

February 2000

We are pleased and excited to announce that Dartmouth Printing's parent company, The Sheridan Group, has signed an agreement with printCafe to provide Web services that will facilitate and enhance the relationship between Dartmouth Printing and its customers. PrintCafe is the first company in the world to offer total Internet-based commerce and supply chain solutions for the printing and publishing industries.

As a "branded site" customer of printCafe, Dartmouth Printing will be able to provide free licenses for printCafe's award-winning Proteus software to its customers. Proteus is printCafe's patented desktop workflow tool that allows publishers to construct, review, estimate and order jobs in real-time as part of their everyday workflow, requiring no additional data entry. Dartmouth's customers will be able to streamline their processes for planning publications, and eventually will be able to tie directly into our operational systems.

In a related development, printCafe has also announced the acquisition of Logic Associates, a leading supplier of production control and accounting software for the printing industries. Dartmouth Printing has utilized Logic Associates systems for a number of years. The acquisition of Logic by printCafe will provide both opportunity and incentive for the integration of the two systems and eventual seamless electronic interfaces between Dartmouth Printing and our customers.

Typically, publishers have paid \$10,000 for the Proteus software. As a result of this partnership with printCafe, The Sheridan Group is the first printer who will be able to provide access to printCafe web sites and this valuable set of tools free of charge. John Saxton, the president and CEO of The Sheridan Group commented that "We believe printCafe's business-to-business e-commerce systems will enable us to provide new and significant benefits to our customers." He added "The availability of these new tools should reduce communication errors and cycle time. On an overall basis, we believe that our relationships with customers will be strengthened and enhanced as a result of being able to provide these new capabilities."

The importance and the impact of the Internet and electronic commerce for all of us in the graphic communications business is undeniable. We have seen these technologies impact many aspects of our personal and business lives. One of our critical tasks is to determine which of the new technologies will most benefit our customers and our business. We believe that printCafe is one of the choices that can really make a difference for the customers of Dartmouth Printing.

We view this new relationship with printCafe as another important step in our ongoing effort to improve the level of service provided by Dartmouth Printing. If you are interested in seeing what printCafe could do for you and your publication, call your sales representative to arrange for a demonstration of the power of these new tools in your office.

You may also be interested in looking at printCafe's web site - www.printCafe.com.