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### **Dario snags 12 projects in Q2**

Dario Designs Inc. said it signed contracts with a dozen newspaper customers in the second quarter of the year, the bulk of which are focused on strategic planning and finding ways to boost efficiencies.

Among the papers working with DDI are the Dallas Morning News, the Victoria (Texas) Advocate and the Houston Chronicle.

Additionally, DDI is consulting with Hearst Corp., Advance Publications, McClatchy Co., The New York Times Co., The Columbian in Vancouver Wash., and AFL Web Printing in Voorhees, NJ, a commercial printer of newspapers and other periodicals.

“The work is heavily focused on strategic planning, operational efficiencies, consolidation and new technology,” said DDI president Dario DiMare.

Some of the projects could end up with the companies constructing new press and postpress facilities, he said, but those decisions won’t be made until publishers thoroughly evaluate their options.

“If printing is a core competency, then upgrading to new technologies and operational procedures has both the potential to increase revenue and reduce cost,” he said.