

THE KANSAS PUBLISHER



OFFICIAL MONTHLY PUBLICATION OF THE KANSAS PRESS ASSOCIATION DEC. 16, 2015

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Doug Anstaett cooks up a scenario where citizens of every political persuasion must come to agreement on the future of the Bill of Rights.

KPA CALENDAR

MARCH 13-19, 2016

Sunshine Week 2016 is a national initiative to promote a dialogue about the importance of open government and freedom of information.

APRIL 22-23, 2016

Kansas Press Association annual convention, Overland Park DoubleTree Hotel.

SEPT. 22-24, 2016

National Newspaper Association 130th annual Convention & Trade Show, Franklin, Tenn.

Deadline is Jan. 15 for AOE entries

It's time for Kansas Press Association members to begin preparing entries for the Awards of Excellence Contest for calendar year 2015.

The Missouri Press Association will be judging our contest this year.

Emily Bradbury, director of member services at KPA, has posted the necessary information on the KPA website and the 2015 Call for Entries.

Paper copies of the entry forms are being mailed to members this week, and the deadline for entries is Friday, Jan. 15, 2016.

What's new for 2015?

"By popular demand, we've resurrected the Best Political Cartoon category," Bradbury said.

Remember, the circulation categories were altered last year for daily and nondaily newspapers. While there will still be six divisions — three for dailies and three for nondailies — the circulation breakdowns look like this Daily Division I, 3,800 or less; Daily Division II, 3,801 to 9,400; Daily Division III, circulation more than 9,401; Nondaily Division I, 1,500 or less; Nondaily Division II, 1,501 to 2,800; Nondaily Division III, Circulation 2,801 or more. A newspaper may choose to compete in a higher circulation class, but not in a lower one.

To go to the website where AOE entries can be uploaded, [click here](#).



A video to remember the life and times of the Sage of Emporia, William Allen White (above), is about to go

to production, but a fund-raising effort is needed first to raise \$200,000 to underwrite the cost.

William Allen White video drive kicks off

KNF to match KPA member gifts

A committee of interested persons is kicking off an effort to raise \$200,000 to fund a video on the life of Kansas' most famous journalist, William Allen White, known as the sage of Emporia.

To assist in the effort, the Kansas Newspaper Foundation Board of Trustees has authorized a \$20,000 matching gift program through the KNF.

The recipient of gifts will be the William Allen White Foundation, coordinated through the KU Endowment Association.

KNF will match up to the first \$1,000 of a contribution from those with a Kansas Press Association affiliation, such as current and retired members and inductees in the Kansas Newspaper Hall of Fame.

The project is an effort to commemorate the life and times of Kansas' most famous journalist in time for the 150th anniversary of White's birth in 2018.

Dave Seaton, former publisher of the Winfield Daily Courier, is leading a group which includes Paul Stevens, retired AP executive; Ann Brill, dean

See **WHITE VIDEO** on Page 3

Brownback stonewalls requests; wastes taxpayers' money to do it

Dog catchers, school board members, county commissioners, governors — all politicians run for public office swearing up and down they'll stand against government secrecy — they'll swear your right to be informed about the people and processes that govern you will not be infringed on their watch.

And then they win election.

We conservatives, in particular, have molded a brand and merchandised ourselves as limited-government crusaders. That's a message that's rung true with the majority of voters in Kansas — we like to believe conservative candidates uphold that tenet and a host of others that generally favor the individual over the government. We have elected Republicans and conservatives to a majority of the elected posts in the state much for that reason.

So when the Big Duck conservative in the state goes back on such a prized theme as open government records, he should be called out, and then some.

For some reason which probably goes more toward tit-for-tat chest bumping than anything else, Gov. Sam Brownback has opted to stonewall what should be obvious releases of public information regarding appointments made from his office in vacancies of judges and county commissioners.

If these denials haven't been made for spite against political enemies, then "why else?" becomes the \$20 question.

In Saline County voters opted to expand their county commission from three to five members. The Salina newspaper requested the applications — not just the info on the two eventual appointees. Why? Because in politics it's often just as important to know why someone did not get a job as it is to know why they did.

The Salina Journal and the Associated Press sued for the info and a district court judge agreed they should get it — that it's not exempted under any facet of the Kansas Open Records Act. The governor's office says Brownback will appeal the ruling, still arguing the records are exempted from KORA because they're personnel records — in other words, the governor

will pay lawyers more public tax money to fight against giving information to the taxpayers.

Same story with the appointment process for replacing a magistrate judge in Reno County. The Hutchinson News was denied information on the candidates for that appointment, the governors' office again saying the info amounted to personnel records, even though the magistrate's job is an elected one. The newspaper's now suing for the records.

What's odd about this is that the process is so simple elsewhere even where judges are appointed and not elected. Two district judgeships have been appointed in the Fourth District in recent years.

Selection committees announced the candidates publicly and then interviewed them in an open meeting. Recommendations were forwarded to the governor's office for a quick stamp.

The secrecy is suspiciously unprecedented. Both the Salina and Hutchinson newspapers have railed against Brownback and conservative causes for years now. Are these denials and delays some kind of retribution against these newspapers?

Brownback doesn't have to worry about being re-elected, so are he and his administration playing fast and loose with state open records laws to poke a stick at a critical press?

If that's not the case then the question becomes: Who was on those lists that Brownback's office doesn't want known, and why?

Secrecy in government festers and never goes away. It remains a sore spot and a vulnerability which opponents will always use against a candidate or bureaucrat when possible. We, the governed, have a right to know the details by which others govern us and the processes at play — that's why we have open records laws to begin with.

Most conservatives get that. Apparently the Big Duck does not.

Dane Hicks is editor and publisher of the Anderson County Review, a former KPA board member and owner of Garnett Publishing Inc.



Dane Hicks

If these denials haven't been made for spite against political enemies, then 'why else?' becomes the \$20 question.

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Yogi was right: you can observe a lot by watching

Have you fallen into an order-taking rut? Are you passively relying on your accounts to tell you what and when to advertise? Are you following their creative directions like a police artist (“Make the hair longer, make the ears bigger.”)? Are you keeping up with events in their industries? Do you know which products are selling? Do you know what offers have worked in the past? What about seasonal merchandise? Should they consider featuring those products in a separate ad or a bigger ad?



John Foust

There’s no excuse for being in a rut. If we look, we’ll find plenty of opportunities.

We can learn a lot about selling by studying other sales people. Each time someone tries to sell us something, we see the good and the bad come to life – from a consumer’s point of view.

I remember a trip to a clothing store to buy a new suit. I had shopped there before and knew I would have no trouble finding what I wanted. I was a hot prospect, ready to buy.

When I arrived, all the sales people were huddled around the front desk, talk-

ing and telling jokes. Expecting someone to follow me, I walked directly to the suit section and found my size. I glanced at the front of the store and realized that – even though I was the only customer in the store – no one had noticed me.

I picked out a suit and tried on the jacket. It looked like a good possibility, so I took the trousers into the dressing room, rolled up the legs and put them on. Then I put the jacket back on and stood in front of the mirror. With a few standard alterations, the suit was just what I wanted.

Another glance to the front revealed no signs of life. So, having made a buying decision, I found the alteration department and asked for the tailor.

There I was – standing at the mirror, pants rolled up 12 inches, coat sleeves reaching my knuckles, price tags hanging from the sleeves, tailor on the way with pins and chalk. Then a salesperson walked up and said, “Can I help you?” (No kidding, that’s what he said.)

“What a relief,” I thought. I was afraid I was going to have to write up the sale

myself. (I wonder if they would have paid me a commission.)

In spite of the inattention, I did buy the suit. But that’s all I bought. The store was staffed with poor observers. In addition to taking ten minutes to recognize a customer, my sales person missed a chance to sell a couple of shirts and ties to go with my new suit. If he had been good at his job – if he had been more than an order taker – perhaps he could have sold another suit, as well. He made a sale and lost a sale at the same time.

Months later, I walked through that shopping mall again. The store was no longer there.

We can learn a lot about selling by studying other sales people. Each time someone tries to sell us something, we see the good and the bad come to life – from a consumer’s point of view.

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 jfoust@mindspring.com.

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White video

Continued from Page 1

of the William Allen White School of Journalism at KU; Murrel Bland, a KNF trustee; Pete Stauffer, retired newspaper executive; Roger Heineken, Emporia State University; Tom Eblen, retired University Daily Kansan general manager; Beverley Buller, a Newton author who wrote a children’s book: “From

Emporia: The Story of William Allen White,” and Doug Anstaett, KPA executive director. The filmmakers are Kevin Wilmott and Scott Richardson.

Make the check payable to KU Endowment – Journalism and designated for the WAW film.

Also note the KNF’s matching gift program.

Send it to: Gift Processing Department, KU Endowment, P.O. Box 928, Lawrence, KS 66044-0928.



THIS MONTH’S QUESTION

Q. We’ve never entered the Awards of Excellence Contest and, quite frankly, we’re intimidated by the process of uploading our entries to the website. Is it difficult?

A. The process has never been easier and we have instructional videos to help! Go to kspress.com/contests to view videos that walk you through the process step-by-step.

Still have questions? Call Emily at 785-213-8524 and she would be happy to help! We’d like to see participation in the contest grow to include more Kansas newspapers, so call us with your questions.

Wake up & smell the coffee!

Let MultiAd[®] be *your* solution to help *your* customers stand out & ultimately *sell more!*

Grab your coffee & call us!
 800.245.9278 | info@multiad.com
creativeoutlet.com | recas.com

'Friending,' 'liking' far cry from relationship

The meeting did not go as expected. What was billed as a discussion on how to grow Iola businesses, instead focused on self-promotion over the Internet.

The knot in my stomach grew tighter as the town's retailers shared ways to bypass traditional advertising by using sites such as Yelp and Trip Advisor and by "pushing" their Facebook sites.

"Facebook has gone way beyond social media and is now the go-to site for just about everything you want or need," the moderator said.

They talked about analytics, market share, and how they could direct Web traffic their way.

Universally, the store owners bemoaned about how much time they were spending on such promotions across social platforms.

"You either have to decide whether to spend your time promoting your store or actually being in the store selling your goods. You can't do both," one said.

Another said her secret was to replicate what she runs in the newspaper on her web sites. At last, an opening.

"So you use what my ad staff creates for you and push it online?" I asked.

"Well, yes," she admitted.



Susan Lynn

"That's fine," I said. "That's why I have an advertising department. To market your business."

And because she's a good customer, I didn't push the point that the newspaper's ad department is making her look like a very sophisticated business-woman.

I don't consider Facebook a competitor to the Register. In fact, we take advantage of its free service as a means of reaching out to that netherworld of readers who don't care to pay for a subscription to the paper.

This isn't to criticize social media, but to recognize its limitations.

"Liking" a comment is very different from sitting across the table and having a conversation with someone.

A "thumbs up" to an event is a far cry from actually participating in it.

A text message is not the same as a phone call and even further from a face-to-face encounter.

What's being lost in all this sophisticated technology are the relationships that come from working — and playing — together and the ensuing trust that tells us we have each other's backs.

It's a good bet no one from Facebook has ever been to Iola, Kansas, much less tasted the lasagna at Bolling's Deli or The Buster salad at our new coffee shop.

Knowing that Cara Thomas makes by hand her specialty sausages is what makes for effective marketing.

Knowing that Jessica Quinhones' dream has come true with the purchase of the coffee shop helps draw people to her door.

And Facebook's "news" doesn't hold a candle to what the Register provides to local readers.

At the Register, we deal with people, not algorithms.

We visit with people whose homes have burned down or are struggling in some personal way. We attend local sporting events and public meetings. Heck, we even scored an interview with Santa last week.

Yes, the Internet is now a big part of all of our lives. But let's not mistake it for a relationship.

Susan Lynn is editor and publisher of The Iola Register and 2015-2016 president of the Kansas Press Association.

NNA plans intensive mail handling workshop in D.C.

A hard-hitting educational workshop for printers and publishers who prepare periodicals newspapers has been announced by the National Newspaper Association for March 16, 2016, in Washington.

Practical and detailed, the event will focus on mail preparation techniques to help newspapers improve on-time delivery in the

mail. This education program is one of many steps NNA is taking to address an outbreak of subscriber complaints about mail delivery.

Attendees should come prepared to dig into the details of creating bundles and containers, targeting critical entry times so newspapers do not miss transportation opportunities and utilizing new U.S. Postal

Service service hubs. They should also bring their own concerns for top USPS officials to address. NNA will also unravel some of the complexity surrounding electronic documentation and Full-Service IMb.

For more information about the workshop and registration, [click here](#).

Consider year-end gift to KNF

Some of you may be looking for a place to make a year-end charitable donation.

Why not the Kansas Newspaper Foundation?

Your gift to the foundation helps guarantee the future viability of your association as it fights to meet the challenges of a changing world.

Send your tax-deductible gift to:

Kansas Newspaper Foundation
5423 S.W. 7th St.
Topeka, KS 66606

NOVEMBER 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 November. 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 — Anderson County Review, three ads for a profit of \$2,475; Scott County Record, one ad for a profit of \$340; Elkhart Tri-State News, one ad for a profit of \$340; Colby Free Press, two ads for a profit of \$1,165.
- KCAN — GateHouse Media, six ads for a profit of \$900.
- SDAN — Anderson County Review, three ads for a profit of \$562.50.
- Direct Placement — Hays Daily News, Hillsboro Free Press, Newton Now and Chantute Tribune placed ads in other newspapers for a profit.



Merry Christmas and a Happy New Year
from the staff and board of directors of the
Kansas Press Association

CREATING **JOBS** AND **PROSPERITY**

How KU benefits the economy

University of Kansas researchers don't just make discoveries that change the world.
They make discoveries that create jobs for Kansans and prosperity for our state.

24 active startup companies

159 active license agreements for **commercial use** of KU inventions

\$12 million in licensing revenue

\$275.2 million in externally sponsored research expenditures,
including **\$250 million** from sources outside Kansas

\$9 million in corporate-sponsored research funding

29 corporate tenants in the Bioscience & Technology Business Center at KU,
including **Garmin** and **ADM**

KU
THE UNIVERSITY OF
KANSAS

MARKETPLACE

NEWS

REPORTER/PHOTOGRAPHER — A five-day-a-week newspaper is seeking an energetic reporter/photographer who can tell great stories. You will get a well rounded experience here. PO Box 268, Newton, KS, 67114. (12-16)

COMMUNICATIONS SPECIALIST — Kansas Electric Cooperatives, Inc., (KEC) is currently seeking a communications specialist. The selected individual will be responsible for designing publications, writing, and advertising sales. Additionally, the individual will assist with coordination of youth programs and other activities. Required qualifications include a Bachelor's Degree in Communications or related field, and experience working with Adobe InDesign, AP Styleguide. To apply, click: <https://cbsks.catson.com/careers/index.php?m=portal&a=details&jobOrderID=6350982>

COPY EDITOR — The Topeka Capital Journal is seeking a copy editor. The right candidate will be a strong communicator and skilled wordsmith with an eye for cutting-edge design. Apply <http://tinyurl.com/morrisapp>. Questions call Kent at (785) 295-5655. (10-15)

REPORTER — The Chanute Tribune is seeking a full-time reporter to cover government and a variety of other community stories. Applicants should possess a strong grasp of the English language (including spelling and grammar) and have excellent writing skills. Experience in InDesign or other paginating software is a plus. Must be organized, personable and responsible. Please send resume to stu@chanute.com or mail to The Chanute Tribune, P.O. Box 559, Chanute, KS 66720. Pay commensurate with experience, great benefits, insurance.

REPORTER/PHOTOGRAPHER — A five-day-a-week newspaper is seeking an energetic reporter/photographer who can tell great stories and make local government meetings and issues interesting. PO Box 268, Newton, KS, 67114. (10-14)

REPORTER — The Wichita Business Journal is seeking a reporter who is able to marry strong traditional journalism skills with online and social media know-how. Whatever the platform, reporters in our shop produce content — original and curated — that is accompanied by perspective and context. Primary Responsibilities: Own the beat audience. Own the beat conversation. Build source network relentlessly. Contribute three to five online posts per day. Contribute 1 people and one enterprise story to the weekly print paper. Develop and curate a reporter page in the print paper each week,

comprised of information, highlights and data gathered and reported on throughout the week. Meet or exceed goals relating to audience-engagement. Contact Editor Bill Roy at 316-266-6184 or broy@bizjournals.com. (10-5)

REPORTER/PAGE DESIGNER — The Arkansas City Traveler seeks help in the newsroom with reporting and designing pages. Duties include newsroom coverage and writing, for both print and Web; some page design; and occasional photography. Candidates should have basic computer, writing and interpersonal communication skills. We seek people who are motivated and organized, show initiative, and have a good attitude. Familiarity with Adobe InDesign and Photoshop software would be a plus, but is not a requirement. We will train the right candidate. To apply, email daseaton@ark-city.net or call (620) 442-4200 ext. 122. Drop off a resume at the Traveler office, or mail one to The Arkansas City Traveler, 200 E. Fifth Ave., Arkansas City, KS 67005. (7-22)

DIGITAL JOURNALIST — The Wichita Business Journal is looking for a digital journalist who is passionate about growing audience using compelling content, strategic social media techniques and analytics at an award-winning operation that is part of a great company. Our digital editor is in charge of all the WBJ's digital efforts, from posting blogs to engaging with readers using social media and creating strategies for delivering content. Interested? Check out more information here: <http://acbj.com/careers/detail/acbj.1611> (7-13)

FREELANCER — Journalist/writer with experience in breaking/hard news, features and news narrative looking for freelance work. Journalism degree plus 20 years experience. Reply to JMcdaniel19714@gmail.com. (5/20)

MANAGING EDITOR for small daily on High Plains, on I-70. Are you ready to step up? This person will lead a full-time staff of three, plus part-timers, plan and track news coverage, coordinate photo and stories, design and lay out pages, cover some meetings and write some stories, deal with public and online/Facebook pages, generally run the newsroom. Journalism degree preferred, at least two years' newspaper experience. This is a good paper, hoping to get better. Apply to Sharon Friedlander, publisher, sfriedlander@nwkansas.com, and Steve Haynes steve.haynes@nwkansas.com. Colby Free Press/Nor'West Newspapers, Colby, Kan. (785) 462-3963. EOE m/f/h/v (4-30)

REPORTER/NEWS EDITOR for award-winning weekly on High Plains. Are you up to the challenge of continuing a strong tradition? Can

you do it all? Do you want to learn the news business? This person will plan news coverage, coordinate the work of part-time staff, cover stories and features, take photos, design and lay out pages, post to web pages and Facebook. Journalism degree or some newspaper experience preferred. Will consider two years-plus experience. Pay commensurate with ability and experience. Competitive pay, benefits, location in Northwest Kansas. Apply to steve.haynes@nwkansas.com and dpaxton@nwkansas.com. The Norton Telegram/Nor'West Newspapers, Oberlin, Kan. (785) 475-2206. EOE m/f/h/v (4-30)

MANAGING EDITOR — The Pittsburg Morning Sun is looking for an editor. We're looking for a hands-on managing editor who can lead by example and motivate a strong news team. Please send a cover letter, resume: mguhtrie@gatehousemedia.com.

ENTERPRISING community journalist needed at award-winning weeklies near resort lakes. Great place to start. Fully paid benefits. Details at <http://marionrecord.com/job/>

ADVERTISING

ADVERTISING SALES — Accepting resumes for a self-motivated, goal driven individual to join an award winning sales team. Must have excellent written and oral communication skills. Established client base with the opportunity to develop new clients for both print and on-line business will be provided. Competitive pay and generous benefit package. Current driver's license and reliable car required. Send resume and cover letter to Mary Karst at maryk_ads@dailynews.net or mail to The Hays Daily News, P.O. Box 857, Hays, KS 67601.

CIRCULATION

CIRCULATION SALES MANAGER — Looking to hire a Circulation Sales Manager responsible for growing digital and print circulation by retaining current customers, gaining new customers, and improving single copy sales of the newspaper. Send resumes to kevin.gunn@tulsaworld.com. (11-12)

NEWSPAPERS FOR SALE

Long established small weekly newspaper in Southwest Missouri, the Webb City Sentinel, is for sale. Owner for the past 36 years is nearing retirement. To inquire, send message to news@webbcity.net. (12-16)

Respected 128-year-old weekly newspaper in Southwest Kansas; only newspaper in the county. Owner moving out of state. Steady

Cuellar named new KPA accountant

Lori Cuellar, formerly of the Emporia Gazette, has been named the Kansas Press Association's accountant. She began work on Nov. 30.

She succeeds Amy Blaufelder, who is training her through December.

Cuellar is a native of San Antonio, Texas. She has two sons, Nathaniel, 22, and Benjamin, 17.

She had served as accountant for the Gazette for the past four years. Prior to that, she worked for a certified public accountant and for an insurance agency.

She has a bachelor of business administration degree from Hardin Simmons University in Abilene, Texas, and is a licensed CPA in Texas and Kansas.

She enjoys volunteering at her church as a pre-school teacher and as the local ministry treasurer. She also likes to travel, read books and read the newspaper.

Blaufelder joined the KPA staff in 2010. She has resigned to be able to spend more time with her family.



Lori Cuellar



Amy Blaufelder

KPA Day at Statehouse is Feb. 4

Thursday, Feb. 4, 2016 has been reserved for the Kansas Press Association's 2016 Day at the Statehouse.

KPA previously hosted a similar event in conjunction with the Associated Press, but decided to drop the annual gathering because of poor attendance from the newspaper ranks.

"We need for our editors and publishers to make their presence known in Topeka," said Rich Gannon, director of governmental affairs for KPA. "And it needs to be in a strong and convincing way."

Members are encouraged to set aside the entire day so they can meet with their local legislators on their "turf."

"Setting aside that day will convince legislators that we are watching them and expect them to support transparency in government," Gannon said.

The day is tentatively scheduled to include a briefing by the Republican and Democratic leaders of the Kansas Senate and House, and a box lunch with legislators and other activities.

[Click here](#) to register for the event online.



Past KPA and NNA president and Kansas Newspaper Hall of Fame member Web Hawkins celebrated his 90th birthday Tuesday in Osawatimie with friends and long-time co-workers from The Osawatimie Graphic, including (from left): Katie McDougal, Larry Byers, Hawkins and Paul Branson. Hawkins and his late wife, Schmitt, owned the Graphic from 1959 to 1998.

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Kansas Sunshine Coalition
for Open Government
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(for questions on cameras in the courtroom and other issues involving

Would Bill of Rights be approved today?

Dec. 15, 2015 is the 224th anniversary of the ratification of the Bill of Rights. If you would, play along with me with the following assumption:

You've been asked to sit on a blue ribbon commission that will take a fresh look at those first 10 amendments to the U.S. Constitution.

Your assignment? Before the 225th anniversary in 2016, you and your fellow panel members are to determine which of those individual rights you will continue to guarantee, and which ones you will choose to alter in some way or even cast aside. The commission's decisions will guide our nation for the next two centuries.



Doug Anstaett

The panel will be composed of conservatives, moderates and liberals, divided as equally as humanly possible so the entire spectrum of political beliefs will be represented.

Consequently, you'll be sitting down around a table with men and women who don't necessarily think like you do. You'll have to balance the rights of those you agree with wholeheartedly with those you have previously said you could not stomach.

As difficult as it might appear to be, you'll have to engage in significant give and take if

you and your fellow commission members are to come to an agreement.

There is one stipulation, however: failure to achieve consensus will not be an option. In fact, if you fail to reach agreement, all those individual rights we Americans have come to cherish will be gone. No more freedom of speech ... no more right to a fair trial ... no more freedom from unreasonable searches ... no more freedom to petition the government for a redress of grievances ... no more right to bear arms.

Would you accept the assignment? And would you be able to incorporate the views of others as well as your own into the final product?

With all the issues swirling around today involving gun rights, whether our nation can tolerate the religious convictions of others, overcrowded prisons, terrorism, immigration and the like, your assignment will not be an easy one.

But there is hope. More than 225 years ago, those with conflicting views on which direction our nation should take did, after passionate debate, reach agreement. Some didn't want individual liberties spelled out in the Constitution; others wanted far more

freedoms than were agreed upon. Some didn't want a strong central government; others demanded it. In the end, they narrowed 20 subjects down to a Top 10 list of sorts.

They worked through their differences by sitting down together, a practice we have all but abandoned today.

Far too many of us — liberals, conservatives and moderates alike — have chosen to listen to only those who think, look and talk like we do. In Kansas, in fact, we can't even be seen together without consequences.

So let's return to your assignment. Still want it? Think you can give a little on your end to reach consensus in a room filled with divergent ideas?

Winston Churchill is said to have quoted a predecessor this way: "It has been said that democracy is the worst form of Government, except for all those other forms that have been tried from time to time ..."

If that is still true, and surely it is, don't you think it is worth preserving, even if we don't get our way on every point?

Doug Anstaett is executive director of the Kansas Press Association in Topeka.

Far too many of us — liberals, conservatives and moderates alike — have chosen to listen to only those who think, look and talk like we do. In Kansas, in fact, we can't even be seen together without consequences.

MARKETPLACE/CONTINUED FROM PAGE 6

subscription, advertising, annual sales approximately \$140,000. Will include building and property in sale. (785) 341-7573 after 5 p.m. MST.

DIGITAL MEDIA

For much less than you think, you can take charge of your online future. Let The Hays Daily News' Pixel Power Haus take your newspaper to the next level, whether you are considering your first website or looking to retool your existing one. Call Patrick Lowry at (785) 628-1081 to hear how we can help. Designed by a newspaper, for newspapers.

MISCELLANEOUS

WANTED — Muller Martini 227 inserter hoppers, turning station, 310/20 stacker parts/equipment, or compatibles from inserting equipment or mailing machine. Call James at (620) 792-1211.

FOR SALE — Hamada 800 DX w/spray unit, electrostatic unit, 3M dampening sleeves; LOG

Etronics Film Processor Model #LL2218, 196-264 volts, single phase, 15 amps; Brown Ultra-lite 1500 plate burner; 2 Nu-Arc light tables; 1950 Anniversary Edition Heidelberg Windmill press, very good condition. Nor'west Press, Goodland, Kansas. Call 785-899-2338.

PRESSROOM

PRESS OPERATOR — Are you dependable? Like working with your hands? Enjoy learning how things work the way they do? Have an ability to fix things? Then you may have the abilities we're looking for. The ideal candidate will have previous mechanical experience and a demonstrated ability to work well with others and can work flexible hours, including nights during the week. Prior newspaper press experience a bonus but not mandatory. The Nevada Daily Mail and Nevada News is located within easy driving distance of Kansas City, Joplin and Springfield. We're part of Rust Communications, a family newspaper company. Interested applicants should contact Chris Jones,

production manager, by calling 417-667-3344 after 4 p.m., or via email at cjones@nevadadaily.com (7-14)

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.