



For Immediate Release

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Naylor Acquires Convention Management Group

Gainesville, FL, January 25, 2007 – Naylor, LLC, the leading provider of business-to-business communications solutions for trade and professional associations in North America and a portfolio company of Clarity Partners and ZelnickMedia, has acquired Convention Management Group, Inc. (CMG), a Fairfax, VA-based full-service event management company. Like Naylor, CMG focuses exclusively on serving trade and professional associations, and the acquisition will add turn-key event management capabilities to Naylor’s full slate of print and online media services and solutions.

The Jordan, Edmiston Group, Inc. (JEGI), the New York-based investment banking firm that specializes in media and information, represented CMG in this transaction and acted as its exclusive financial advisor. In August 2005, JEGI also represented Naylor in its sale to Clarity Partners and ZelnickMedia.

“Acquiring a respected convention management company and adding a Washington, DC-area office is a natural and exciting addition for Naylor as we continue to expand our business and capabilities,” said Alex DeBarr, President and CEO of Naylor. “By adding CMG’s event management services, Naylor is now able to offer our association partners completely integrated media solutions in print, online and in person.”

Founded in 1990, CMG produces conventions and trade shows on behalf of leading organizations representing a broad spectrum of industries from transportation and manufacturing to food processing and commercial construction. CMG excels in positioning conventions and expositions as premier events in the industries they serve, ranging in size from 1,000 to 27,000 attendees and 30,000 to 480,000 net square feet of exhibits. CMG currently manages eight events in the US, offering turn-key event management services including the development of long-range strategic and marketing plans, creating and managing budgets, negotiating leases, coordinating and managing vendors and subcontractors, promoting and selling exhibit space, promoting attendance, providing service programs, and managing all on-site operations.

Among CMG’s current portfolio of managed events are two current Trade Show Week Top 200 events – the American Meat Institute’s International Meat, Poultry and Seafood Expo and the International Dairy Foods Association’s Food, Dairy and Beverage Show. CMG also manages the American Beverage Association’s InterBev event, the United Motorcoach Association’s Motorcoach Expo, the Construction Specification Institute’s CSI Show, three specialized events sponsored by the National Association of State Departments of Agriculture, and several other ancillary events.

“We are proud to become a part of the leading media partner for associations in North America,” said Mike Muldoon, President of CMG. “Naylor has outstanding relationships with hundreds of associations, and it’s clear they share our core values of providing consistent and always improving services to our association partners, exhibitors and attendees.”

Mr. Muldoon, who has spent most of his 27-year career operating events on staff for several international associations before launching CMG, will join Naylor as Executive Vice President of Naylor’s Convention Management Group. He sees the fit between Naylor and CMG as ideal for his customers and Naylor’s. “Naylor’s powerful sales and marketing

capability and wide array of print and electronic media services will allow us to provide more and better services to our current customers, and we are already exploring opportunities to provide our event management services to any of Naylor's current or future association partners who need it."

Added Mr. DeBarr, "Our goal at Naylor continues to be to build image and increase non-dues revenue for our association partners by providing the finest quality media products and services. Mike Muldoon has an excellent reputation as an event management practitioner, and we are very pleased that he and his full team are joining us."

All of CMG's 15 employees will join Naylor and remain based in their current Fairfax, VA offices.

About Naylor

Naylor (www.naylor.com) is North America's leading provider of business-to-business media solutions for trade and professional associations. Founded in 1969, Naylor provides association publishing and new media communications services, including magazines, directories, show guides, online buyers' guides, e-newsletters and customized online media products. Naylor currently works with more than 430 associations, representing more than 85 industries throughout North America. Naylor manages all aspects of the publication and media processes in-house, providing advertising sales, content management, design, printing and distribution services, and developing and hosting online projects. The company's main offices are in Gainesville, FL; Atlanta, Georgia; and Winnipeg, Manitoba, Canada.

About Clarity Partners

Clarity Partners (www.claritypartners.net) is a Southern California based private equity firm focused exclusively on investments in media, communications, and business services. The senior members of the Clarity team have been successful investors in these industries and have all had senior level operating and financing experience. Clarity currently has 13 portfolio companies in these sectors, including investments in television programming networks and home entertainment, live entertainment, publishing, Spanish language media, theatrical exhibition, filmed entertainment libraries and finance, wireless telecommunications, competitive local telecommunications, and optical components.

About JEGI

Celebrating its 20th anniversary in 2007, JEGI (www.jegi.com) is recognized as a leading provider of investment banking services for the media and information industries. JEGI has undertaken the sale of numerous entrepreneurial businesses and significant disposition engagements for a wide range of major media and information companies, including CNET, Dow Jones, Hearst, Jupitermedia, Pearson, Reed Elsevier, Thomson Corporation, United Business Media and VNU. JEGI has also advised on the sale of assets for a number of leading private equity funds, including Abry Partners, Frontenac Company, Housatonic Partners, Pfungsten Partners, Seaport Capital, Warburg Pincus and Wicks Group of Companies.

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