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CROWLEY IMAGING SERVICES OPENS MICHIGAN BRANCH; NEARLY TRIPLES CONVERSION SPACE

Frederick, MD – Christopher Crowley, president of The Crowley Company, announces the expansion of the firm’s imaging services department with the opening of a 32,000 SF digital and analog conversion facility in Ann Arbor, Michigan. The new branch, second to the 20,000 SF conversion bureau in the company’s Frederick headquarters, comes on the heels of a multi-year agreement with NA Publishing, Inc.

The agreement allows Crowley the exclusive rights to perform microfilm/microform services for periodicals on behalf of NA Publishing, Inc. Additional imaging services offered include: microfilm scanning, microfiche scanning, aperture card scanning, processing, mounting, duplicating, e-beaming, converting and distributing as required. Loose estimates are that the company will process nearly 30 million pages, 150,000 reels and millions of individual images over the life of the contract, which is open for annual renewal following original contract completion.

As part of the agreement, Joe Mills, NA Publishing’s executive vice president of manufacturing and operations, will be employed by The Crowley Company and direct the Ann Arbor operations. “I’ve experienced Crowley’s rich history and solid reputation as both a customer and vendor and look forward to being on the inside,” says Mills. “Crowley is one of the few companies able to span the necessary bridges between technology and conversion from both a hardware and software perspective. My background and commitment to this market dovetails with the company’s growth plans and will smooth any transition of services between NA Publishing, Inc. and Crowley.”

“As an industry,” states Crowley, “the micrographics market is consolidating. Firms having in-house departments

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THE CROWLEY COMPANY

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that are not the core business are finding it economically and technologically feasible to outsource. Southeast Michigan is a hub of publishing activity. With our digitizing services in Maryland operating at full bore, this investment puts us in a position for immediate and future growth. It allows us to take advantage of a qualified work force that has suffered reductions in recent years and to expand services to our existing customers already in the area.”

The Crowley Company will transfer 40 employees from NA Publishing, Inc.’s current micrographics/imaging department to staff the new facility and perform digital and analog image conversions.

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About The Crowley Company

Incorporated in 1981, [The Crowley Company](#) is a world-leader in digital and analog film technologies. Headquartered in Frederick, Maryland with manufacturing divisions ([Mekel](#), [Extek](#) Microsystems and [HF Processor](#) brands) in Compton and San Dimas, California, The Crowley Company provides an extensive number of digital document and film [conversion services](#) to the publishing, commercial, government and archive sectors and also manufactures, [distributes](#) and services high-speed microfilm, microfiche, aperture card, book and document scanners, microfilm duplicators, film processors and micrographics equipment.

About NA Publishing

Headquartered in Ann Arbor, Michigan, [NA Publishing, Inc.](#) was established in 2009 and comprises established businesses acquired from National Archive Publishing Company. The company specializes in preservation, custom publishing and other services that enhance and ensure access to scholarly information. Primary customers include: libraries, universities, students, professors and others who need access to quality information.

Photos available upon request