of Advertising

at **785-271-5304** or **ajackson@kspress.com**



**Kansas Press  
Association**