

## **Matrix DPS, LLC Expands Refurbishing Facility**

In the last two years, Matrix DPS, LLC has continually expanded its size and now encompasses a 35,000 square foot facility located in St. Peters, Missouri (a suburb of St. Louis) as well as two additional 6,000 square foot and 15,000 square foot ancillary warehouses.

Matrix has been able to streamline their processes with everything under one roof. The fully air-conditioned and heated 35,000 square foot facility is a much safer and friendlier environment for the high end digital printers. The facility includes 8,000 square feet dedicated to refurbishing, 6,000 square feet for parts and supplies, 4,000 square feet for training and demonstration, 6,000 square feet of administration space, 10,000 square feet of storage of equipment, five docks, a dedicated in-house painting booth and a dedicated blow out area.

Our devoted staff of trained technicians, with more than 100 years of combined technical experience, are thrilled with the new facility's carefully designed work flow pattern and environment. The staff especially enjoys the in-house painting booth used for those final touches, which make the refurbished product look like new. For more information about Matrix DPS, LLC, visit [www.matrixdps.com](http://www.matrixdps.com) or contact us at [info@matrixdps.com](mailto:info@matrixdps.com) or by phone at 636.278.1600.

## **Densigraphix Announces New Compatible Toner Cartridge for use in Canon imageRUNNER 1023**

Montreal, Quebec (Canada), April 30, 2008 – Densigraphix today announced a new compatible toner copier cartridge for use in Canon imageRUNNER 1023, which is a replacement product for the Canon GPR-22.

"Introduced in November 2006, this segment 2 multi functional device has the basic features required by small businesses," says Dana J. Valley, VP Sales & Marketing. "Since these units are sold through the dealer network, sales have been high with thousands of units being placed."

"Testing of the new product included compatibility, yield and image density. In addition to passing the standard forward and reverse compatibility tests, the Densigraphix toner surpassed the OEM product in image density and the yield was increased by 10%!" exclaims Mitch Schwartz Director Quality Assurance. "The toner cartridge is as easy to install and remove as the OEM cartridge and does not infringe on the OEM design."

As with all Densigraphix products, this new compatible toner cartridge is backed with a 100 percent customer satisfaction guarantee. The products are in stock and ready to ship. For more information or to order, visit the on-line catalog at [www.densi.com](http://www.densi.com) or contact your local sales representative.

## **Densigraphix Introduces New Compatible Color Toner Cartridges for use in Samsung CLP-300**

Montreal, Quebec (Canada), April 24, 2008 – Densigraphix today introduced new compatible color toner cartridges for use in Samsung CLP-300 laser printers for the dealer market.

"With an incredibly small footprint, and easy to use, easy to install supplies, Samsung has begun to add MFP's (Multi Function Printers) to their line. Originally released in January 2006, this model, along with its variants, CLP-310, 350, CLX-2160 and the CLX-3160 have fast become a SOHO (Small Office, Home Office) favorite. With this in mind, and seeing an opportunity to better serve our customer base, we are pleased to release a complete solution for these models," states Dana J. Valley VP Sales & Marketing.

"After hundreds of test hours, and tens of thousands of prints, we believe that we have the optimum solution for print quality, yield and, just as important, cost," says Mitch Schwartz Director Quality Assurance.

Available as an All-in-One Cartridge, with the chip installed, there is no need to reclaim these mini containers. Our yields are somewhat better than the original supplies, at 2,100 prints for black and 1,150 (average) prints for the color cartridges using a 5% per color test.

As with all Densigraphix products, these new compatible color toner cartridges are backed with a 100 percent customer satisfaction guarantee. The products are in stock and ready to ship. For more information or to order, visit the on-line catalog at [www.densi.com](http://www.densi.com) or contact your local sales representative.

## **DocuLex Combines Production Capture and Instant Document Access with Office Capture 4**

### **Production Document Capture, Image Processing and Content Indexing Software Program for Small Business and Departmental Use**

(Winter Haven, FL) DocuLex ([www.doculex.com](http://www.doculex.com)), creators of electronic document management software, announces the release of Office Capture 4, a Microsoft Windows-based desktop application that is easily operated by a document imaging beginner while flexible for experienced users. Designed to be utilize with TWAIN-driven production and desktop scanners, digital copiers-MFPs, facsimile and wide format scanning units, Office Capture is a convenient moderate volume document scanning, content indexing and image processing software program for users that desire a simple solution to quickly convert business documents to electronic files, archived and available on local and remote networks for storage and retrieval.

Office Capture provides a setup wizard enabling a quick-start to new scanning projects, enabling the complete document imaging spectrum. Documents of interest are scanned, with the document meta data descriptions added at a later date. Document meta data entry is simplified via enhanced design focused on rapid entry and task completion.

The final production step enables the OCR engine to analyze and create full text data, then generate searchable PDF files and output to DocuLex Archive Studio WebSearch, or other Internet-enabled document management system. For additional information on DocuLex Goby Capture 4, and to request a convenient online program demonstration, call DocuLex at (863) 297-3691 ext. 236 or email [access@doculex.com](mailto:access@doculex.com).

### **ECi™ Empowers Dealer Growth at National Users Conference**

FORT WORTH, Texas – May 05 – eCommerce Industries, Inc. (“ECi”), a leader in industry-specific information technology solutions, hosted 425 independent dealers, distributors and industry vendors at the company’s Empowerment 2008 National Users Conference, held April 24-26, 2008 in Grapevine, TX. The conference provided more than two days of software training, seminars, vendor expos and presentations for office products, contract furniture and business equipment dealers using ECi’s DDMS® and Britannia™ business systems. The conference was a tremendous success, with Britannia customers joining us for the first time,” said ECi’s Vice President of Quality and Education, Stacy Heemsbergen. “This event continues to grow as we bring together different groups of ECi customers to share ideas and information about improving their businesses. ECi is the only software company in these industries that offers dealers training and education at this level.”

The focus of the conference was helping attendees find ways to improve current profitability through operational efficiencies, as well as plan for future growth. Roundtable forums on topics such as warehouse management and e-commerce gave attendees the opportunity to hear first-hand what other dealers throughout the country are doing to be successful in these areas. Many of the wholesalers, technology suppliers and industry consultants who participated in the conference presented educational sessions to help dealers better understand subjects such as business intelligence, Web site marketing and search engine optimization, sales force automation, service department benchmarking and competing with managed print service providers. Software training was also a key component of the conference, with 77 software-specific classes to help DDMS and Britannia users learn more about using the software to lower costs and improve efficiency in their business. The conference also featured an expo area where attendees were able to meet with representatives of the sponsoring vendors. For more information, email [info@eci2.com](mailto:info@eci2.com), go to [www.eci2.com](http://www.eci2.com), or call 800-959-3367.

### **ECi™ Connects OMD® to Private Supply Network**

FORT WORTH, Texas – May 14, 2008 – eCommerce Industries, Inc. (“ECi”), a leader in industry-specific information technology solutions, will be integrating its OMD® business system software to the ECi Private Supply Network (PSN). Office equipment dealers will benefit from an expanded range of IT consumables and supply vendors, as well as the lower operational costs that will result from faster, more accurate purchasing.

The PSN will enable dealers using ECi’s OMD software to exchange data and conduct electronic transactions with suppliers and other trading partners via the company’s private, Internet-based network. The pilot phase of the project will offer Internet-based purchasing with business products wholesaler S.P. Richards Co. (SPR), with other suppliers to follow. Currently, more than 30 business and IT product manufacturers, wholesalers and buying groups are connected to the PSN.

“The PSN will be huge time-saver for OMD customers, dramatically improving the efficiency of purchasing consumables and other business products from wholesalers like S.P. Richards and Supplies Network,” said Don Weary, CEO of ECi’s Business Technology division. “We see the benefits every day with customers of other ECi divisions. Over one billion dollars of dealer purchases moved through the system last year, and the volume continues to grow.”

Using the PSN, dealers will be able to transmit purchase orders and receive electronic acknowledgements directly from their OMD software, without the need to upload or download files manually. The purchase orders will be updated automatically based on the received acknowledgements. Support for the PSN is included in the current version of the OMD software, release 2706.0. Dealers interested in finding out more about OMD, or other ECi products, should contact the company at 866-374-3221 or [info@eci2.com](mailto:info@eci2.com). For more information, email [info@eci2.com](mailto:info@eci2.com), go to [www.eci2.com](http://www.eci2.com), or call 800-959-3367.

### **ECi™ Recognizes “Dealers of the Year” and OP Technology Leaders**

FORT WORTH, Texas – May 1, 2008 – eCommerce Industries Inc. (“ECi”), a leader in industry specific information technology solutions, named Arlrite Office Supply Company of Atlanta, GA and Huron, SD-based Wheeler’s Business Products its “Dealers of the Year” at the company’s 2008 Growth Empowerment Awards. Two other dealers — Reliant Business Products, Inc. of Houston, TX and

Sayes Office Supply, Inc. of Alexandria, LA — were recognized for their outstanding use of ECi technology in business operations. The awards were presented on April 25 at ECi's Empowerment 2008 National Users Conference in Grapevine, TX.

"Technology plays a vital role in helping dealers compete against the superstores," said ECi COO Ron Books. "And now dealers are turning to companies like ECi to help them reduce costs in the face of a challenging economy. We wanted to recognize the dealers who are leading the way for the rest of the industry, using technology to preserve margins, grow sales and reengineer their businesses for when the economy eventually rebounds."

ECi solicited nominations for Dealer of the Year from industry wholesalers and buying groups based on criteria that included technology use, commitment to e-commerce, growth, and community involvement—with one award for a dealer in business five years or less and one for a dealer in business more than five years.

Artlite, a \$15 million per year, family-owned office products and furniture dealership founded in 1964, has experienced consistent growth over the past few years. The company reduced its staff during the same period by automating internal operations and emphasizing e-commerce. The other winner, Wheeler's Business Products, a \$2 million per year office products dealer, grew 34.4% last year alone by expanding into adjacent verticals such as furniture. The two winners were selected from over 40 nominees by a committee consisting of representatives from NOPA and industry publications and wholesalers.

ECi also presented Reliant Business Products and Sayes Office Supply with its Embracing Technology award. The award recognizes technologically progressive dealers using ECi's DDMS™ and Britannia™ business system software. To qualify for the award, dealers must not only be early adopters of new technology but also demonstrate the ability to utilize that technology to improve their business. Nominees also have a history of partnering with ECi to improve the software for the benefit of the entire customer base through participation in forums, product development task forces, and customer advisory groups. For more information, email [info@eci2.com](mailto:info@eci2.com), go to [www.eci2.com](http://www.eci2.com), or call (800) 959-3367.

## **EPSON CONTINUES TO VIGOROUSLY ENFORCE ITS INK CARTRIDGE PATENTS**

LONG BEACH, Calif. – May 6, 2008 – Epson America Inc. today announced that vigorous enforcement of its ink cartridge patents continues on many fronts following the Final Determination and Exclusion Orders by the U.S. International Trade Commission ("ITC"). The decision made in October 2007 bars imports of infringing ink cartridges for Epson printers.

"Epson strongly recommends that all importers and distributors of cartridges for Epson printers take appropriate precautions to avoid infringement and potential seizures and liability," said Alf Andersen, assistant general counsel, Epson America Inc.

The U.S. Customs and Border Protection Service (U.S. Customs), which is responsible for enforcing the ITC General Exclusion Order, has been inspecting incoming cartridge shipments and seizing infringing cartridges. Recently, the ITC issued a Seizure and Forfeiture Order against Mipo America Inc. of Miami, Fla., after a U.S. Customs seizure. Last month, U.S. Customs issued a Certification that requires all importers of new and refilled ink cartridges to certify, under penalty of perjury, that importation of the cartridges does not violate the Orders.

Earlier this year, Epson filed three enforcement complaints with the ITC against three large foreign suppliers of ink cartridges and their U.S. subsidiaries alleging continuing imports and sales of new and refilled infringing cartridges in violation of the ITC orders. The three foreign suppliers are Ninestar Technology Co. Ltd. of Zhuhai, China (supplier of G & G and OA100 brand cartridges); Mipo International Ltd. of Hong Kong (supplier of Mipo brand cartridges); and Cana-Pacific Ribbons Inc. of Vancouver, Canada (supplier of Butterfly brand and generic cartridges). The ITC has the authority to issue penalties up to the greater of \$100,000 for each day of importation and sales of infringing products or twice the commercial value of the infringing products. On May 1, 2008, The ITC instituted formal enforcement proceedings against the Ninestar and Mipo companies. The ITC has not yet acted on Epson's complaint against the Cana-Pacific companies.

In April 2008, Epson filed an additional patent infringement lawsuit in the U.S. District Court in Portland, Ore. against four prominent internet resellers of ink cartridges seeking permanent injunctions and compensation. The complaint alleges that the four companies continued to sell new or refilled ink cartridges that infringe 18 patents that collectively cover innovations in numerous on-carriage cartridges used in most Epson desktop inkjet printers, and off-carriage cartridges used in Epson large format inkjet printers. The defendants in the new lawsuit are Inkjetmadness.com, Inc., dba Inkgrabber.com of Simi Valley, Calif.; Acecom Inc-San Antonio, dba Inksell.com of San Antonio, Texas; Compree Inc., dba Meritline.com of City of Industry, Calif.; and Media Street Inc., dba Mediastreet.com of Deer Park, N.Y.

Epson recently took possession of 58,000 infringing inkjet cartridges from the bankruptcy trustee for MMC America Inc., which was the U.S. affiliate of Zhuhai Gree Magneto-Electric Co. Ltd., a Chinese conglomerate that manufactures MMC brand cartridges. The bankruptcy trustee surrendered the cartridges for destruction because the ITC Orders prevented their resale. In addition to the MMC America bankruptcy, many other foreign manufacturers and exporters of ink cartridges for Epson printers have closed their U.S. operations, apparently to avoid liability.

“Since U.S.-based resellers can be independently liable for substantial damages for patent infringement, Epson urges resellers to be very careful regarding claims of non-infringement and offers of patent indemnification from suppliers that have only a minimal presence in the U.S.,” said Andersen.

Epson maintains a Web site at <http://www.itc.epson.com/> to provide U.S. importers and distributors with timely information about the ITC action and related U.S. District Court lawsuits. The U.S. Customs Certification, ITC Exclusion Orders, ITC Seizure and Forfeiture Order, ITC Enforcement Complaints and U.S. District Court complaints referenced in this press release are all posted on the Web site with other useful information, including a summary of the legal requirements for refilled cartridges.

Epson Portland Inc., Epson America Inc, and Seiko Epson Corporation jointly filed the ITC action and numerous U.S. District Court lawsuits as part of Epson’s extensive worldwide effort to protect its intellectual property rights and investments in R&D to produce high quality, innovative printers and ink cartridges. Epson will continue to take whatever action is necessary to protect itself from ongoing infringements and unfair competition at every level of product manufacture, distribution and sale.

About Epson Portland Inc.

Epson Portland Inc. is the U.S.-based manufacturing subsidiary of Japan-Epson Corporation. Historically a printer manufacturer (from its opening day in July of 1986 until August of 2001 Epson Portland built over 15 million printers), the company currently manufactures ink cartridges for ink jet printers, refurbishes optical engines for LCD projectors and performs precision injection molding of proprietary plastic parts. Epson Portland manufactures over 35 million cartridges annually for sale in the United States and elsewhere.

About Epson America Inc.

Epson America is the U.S.-based marketing and service subsidiary of Seiko Epson Corp. Epson America offers an extensive array of award-winning image capture and image output products for the consumer, business, photography and graphic arts market throughout North, Central and South America. The company is also a leading supplier of value-added point-of-sale (POS) printers and transaction terminals for the retail market. Epson America Inc. is headquartered in Long Beach, Calif.

About Seiko Epson Corp.

Seiko Epson Corp. Is a global leader in imaging products including printers, projectors and LCDs. With an innovative and creative culture, Epson is dedicated to exceeding the vision and expectations of customers worldwide with products known for their superior quality, functionality, compactness and energy efficiency. Led by the Japan-based Seiko Epson Corp., Epson is a network of 107 companies around the world, and is proud of its ongoing contributions to the global environment and to the communities in which it is located.

## **KODAK Service and Support Honored for Service Delivery at 2008 WBR Field Service Conference**

### **Panel of industry experts selected winners among all service organizations.**

ROCHESTER, N.Y., May 15—Top honors for Most Innovative Approach to Service Delivery went to KODAK Service and Support at the 2008 WBR Field Service Conference recently held in Tucson, AZ. The award was presented in front of more than 300 senior level service industry professionals who gathered at Field Service to discuss best practices in customer service strategies that increase productivity and provide world class customer service. Kodak was selected for offering the highest first time fix rate, fastest response rate, and most cost effective service delivery strategy.

“Entry judges – service and support industry leaders themselves – cited Kodak for innovative new service delivery methods and evolving to meet customers’ changing needs,” said Karen Sherrill, Worldwide Service Director for Document Imaging. “We’re honored by Field Service’s recognition of the current initiatives and standards of excellence set by KODAK Service and Support.”

KODAK Service and Support is made up of more than 3,000 professionals reaching more than 120 countries. It is a leading multi-vendor integrated services provider, delivering consulting, installation, maintenance and support services for the commercial printing, graphic communications, document imaging and data storage industries. KODAK Service and Support professionals are uniquely qualified to provide services that control costs, maximize productivity, and minimize business risk.

“The Field Service Awards were created to recognize individuals and companies that support the customer experience and overall satisfaction through service initiatives, programs and processes,” said Jonathan Massoud, Executive Director, Field Service 2008. “Kodak’s long history of high quality service and support, along with its continuous efforts to improve service delivery, made the company an obvious choice for our judging panel.”

Entry highlights that caught the judges’ eyes included Kodak’s ability to maximize uptime for its worldwide customers who operate 24 hours a day; to service any product whenever and wherever needed; and to grow its service business by servicing products beyond those that the company manufactures.

The evaluation team noted that KODAK Service and Support successfully created a single, cohesive service unit from worldwide organizations that serve distinct, yet interrelated product segments. In addition, Kodak’s multi vendor services, global parts infrastructure, technical expertise, and global reach were listed as features of KODAK

Service and Support that led to Kodak's selection as the company with the Most Innovative Approach to Service Delivery.

J. Patrick Welch, Director of US Service Sales, Kodak Document Imaging, Graphic Communications Group, Kodak, presented a seminar on Focusing Your Service Organization on Recurring Revenue Opportunities. According to conference producers, the presentation was well received by attendees and organizers look forward to an update from Welch next year at Field Service in Palm Springs, CA. In addition to KODAK Service and Support, Welch discussed "selling the box" when selling service; integrating the customer's needs with service features; considering the entire customer life cycle; and keeping the workforce focused on organizational growth and revenue. More information about KODAK Document Imaging Scanners is available at [www.kodak.com/go/docimaging](http://www.kodak.com/go/docimaging).

### **PTi® Releases Universal Compatible Cartridges For Dell , IBM, and Lexmark Laser Printers**

Chatsworth, CA — May 1, 2008 — California based Printing Technology, Inc. (PTi®) released compatible replacement cartridges for the Dell 1720, IBM InfoPrint® 1612/1622, and Lexmark E250/E350/E450 series laser printers. A universal drum cartridge is also available.

"Universal cartridges are an excellent way for dealers to control inventory levels and reduce costs," says Tim Purugganan, PTi® Vice President of Marketing. Tim continues, "PTi's universal E450 cartridges are available with yields of 6,000 and 11,000 pages. Every cartridge is 100% post tested and has been engineered to work in several different printer models across three branded makes." For more information, contact PTi® world headquarters in Chatsworth, California, USA. Ph.#800-332-7306 or email: [info@ptiimaging.com](mailto:info@ptiimaging.com); [www.ptiimaging.com](http://www.ptiimaging.com)

### **PTi® Releases Compatible Brother TN580 and DR520 Cartridges**

**Chatsworth, CA — May 1, 2008 — California based Printing Technology, Inc. (PTi®) released compatible replacement cartridges for Brother HL5240, HL5250, and HL5280 series laser printers.**

"We believe offering high quality specialty cartridges is still the best way to break into new accounts," says Tim Purugganan, PTi® Vice President of Marketing. Tim continues, "Our R&D department puts in countless hours perfecting the build specifications that go into every cartridge we produce no matter how simple its technology may be. This enables our dealers to sell cartridges like our compatible Brother TN580 and DR520 with confidence, even to their most demanding customers or prospects." For more information, contact PTi® world headquarters in Chatsworth, California, USA. Ph.#800-332-7306 or email: [info@ptiimaging.com](mailto:info@ptiimaging.com); [www.ptiimaging.com](http://www.ptiimaging.com)

### **RechargExpo 2008 to be Held in Singapore from June 25-27**

Beijing – RechargeAsia Magazine, a fast-growing imaging industry publication focused on Asia, announced that the RechargExpo will be held from June 25-27, 2008 in Singapore. The Expo will be held at Singapore Expo, which is located just one train stop away from Changi Airport.

"This is our second year in Singapore, as we believe it is an ideal destination for everyone in the imaging industry located in Asia," said Sunny Sun, Managing Director of RechargeAsia Magazine. "Singapore, one of the only destinations in Asia that seamlessly merges international cultures and cuisines, is emerging as the hub of the imaging industry in Asia. We think people from Thailand to Taiwan, and of course native Singaporeans, will feel comfortable meeting and doing business there. Also, with its close proximity to Changi Airport and numerous local attractions, we believe visitors will find attending the RechargExpo to be very enjoyable, not to mention profitable."

This year, select attendees will have the chance to win an iPhone. To qualify for this prize, you must be among the first 1,000 registrants, attach your business card to your admission ticket and be present at the drawing win. Other prizes, including a free subscription to RechargeAsia magazine and free advertising space in the magazine, will be offered as well.

RechargExpo is free to attendees who register online before May 30. The cost for registering at the event is S\$45. Please visit [www.rechargexpo.com](http://www.rechargexpo.com) for details on registering for the event or reserving a booth. Information about the location, Singapore Expo, can be found at their website, <http://www.singapore-expo.com.sg/>. Information about the company can be found at [www.rechargeasia.com](http://www.rechargeasia.com)

### **2008 Remax Asia Pacific Ready to Go : Remax Asia Pacific is to be held from June 19 to 21 in Zhuhai, which is also known as "capital of printer consumables"**

This year, over 160 exhibitors from around the world enrolled in this year's trade show. Products and services to be shown almost cover all categories in the imaging industry, including ink cartridges, toner cartridges, ribbons, TTR, printing paper, ink, plastic parts, toner, OPC drums, wiper blades, magnetic rollers, and other consumables accessories; testing equipment, toner and ink refilling machine and other production equipment. It is estimated that more than 6,000 visitors will meet at Remax Asia Pacific to trade, learn and network.

This is the second time Remax Asia Pacific held in Zhuhai. Back in 2007, Remax Asia Pacific was held for the first time in Zhuhai and had a great success. 113 exhibitors from 13 countries and over 3500 visitors from 48 countries and regions took part in the show. Through Remax Asia Pacific, Zhuhai showed to the world her attraction as the centre of the imaging industry. Combining exhibition and factory visits is the uniqueness attracting visitors to the show.

The success of 2007 show creates more confidence and expectations for Remax Asia Pacific 2008. More people take Remax Asia Pacific as the place where they can meet the right suppliers or buyers, get to know the latest development of the industry, and exchange ideas and opinions with different people from the industry around the world. The organizer Recycler Publishing & Events also use its experience and expertise to promote the show through different channels across the world, aiming to create the most effective trade show in Asia Pacific region. A number of different activities are to be held through out 18th June to 21st June in order to create the best opportunity for business, education and fun.

Premax Conference: Wednesday, 18 June

Premax Conference is an important component of the Remax Asia Pacific. Speakers invited are mostly experts and industry leaders with extensive influence in the aftermarket industry. The hottest issues and the latest trends in the industry are always discussed in the conference. Therefore, Premax Conference always attracts attendance from business owners and senior managers from different companies.

This year, Premax Conference will be held on Wednesday 18 June at the conference centre at SSP, where is next to the exhibition hall. Managing Director and Publisher of Recycler Publishing & Events will share his observation on the global state of the remanufacturing industry. And Paul Jeffery, Managing Director of RPE Research, will shed lights on everything he knows about the Europe market, from patent to politics.

"Patent" has been the nerve affecting the entire industry development. Helen Duan, senior patent attorney will give the updates of the patents development. Especially, on April 16, Epson patent No.00131800.4 was decided invalid by the State Patent Office of China, which injected confidence into aftermarket industry. What effect will this patent case have on the entire industry? Ms Duan will share her point of view.

In addition, the Recycler will also invite more experts to explain to you the industry's most concerned topics. For more information, please pay attention to the updates on [www.visitremax.com](http://www.visitremax.com). For updates of Remax Academy, please visit [www.visitremax.com](http://www.visitremax.com).

### **BEI PROS announces the addition of Jeff Kelly to the executive staff!**

BEI PROS, an innovative Service profitability consultant group, provides the most extensive service assessment in the office products industry. Our proven assessment process results in a customized action plan that we develop and help you execute. We have a proven track record of achieving increased profits and improved service operations!

Wesley Chapel, Fl. April 24th, 2008 – Jerry Newberry, president of BEI PROS, is pleased to announce the addition of Jeff Kelly to the executive staff. Jeff has more than 20 years of experience in the office products industry both with Xerox Corporation, providing consultant services and working within the independent dealer environment. Jeff's area of expertise is maximizing service operational efficiencies and profitability. His addition to our staff will ensure than BEI Pros continues to provide unparalleled service improvements to the independent dealer environment.

Mr. Newberry adds "The service my company provides requires a specialized and extensive skill set that is required to quickly and effectively assess and improve service operations within our customer base". I hand picked Jeff Kelly for this position because I have worked with him in the past, I know his background, and his success in improving service operations and profitability. I am excited that he has decided to join our team!

BEIPros provides the most extensive analysis of service in the industry. This assessment provides a proven model of success to help dealers: structure, build accountability, enhance the effectiveness of the service management staff and position the company for continued improvement in service operations and profitability!

Our highly experienced team has demonstrated success in significantly improving operating margins, service operations through successful development and execution of our customized action plans to ensure your service organization achieves proven industry benchmarks. For more details and a complete package on how the BEI PROS team can help improve your service operations and margins, call Jerry Newberry at (813) 713-3592 or Jeff Kelly at 1-757-435-3752 [jerry.newberry@beipros.com](mailto:jerry.newberry@beipros.com) [jeff.kelly@beipros.com](mailto:jeff.kelly@beipros.com)

### **Canon U.S.A. Plants The Seed For The Canon Forest Program Nationwide Promotion Offers Consumers an Opportunity to Make a Difference in Their Communities With the Help of Canon**

Lake Success, N.Y., April 22, 2008 – Canon U.S.A, Inc., a leader in digital imaging, and the American Park Network today announced The Canon Forest Program, a nationwide promotional campaign. Beginning in May and running through August, for every 10 new and existing Canon Generation Green products registered, Canon will plant a tree and offer consumers the opportunity to take part in several volunteer programs that will help to revitalize urban parks, gardens and public lands<sup>1</sup>.

"Canon's commitment to the environment and helping to make it more sustainable is an inherent part of our corporate philosophy and product offerings," said Yuichi Ishizuka, senior vice president and general manager, Consumer Imaging Group, Canon U.S.A. "Through the Canon Forest Program, we want our customers to feel a connection with their Canon Generation Green products, knowing their purchases will contribute to planting trees and revitalization programs, which will help offset our collective carbon footprint."

Canon's Generation Green line of products, which includes its PIXMA, imageCLASS printer products and scanners, offers paper-saving technology and energy-saving measures, as well as minimal product packaging, all helping to contribute to the overall sustainability of the environment.

Canon believes that accountability is vital to its sustainability initiatives; this is why Canon, along with the American Park Network, will enable customers to keep track of the program's progress by visiting [www.usa.canon.com/green](http://www.usa.canon.com/green), when the program commences in May. Here visitors can register their new and existing Generation Green purchases; view a tree counter that will show where and how many trees have been planted, and other features on the site.

Canon established the industry's first and longest-running Cartridge Return Program in 1990. To date, more than 150,000 tons of toner cartridges have been diverted from landfills.

In addition to Generation Green, Canon U.S.A. protects future generations by helping to preserve nature's most valuable resources through the support of a wide range of environmental education and conservation initiatives, including the Canon Envirothon, one of North America's largest high school environmental education competitions; the PBS Nature series; and scientific research and educational programs at Yellowstone National Park. For more information, visit [www.usa.canon.com/environment](http://www.usa.canon.com/environment).

## **COLLINS DISTRIBUTING COMPANY WINS FIRST-EVER TOSHIBA AMERICA BUSINESS SOLUTIONS INC. DISTRIBUTOR OF THE YEAR AWARD**

### **Introductory North America Distribution Award Presented at Toshiba's 2008 National Dealer Meeting**

IRVINE, Calif., (May 1, 2008) – Toshiba America Business Solutions Inc. (TABS) proudly announced today that Collins Distributing Company (CDC) has won Toshiba's inaugural 2007 "Distributor of the Year" award. Presented to CDC national sales representative Brian Stevens at the 2008 National Dealer Meeting, held March 3 through 5 at the Four Seasons Resort Aviara in North San Diego, Calif., this prestigious honor recognizes CDC as the distributor that best demonstrated continued and consistent sales success and outstanding dealer support and satisfaction throughout the previous year.

"The distribution channel can be a very competitive and challenging business, and we are proud to have earned this award that recognizes our company and dedicated staff," said Collins. "Being named Toshiba's first-ever Distributor of the Year is especially thrilling, and a testament to the dedication and hard work put forth by every member of CDC, and we'll proudly display it in our Memphis office."

Having served the needs of dealers nationwide for more than 30 years, CDC became an authorized Toshiba distributor in 1999 and currently sells more than 1,500 Toshiba units annually.

"It is with great pride that we are able to present Collins Distributing Company with our newly-created Distributor of the Year award," said Larry White, vice president, Sales, TABS. "Bruce Collins and his team have demonstrated a commitment to their dealer customers that goes above and beyond the industry standard, and displayed a high watermark of sales success that made them the best choice for this award. On behalf of Toshiba, I want to say thank you, and offer my heartfelt congratulations to the entire staff at Collins Distributing Company for their continued support and dedication to Toshiba." For further information about Collins Distributing Company, please call (901) 396-4484 and ask for a personal representative. For more information on Toshiba copiers, facsimiles, multifunction printing products, network controllers or toner products, or for a dealer in your area, call (800)-GO-TOSHIBA or visit the TABS Web site at [www.copiers.toshiba.com](http://www.copiers.toshiba.com).

## **Dates set for Laser Printer Repair Training & Certification Courses in Southern California Metrofuser sets its inaugural schedule for ServicePLUS Training & Certification**

Roselle NJ – May 13, 2008 Laser printer parts manufacturer Metrofuser ([www.metrofuser.com](http://www.metrofuser.com)) announced that the inaugural schedule for its ServicePLUS training for the repair of HP laser printer will run from August 11th through 15th, 2008. These courses will count toward the ServicePLUS factory certification and will be held in Metrofuser's west coast training center in Santa Ana California just minutes from Disneyland. You can send your technicians to any or all of the classes available. The schedule is as follows:

Day 1, August	11th	Color Laser theory and troubleshooting
Day 2, August	12th	HP Color LaserJet 4600/4650/5500
Day 3, August	13th	HP Color LaserJet 4700/CP4005
Day 4, August	14th	HP LaserJet 9000/9050
Day 5, August	15th	Service Contracts Quoting and Writing

Metrofuser's ServicePLUS Training is a compilation of collaborative disciplines, parts theory, service management and general printer repair. Our classes provide students with hands-on, real-life scenarios challenging them to repair everything possible for each technology element with their own hands. Students break it, fix it, install it, troubleshoot it, integrate it, migrate it, upgrade it and deploy it. That's what makes Metrofuser's ServicePLUS Training better than others.

Metrofuser's ServicePLUS Training will provide technicians with all of the comprehensive tools needed by a novice and will prove to be more than sufficient for the industry expert looking to get certified. This includes one of the only suites of courses covering the management side of the field service industry. This integration between the parts and service industries has allowed us to author training so comprehensive it is backed by three types of certifications: Certified Imaging Specialist, Independent Service Professional, and Service Management Professional. These certifications provide a competitive edge by elevating the expertise of your team above and beyond that of your competitors.

Get Certified: Simply put, a technician that becomes certified has verified their professional ability relating to installation and support of network laser printers. This proof shows employers and clients that you possess the knowledge needed to service equipment right –the first time! Whether you are an entry-level or experienced technician, support printing and document imaging devices as only part of your job or are interested in expanding your credentials, Certification offers proof of your skills. All students will receive Certificate of Achievement for taking the course only thru passing the test you will be awarded a certification. Our Certifications include Service Manager Professional (SMP), Independent Service Professional (ISP) and Certified Imaging Specialist (CIS).

#### Who Should Attend?

- Entry-level technicians
- Seasoned technicians
- Help desk personnel
- Government technicians
- Repair / call center personnel
- Hardware manufacturer technicians
- Copier technicians
- Sales/Customer service personnel

About The Instructor/Author : David Burchell holds SMP, ISP, CIS Master Technician certifications and is the Director Of Support & Training for Metrofuser. He has been in the printer service industry for 9 Years working as the service manager and director of service for a INC. Magazine Top 500 Companies recipient. Under his tenure his service department grew 200%+ monthly and he managed contracts nationwide. David served in the US Army in Desert Storm as a tank driver and holds OEM certifications with Hewlett Packard, XEROX, Lexmark, Brother, Tektronix and Copystar.

About Metrofuser: Metrofuser remanufactures and distributes printer parts for HP and Lexmark laser printers. The company offers a broad array of laser printer products from its Eastern and Western distribution hubs including fusers, maintenance kits, boards, and paper handling assemblies. For more information, visit <http://www.metrofuser.com>, or call 888-Fusers-1 Ext 107

#### **DocuWare Web Client: New Era of Document Management Completely Maintenance-Free**

Newburgh, NY – May 1, 2008 – DocuWare, an integrated document management (IDM) solution provider, has announced a revolutionary Web based document management product: DocuWare Web Client. Functionality and performance that had previously only been possible for users working with Windows Clients is now available to users at any location. User-friendly Web 2.0 technology is the foundation of the new DocuWare Web Client, which allows users to quickly access a central document pool, without the need to install additional software or plug-ins on their local PC.

Whether it's scanned documents, e-mail, PDFs, Microsoft Office files or even CAD drawings – the new DocuWare Web Client provides quick access through a Web browser to any kind of archived document, from anywhere in the world. If product information, a price list, technical documentation or a contract is needed, all of this data can be searched, displayed, downloaded, stored and edited via the Internet. The Web Client even makes it easy to check the status of an order or shipment from anywhere, at any time. Even automatic workflow processes go uninterrupted with the help of the Internet. Task lists are centrally configured for a workflow and assigned to specific users. Employees working remotely are then seamlessly integrated into any process. Invoices can be checked from anywhere in the world and even authorized with an electronic stamp.

Part of Standard Package

The Web Client is now available as a standard part of a DocuWare system. It provides an easy way for all users – from a small business to an international enterprise – to benefit from Web based document management, without additional maintenance costs or fees.

#### No Effort, No Costs

Since there is no need to install a Client program on a local PC, maintenance costs do not apply. Users now enjoy a high level of functionality and performance that had previously only been available in Windows applications. The DocuWare Web Client is easily set up on a Server with the help of Wizards – there's no need for any special technical know-how. Configurations can also be customized, for example, to reflect a desired look and feel, required features and access rights to specific file cabinets and dialogs.

DocuWare's President of Product and Finance, Jürgen Biffar, emphasizes the product's revolutionary usability. "In developing the new DocuWare Web Client, we remained true to our philosophy of 'simple installation, simple administration and simple usability.' Even mid-sized companies can easily allow external employees, vendors and customers to access the central document pool – without additional costs."

#### Top Security

Access to a configuration is possible with a straight login or via Single Sign-On (where the Windows authentication is automatically transferred to the Web Client). Upon login, a user can immediately use the intuitively structured store and search features. Select lists, familiar search parameters and fulltext search are available to support the user. All file formats can be displayed and printed without having to install a special Browser plug-in. The highest security requirements are met since the DocuWare Web Client uses all the security mechanisms of the DocuWare system.

#### Technologically Ahead

The DocuWare Web Client is completely based on Microsoft ASP (Active Server Pages).NET and AJAX (Asynchronous JavaScript and XML). This guarantees high-speed access to the central document pool and seamless integration in Windows and Web applications. The same is true for Microsoft SharePoint Server: with the help of DocuWare WebParts, document management features can be easily integrated in other SharePoint applications. For more information on DocuWare, visit our website at [www.docuware.com](http://www.docuware.com).

### **DocuWare 5.1 with New TIFFMAKER More Convenience for Everyday Use**

Newburgh, NY – April 29, 2008 – DocuWare 5.1, the latest version of the integrated document management (IDM) solution, contains important enhancements of the TIFFMAKER module. While printing with color form overlays, documents can be archived fully automatically at the same time, even in color. Other new features: back pages and attached pages can be stored in the document pool and TIFFMAKER can be used in 64-bit mode.

An important advantage of DocuWare is that it can be integrated in every business/accounting application through universal features and interfaces. Self-generated records such as accounts receivable invoices, journals, reports and other lists are archived fully automatically by this IDM solution. Adding a form or letterhead as an overlay is also an option. One approach that DocuWare takes, for example, is by importing print spool data from a Windows operating system using its TIFFMAKER feature. The print data is then divided into individual documents, categorized, indexed and stored in an electronic file cabinet.

Color forms or letterhead in a PNG, JPG, or BMP format may also be added as overlays with DocuWare. Using DocuWare TIFFMAKER 5.1, documents can both be printed out and simultaneously stored in color along with the form/letterhead.

In addition, DocuWare 5.1 gives users the option to add back/attached pages automatically to any document. This means, for example, that general company policies can be printed on the backside of a document or a mailing can include company news or advertisements as an attachment. The user can determine if these back/attached pages should only be printed or if they should automatically be stored along with the rest.

The new TIFFMAKER module may also be run in 64-bit mode. This makes it fully functional with 64-bit Terminal Servers or within Citrix environments.

With all the expanded functionality, the IDM solution specialist gives users more flexibility for print output with the least amount of effort for printing, storing and searching. For more information on DocuWare, visit our website at [www.docuware.com](http://www.docuware.com).

### **New Features for DocuWare REQUEST Mobile Document Pool**

Newburgh, NY – May 8, 2008 – DocuWare's Integrated Document Management (IDM) software product DocuWare REQUEST, allows you to archive documents on any storage media, together with convenient search and display functions, with fulltext and foreign format viewer. The portable file cabinets are independent of any system – no software installation is required on the local computer.

Whether it's document distribution, long-term archiving, backup or disaster recovery – mobile file cabinets created with DocuWare REQUEST offer a convenient solution for every situation. You can store complete file cabinets or selected documents on any storage media, including CD, DVD, Blu-ray Disc (BD), USB stick or external hard drive, regardless of format or volume. For example, you can archive around a million scanned pages on a 50 GB Blu-ray Disc – that's about 2,000 folders! The mobile document pool can be accessed at any time, anywhere, without

the need for a DocuWare Client. The search and display functions, as well as the fulltext and foreign format viewer are all supplied on the compact storage media. There's no software installation involved, so searching is very fast. Statutory retention periods require that documents are archived for many years. But over time, the software that created an invoice may be outdated and may even no longer be available on the market. DocuWare REQUEST stores documents independently of any system so they can still be accessed, even decades later.

#### Flexible application

Typical applications include sales and technical customer service. Field operators can use the filters to create their own personal DVD of documents like leads, quotes, contracts, invoices and other sales-related literature. Service engineers can be given a DVD containing all the manuals, plans and spare parts for technical equipment. With the result that all the documentation they need is on hand, always up to date, and can be accessed without an Internet connection.

#### Detailed selection options

New DocuWare REQUEST 5.1 also makes managing large scanning projects easy. An extensive media management system means that if file cabinets are very large you can distribute the search feature, the database and the documents over several storage media. The user can then decide if only new documents added should be automatically burned onto a DVD together with the complete database. The updated database contains the index information for all documents, including those which the customer has already received on previous media. This ensures that all data can always be searched on the latest DVD. The mobile document pool is kept constantly up to date.

DocuWare REQUEST is now included in the standard IDM solution package, providing users with a long-time archiving feature and an automatic backup at no extra license cost. For more information on DocuWare, visit our website at [www.docuware.com](http://www.docuware.com).

### **Future Graphics Introduces Cost-Saving Seal Insertion System for Remanufacturing HP®2600™ Color Cartridges**

LOS ANGELES – Future Graphics announces a new Comprehensive System Solutions™ (CSS) patent-pending seal insertion system for HP®2600™ color cartridges.

Developed in the Future Graphics Research and Development Center, the innovative seal insertion system works without heat and without requiring the removal of the toner adder roll. Instead, the combination of fixture, tools and clamping mechanism properly aligns the new seal for maximum adhesive area coverage. This new system does not cause alterations of critical gaps and tolerances in the cartridge, reducing the potential for leaking/toner dusting.

A part of Future Graphics' Comprehensive Systems Solutions™, the seal insertion fixture and tool set (HP2600SEALCSS) greatly simplifies the remanufacturing of the cartridges for this globally placed line of SOHO color printers.

Complete instructions can be seen at Future Graphic's award-winning website, [futuregraphicsllc.com](http://futuregraphicsllc.com).

### **Future Graphics Releases Compatible Cartridges for Samsung CLP 300 Family**

Los Angeles, CA – Future Graphics announces compatible color cartridges for the Samsung CLP 300 printer family. The globally-placed SOHO color laser printer is a major reason Samsung is now the number two engine manufacturer in the world, and the high-quality, IP due diligence-assured FG components ensure ease-of-mind and consistently high profits for customers. Also compatible with the CLX 2160 and CLX 3160, the FG compatible toner cartridges (cyan, magenta, yellow and black) for CLP 300 provide comparable density and yield to the OEM and can be packaged in either four-color retail-ready boxes or generic white boxes. The compatible cartridges for Samsung CLP 300 are in stock and ready to ship from all FG global distribution centers.

### **Future Graphics Comprehensive Systems Solutions™ Universal Drum Pin Removal Tool for HP®3000/4700™ Series Cartridges**

LOS ANGELES – Future Graphics, the industry leader in color technology, announces an improved, patent-pending Drum Pin Removal Tool for increasing the speed, efficiency and profitability of the remanufacturing process for HP®3000/3600/3800/CP3505 /3500/3700™ and 4700/4730/CP4005™ color cartridges. The patent-pending Drum Pin Removal Tool (DRPINTOOL2) provides a quick, easy-to-use and reliable process for extraction and installation of drum spring pins in the wide range of HP® color cartridges. The improved, modular design of the tool protects OEM spring pins from splitting or mushrooming, a frequent result of other methods, and allows easy replacement of any damaged parts of the tool itself. Complete instructions for using the Drum Pin Removal Tool, along with a demonstration video, are available 24 hours a day online at Future Graphics' award-winning website, [futuregraphicsllc.com](http://futuregraphicsllc.com).

### **First to Market Comprehensive System Solution for HP® P1005™/P1006™, P1505™, M1522™**

Los Angeles, CA – Only five months after the OEM release, Future Graphics is pleased to announce a complete Comprehensive System Solution™ (CSS) for the HP® P1005™/P1006™, P1505™ and M1522™. Replacements for the 1012 series, the P1005™/P1006™, P1505™ and M1522™ monochrome desktop printers are the lowest-priced SOHO channel laser printers ever released by HP. At just over 4 cents per page, the OEM consumables represent the highest ever cost-per-page for an HP® monochrome printer, which translates as great profit opportunities for remanufacturers. The Comprehensive System Solution™ from Future Graphics includes performance-matched MK Imaging toner and OPC, fully functional chip, wiper blade, recovery blade, doctor blade, lay-in seal and drill-hole fixture. It was first confirmed at the MK Imaging and Future Graphics Research and Development Centers that the OEM product uses a magnetic polymerized toner that was previously unseen in the market. The solution developed by MK Imaging/Future Graphics is a specially formulated pulverized toner that has been engineered to perform similarly to OEM magnetized chemical toner when used in conjunction with a co-engineered MK Imaging drum. Due to this proprietary process, and efficient toner usage, the solution from FG will not cause waste bin overflow while meeting OEM standards for page yield. Another critical aspect of CSS is the design and production of affordable and easy-to-use tooling and jigs. The patent-pending drill-hole fixture for the P1005/P1006 and P1505 simplifies the remanufacturing process and reduces damage risk to the auger. There are two separate jig holes to accommodate the differences of the P1005 and P1006 and a fill plug is included with the kit. "While many may view new technology as a threat, we at Future Graphics LLC view it as an opportunity for the aftermarket," said Luke Goldberg, Senior VP, Future Graphics. "The first months after a printer release, the OEM enjoys a 100% share. This represents a huge opportunity for our customers as opposed to older technology as it becomes commoditized. New technology allows FG and our customers to set themselves apart from lower-cost producers who cannot -- and will not -- invest in the leading-edge technology that is necessary for the long term success of the R and R industry." All of the supplies and components for remanufacturing the P1005/P1006 and 1505 are in stock and ready to ship. Ask your Future Graphics LLC sales rep for a complete new product release kit which includes technical specs, OEM benchmark information, and critical component analysis.

### **Color Imaging Introduces 100% New Compatible Toner Cartridges for the Dell 3000cn/3100cn and 3010cn Printers**

Norcross, GA. – Color Imaging, Inc. a manufacturer of OEM and aftermarket toner product since 1989 announced the release of 100% new compatible toner cartridges for the Dell 3000cn/3100cn printers and the Dell 3010cn printer. These products are available and can be ordered from Color Imaging's online store for customers who have registered. Specials, products coming soon and catalogs are also available on the site. CONTACT COLOR IMAGING, INC. Toll free phone 800-783-1090 / Fax 800-783-9010, Phone 770-840-1090 / Fax 770-840-6846 . Email: [Sales@colorimaging.com](mailto:Sales@colorimaging.com), Visit: [www.colorimaging.com](http://www.colorimaging.com)

### **Docuware**

DocuWare, an Integrated Document Management (IDM) software solutions provider, has a never before published (web or print) article featuring a book and periodical merchandiser and distributor.

This company distributes and merchandises books, magazines and other periodicals as a partner in the second largest magazine and book wholesale operation in North America. Each year, over 500 million copies of these publications must be received, processed, delivered and tracked for their customer list, which includes all major discount stores and supermarkets in their region.

By implementing an IDM solution, the company is able to invoice with increased accuracy - invoicing 32% above their paper based process. They have improved customer service, while eliminating paper storage expenses, which has positively impacted their bottom line. They now have a disaster recovery plan in place, while easily complying with retention regulations.

- Additional 32% invoiced over paper system-before growth
- No added personnel needed to handle corporate growth through acquisitions
- Improved customer service
- Eliminated paper storage expense
- Disaster Recovery Plan
- Compliance with Retention Regulations

We have a written study, a release and pictures that we are offering as an exclusive release - but only on a first-come, first-serve basis. With your commitment to publish our study, we will grant exclusivity. This study is available in Word. If you prefer we can arrange an interview with the reseller who sold the solution and/or with the end-user. Because we sell only through resellers we ask that all contact be coordinated through DocuWare. If you have any questions about the study or wish to take advantage of this opportunity please contact Mary Williams at [mary.williams@docuware.com](mailto:mary.williams@docuware.com)

### **PSS releases HP 35a and 36a compatible USA made cartridges to its lineup**

PSS a manufacturer of USA made compatible toner cartridges has released the HP P1505 (CB436a) and HP P1006 (CB435a). In addition the Xerox Phaser 7750 colors and Dell 3100 drum unit has also been released. We are currently reviewing the Brother TN-360. All of PSS products are made in the USA and backed by superb technical support and customer service. PSS offers same day shipping, no minimum order requirements, blind drop shipping and large selection compatible toner cartridges. For further information and monthly specials, call (888) 376-7311.

#### Print Audit Selected as Finalist for 2008 Software CEO Innovation Awards

Calgary, Alberta - May 6, 2008 - Print Audit, the leading print management software developer, announced today that it has been selected as a finalist for the 2008 SoftwareCEO/CompTIA Software Innovation Awards. The awards recognize products, ideas and business models that break with conventional software ideas and processes, producing results that go well beyond marginal improvements. Judging criteria for the awards include scope of the problem or opportunity addressed by the innovation, how novel the innovation is, and the impact of the innovation on the industry.

Print Audit was selected as one of five finalists in the "Company Achievement in Innovation" category for its print management and tracking solution, Print Audit 5. Print Audit 5 is the most comprehensive suite of print tracking and print management products available. The three modules that comprise the suite are used to analyze, reduce and recover costs along with the resources associated with printing and plotting to all networked, local and direct to IP printers.

"For years, SoftwareCEO has provided us with resources that have helped Print Audit become the number one print management company in the industry," said John MacInnes, President and CEO of Print Audit. "I am honored that the CompTIA organization and SoftwareCEO have selected Print Audit as a finalist." "SoftwareCEO's annual Software Innovation Awards recognize our industry's efforts and accomplishments in bringing innovative products and new business models to market," said David Sommer, chief operating officer, CompTIA, and publisher of SoftwareCEO. "The companies selected as finalists for these prestigious awards are delivering real business value to customers with their products and services. We are pleased to recognize their achievements."

Award winners will be announced at the CompTIA Software Marketing Perspectives Conference & Expo May 7-9, 2008 at the Santa Clara (California) Convention Center.

About SoftwareCEO: SoftwareCEO is a resource-packed electronic newsletter and web portal built by software executives for software executives. It's the software industry's "Page One" for information and advice on software marketing, software sales, software business, software pricing and financing, and software services. For more information about SoftwareCEO, please visit: <http://www.softwareceo.com>

#### Strengthens GLUON's European Presence

Maplewood NJ - May 6, 2008 - GLUON® Inc., a leading provider of cross-platform, enterprise-class applications for workflow management, production tracking, and productivity enhancement for the graphic arts and publishing industries, today announced a reseller agreement with Mediatoolbox, Limited. Located 30 miles north of London, Mediatoolbox - a systems integrator and solutions developer - will offer GLUON products and solutions to the graphic arts, printing, and professional photography market in Europe. "Tony O'Neill, Managing Director of Mediatoolbox, brings nearly thirty years experience in the graphic arts industry where he has developed insight into the day-to-day issues that affect graphic designers, marketers, printers, and their clients," said Peter Albertsen, Vice President of Sales, GLUON Inc. "He will be very valuable as a systems integrator, consultant, and value-added reseller promoting GLUON products in the European market. We also look forward to Tony's input into the continued development of existing products and future product development." "We are absolutely delighted to enter into this agreement to benefit both companies going forward as regards the European mainland," said Tony O'Neill, Managing Director, Mediatoolbox. "We are not only impressed by the mature and innovative product suite that GLUON offers, but also their total commitment to the client as regards to support and customer communication." From May 29 through June 11, Mediatoolbox and GLUON will present GLUON products at Drupa 08, Düsseldorf, Germany, in Hall 8a D25 with printer partner Punch Graphix. For more information, visit [www.media-toolbox.com](http://www.media-toolbox.com) or call +0044 (0) 1525 379747. To learn more: [www.gluon.com](http://www.gluon.com) or (888) 458-6698.

#### ILG (INTERNATIONAL LASER GROUP) EXPANDS JUMBO CARTRIDGE OFFERINGS BY INCREASING YIELD HP 4000 JUMBO COMPATIBLE

Woodland Hills, CA – ILG (International Laser Group), a top-five compatible imaging products manufacturer with distribution centers strategically located in every major geographic region of the United States is proud to announce their "SUPER??" JUMBO cartridge for HP LaserJet 4000 series printers.

"ILG is committed to the development of JUMBO products - including our first-to-market JUMBO color innovations." says Gary Michaels, CEO of World-Wide Operations. "We believe in supporting our cost-per-page dealers with unique solutions. In addition, ILG JUMBO products help save the environment and offer a significant savings to consumers at the same time."

"Our JUMBO 4000 cartridge has been one of our most popular JUMBO products and now yields 150% more than the Hewlett-Packard standard-yield cartridge and 50% more pages than HP's high-yield C4127X cartridge." Added Joe Shulman, Vice President. "By increasing the yield to 15,000 pages, consumers replace fewer cartridges and dealers expand their margins. ILG's cartridge lineup includes more than 20 JUMBO products including cartridges for Brother, Canon, HP, Dell and our innovative and popular JUMBO color compatibles." Contact ILG at (800) 937-2880, or visit [www.ilglaser.com](http://www.ilglaser.com).

#### **ILG, (INTERNATIONAL LASER GROUP) EXPANDS XEROX COMPATIBLE LINEUP WITH HIGH-YIELD COLOR COMPATIBLES FOR XEROX PHASER 7750**

Woodland Hills, CA – ILG, (International Laser Group), one of America's Top-five manufacturers of premium compatible imaging supplies, announced the release of their compatible color cartridges for the Xerox Phaser 7750 Series color laser printer.

"ILG offers one of the most complete lines of high-quality Xerox compatible cartridges. We carry SKUs for more than 100 Xerox printers and color represents almost half." said Joe Shulman, Vice President. "When a set of Xerox brand Phaser 7750 cartridges retails for more than \$1,000, our product allows for generous dealer margins as well as a significant savings to consumers. This is a true win-win product for everyone!"

ILG's Phaser 7750 cartridges offers a print-yield matching the OEM at 32,000 pages black and 22,000 for cyan, magenta and yellow. As with all ILG manufactured products, the Phaser 7750 cartridges undergo rigorous testing against stringent Quality Assurance specifications. Each component is meticulously analyzed and tested, ensuring that every ILG cartridge meets or exceeds OEM performance standards. Contact ILG at (800) 937-2880, or visit [www.ilglaser.com](http://www.ilglaser.com).

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#### **Kyocera Mita America's Data Security Kit Offers Advanced Encryption and Overwrite Capabilities for Company's Looking to Protect Their Confidential Information**

FAIRFIELD, New Jersey - April 29, 2008 - Kyocera Mita America, one of the world's leading document solutions companies, announced today it has been awarded ISO 15408 Certification for Data Security Kit (C) for their monochrome workgroup multifunctional products. Data Security Kit (C) meets Evaluation Assurance Level 3 (EAL3)

requirements, conforming to the standards set forth and known as Common Criteria. With the announcement of this certification, Kyocera is building on its strategy to providing innovative products and solutions that meet the security initiatives and requirements of today's business. Kyocera is committed to ensuring organizations with ways to best protect their confidential documents, information and assets, while providing a reliable deterrent to unauthorized activity and access. Data Security Kit (C) is the latest security kit option to achieve ISO 15408 certification.

Taking an aggressive step toward ensuring its customers can meet both compliance requirements, as set forth by Sarbanes-Oxley (SOX), HIPAA, or other federal government mandates, as well as stringent data security needs to ensure secure printing, sending and coping of highly confidential materials, Kyocera Mita America has added critical enhancements to its Data Security Kit, including Hard Disk Drive (HDD) Overwriting and Data Encryption. Data Security Kit (C) will overwrite all data on the standard HDD at the device level immediately after each copy, print and scan job is completed. Additionally, with fast and efficient encryption at the HDD included in the process, both the data management table and image data are eliminated; further ensuring data integrity is maximized.

"Security is a critical part to an organization's business strategy, and protecting the data that is printed, scanned and copied has become not just an essential part of that strategy, but also ensures the daily operations and workflow of that organization are maximized," said William Cassidy, associate director, Product and Solutions Marketing, Kyocera Mita America. "Kyocera continually seeks to achieve the highest level of security certifications, and the enhanced Data Security Kit (C) ensures customers can confidently perform their job functions without feeling that their confidential documents are over-exposed."

The new Data Security Kit (C) is compatible and ISO 15408 certified for Kyocera Mita America's KM-5050, KM-4050, KM-3050, KM-3060 and KM-2560 workgroup multifunctional products (MFPs). It is also available as an option for the FS-9530DN and FS-9130DN workgroup printers. For more information about Kyocera's compliance and certifications on its products and solutions, please visit: [www.kyoceramita.com](http://www.kyoceramita.com) <<http://www.kyoceramita.com>>.

### **MSE Releases HP 5200 Universal Compatible Cartridge**

VAN NUYS, Calif. – Micro Solutions Enterprises (MSE) is now manufacturing a universal compatible cartridge to replace Q7516A & Q7570A. MSE's universal HP 5200 yields an average of 15,000 prints at 5% coverage and is compatible with the HP LaserJet 5200 series (5200, 5200dtn, 5200tn) as well as the HP LaserJet M5025 MFP and M5035 series (M5035 MFP, M5035x MFP, M5035xs MFP) printers. MSE cartridges are made in the USA and are available for outsourcing and private label. MSE manufactures and distributes a full line of compatible toner cartridges, MICR toner cartridges, inkjets and thermal transfer ribbons. MSE is known for high quality toner cartridges, innovation in the industry and outstanding customer service; having been voted #1 for three years in a row by the readers of Recharger Magazine. MSE's manufacturing capacity now exceeds 300,000 toners and 500,000 inkjet cartridges per month. MSE owns and operates more than 250,000 square feet of space at its facilities in California and Pennsylvania as well as additional distribution facilities in Canada, Holland and Brazil. The company offers full solutions for outsourcing, private labeling, private packaging and blind drop shipping. MSE also offers a suite of high-end marketing tools and extensive product and sales training. Contact MSE at (800) 673-4968, 1-818-407-7500 or visit [www.mse.com](http://www.mse.com)

### **MSE Increases Lexmark Compatible Offering**

VAN NUYS, Calif. – Micro Solutions Enterprises (MSE) announces the release of Lexmark X644H01A high yield and X644X11A extra high yield compatible cartridges. MSE's high yield cartridge is compatible with the X642e, X644e and X646e series of Lexmark multifunction printers and produces an average yield of 21,000 prints at 5% coverage. The extra high yield cartridge for use in Lexmark's X644e and X646e multifunction series yields an average of 32,000 prints at 5% coverage. MSE Brand cartridges are backed by an industry leading 3 Year warranty and are manufactured in the U.S. MSE manufactures and distributes a full line of compatible toner cartridges, MICR toner cartridges, inkjets and thermal transfer ribbons. MSE is known for high quality toner cartridges, innovation in the industry and outstanding customer service; having been voted #1 for three years in a row by the readers of Recharger Magazine. MSE's manufacturing capacity now exceeds 300,000 toners and 500,000 inkjet cartridges per month. MSE owns and operates more than 250,000 square feet of space at its facilities in California and Pennsylvania as well as additional distribution facilities in Canada, Holland and Brazil. The company offers full solutions for outsourcing, private labeling, private packaging and blind drop shipping. MSE also offers a suite of high-end marketing tools and extensive product and sales training. Contact MSE at (800) 673-4968, 1-818-407-7500 or visit [www.mse.com](http://www.mse.com)

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### **Muratec America, Inc. Announces Organizational Changes**

Muratec America, Inc., manufacturer of multifunction office equipment and business productivity solutions, announces today that effective April 1, 2008, Jim D'Emidio, currently Vice President, Sales and Marketing, will become President of Muratec America, Inc.

D'Emidio replaces Yutaka Moriwaki, who has been promoted to General Manager of Muratec Sales Limited, the domestic sales division of Murata Machinery Limited.

D'Emidio joined Muratec in 1987 as an Area Sales Manager. He quickly ascended the ranks serving in a number of sales management positions, as well as overseeing the Muratec national accounts program. Since 1997 he has held the position of Vice-President, Sales and Marketing.

"Jim D'Emidio is one of the industry's most respected executives and I'm confident that under his leadership Muratec will accelerate revenue growth and market share," said Moriwaki. "The past three years have been a period of growth for me and I would like to thank the Muratec staff and our dealers for their support. Although it's hard to leave such a great team, having the opportunity to lead the domestic sales division is a tremendous opportunity and will assist Muratec in expanding in other markets."

"This organizational restructuring will lead to a stronger Muratec that achieves profitability and market share gains globally," says D'Emidio. "In order to accelerate growth in the North American market we will combine our best-in-class customer service and technical support with a renewed focus toward product innovation, technology acquisition and solution portfolio enhancement to create a new value proposition for the dealer channel that will increase focus on Muratec placements and stimulate revenue growth."

Muratec America, Inc., is a manufacturer of multifunction digital office equipment and business productivity solutions. The company is a Plano, Texas-based subsidiary of Murata Machinery, Ltd., a privately held multinational corporation based in Kyoto, Japan. Visit [www.muratec.com](http://www.muratec.com) for more information.

### **New Features for DocuWare REQUEST Mobile Document Pool**

Newburgh, NY – May 8, 2008 – DocuWare's Integrated Document Management (IDM) software product DocuWare REQUEST, allows you to archive documents on any storage media, together with convenient search and display functions, with fulltext and foreign format viewer. The portable file cabinets are independent of any system – no software installation is required on the local computer.

Whether it's document distribution, long-term archiving, backup or disaster recovery – mobile file cabinets created with DocuWare REQUEST offer a convenient solution for every situation. You can store complete file cabinets or selected documents on any storage media, including CD, DVD, Blu-ray Disc (BD), USB stick or external hard drive, regardless of format or volume. For example, you can archive around a million scanned pages on a 50 GB Blu-ray Disc – that's about 2,000 folders! The mobile document pool can be accessed at any time, anywhere, without the need for a DocuWare Client. The search and display functions, as well as the fulltext and foreign format viewer are all supplied on the compact storage media. There's no software installation involved, so searching is very fast. Statutory retention periods require that documents are archived for many years. But over time, the software that created an invoice may be outdated and may even no longer be available on the market. DocuWare REQUEST stores documents independently of any system so they can still be accessed, even decades later.

#### **Flexible application**

Typical applications include sales and technical customer service. Field operators can use the filters to create their own personal DVD of documents like leads, quotes, contracts, invoices and other sales-related literature. Service engineers can be given a DVD containing all the manuals, plans and spare parts for technical equipment. With the result that all the documentation they need is on hand, always up to date, and can be accessed without an Internet connection.

#### **Detailed selection options**

New DocuWare REQUEST 5.1 also makes managing large scanning projects easy. An extensive media management system means that if file cabinets are very large you can distribute the search feature, the database and the documents over several storage media. The user can then decide if only new documents added should be

automatically burned onto a DVD together with the complete database. The updated database contains the index information for all documents, including those which the customer has already received on previous media. This ensures that all data can always be searched on the latest DVD. The mobile document pool is kept constantly up to date.

DocuWare REQUEST is now included in the standard IDM solution package, providing users with a long-time archiving feature and an automatic backup at no extra license cost. For more information on DocuWare, visit our website at [www.docuware.com](http://www.docuware.com).

### **DocuWare Web Client: New Era of Document Management Completely Maintenance-Free**

Newburgh, NY – May 1, 2008 – DocuWare, an integrated document management (IDM) solution provider, has announced a revolutionary Web based document management product: DocuWare Web Client. Functionality and performance that had previously only been possible for users working with Windows Clients is now available to users at any location. User-friendly Web 2.0 technology is the foundation of the new DocuWare Web Client, which allows users to quickly access a central document pool, without the need to install additional software or plug-ins on their local PC.

Whether it's scanned documents, e-mail, PDFs, Microsoft Office files or even CAD drawings – the new DocuWare Web Client provides quick access through a Web browser to any kind of archived document, from anywhere in the world. If product information, a price list, technical documentation or a contract is needed, all of this data can be searched, displayed, downloaded, stored and edited via the Internet. The Web Client even makes it easy to check the status of an order or shipment from anywhere, at any time.

Even automatic workflow processes go uninterrupted with the help of the Internet. Task lists are centrally configured for a workflow and assigned to specific users. Employees working remotely are then seamlessly integrated into any process. Invoices can be checked from anywhere in the world and even authorized with an electronic stamp.

#### **Part of Standard Package**

The Web Client is now available as a standard part of a DocuWare system. It provides an easy way for all users – from a small business to an international enterprise – to benefit from Web based document management, without additional maintenance costs or fees.

#### **No Effort, No Costs**

Since there is no need to install a Client program on a local PC, maintenance costs do not apply. Users now enjoy a high level of functionality and performance that had previously only been available in Windows applications. The DocuWare Web Client is easily set up on a Server with the help of Wizards – there's no need for any special technical know-how. Configurations can also be customized, for example, to reflect a desired look and feel, required features and access rights to specific file cabinets and dialogs.

DocuWare's President of Product and Finance, Jürgen Biffar, emphasizes the product's revolutionary usability. "In developing the new DocuWare Web Client, we remained true to our philosophy of 'simple installation, simple administration and simple usability.' Even mid-sized companies can easily allow external employees, vendors and customers to access the central document pool – without additional costs."

#### **Top Security**

Access to a configuration is possible with a straight login or via Single Sign-On (where the Windows authentication is automatically transferred to the Web Client). Upon login, a user can immediately use the intuitively structured store and search features. Select lists, familiar search parameters and fulltext search are available to support the user. All file formats can be displayed and printed without having to install a special Browser plug-in. The highest security requirements are met since the DocuWare Web Client uses all the security mechanisms of the DocuWare system.

#### **Technologically Ahead**

The DocuWare Web Client is completely based on Microsoft ASP (Active Server Pages).NET and AJAX (Asynchronous JavaScript and XML). This guarantees high-speed access to the central document pool and seamless integration in Windows and Web applications. The same is true for Microsoft SharePoint Server: with the help of DocuWare WebParts, document management features can be easily integrated in other SharePoint applications. For more information on DocuWare, visit our website at [www.docuware.com](http://www.docuware.com).

### **DocuWare 5.1 with New TIFFMAKER More Convenience for Everyday Use**

Newburgh, NY – April 29, 2008 – DocuWare 5.1, the latest version of the integrated document management (IDM) solution, contains important enhancements of the TIFFMAKER module. While printing with color form overlays, documents can be archived fully automatically at the same time, even in color. Other new features: back pages and attached pages can be stored in the document pool and TIFFMAKER can be used in 64-bit mode.

An important advantage of DocuWare is that it can be integrated in every business/accounting application through universal features and interfaces. Self-generated records such as accounts receivable invoices, journals, reports and other lists are archived fully automatically by this IDM solution. Adding a form or letterhead as an overlay is also an option. One approach that DocuWare takes, for example, is by importing print spool data from a Windows operating

system using its TIFFMAKER feature. The print data is then divided into individual documents, categorized, indexed and stored in an electronic file cabinet.

Color forms or letterhead in a PNG, JPG, or BMP format may also be added as overlays with DocuWare. Using DocuWare TIFFMAKER 5.1, documents can both be printed out and simultaneously stored in color along with the form/letterhead.

In addition, DocuWare 5.1 gives users the option to add back/attached pages automatically to any document. This means, for example, that general company policies can be printed on the backside of a document or a mailing can include company news or advertisements as an attachment. The user can determine if these back/attached pages should only be printed or if they should automatically be stored along with the rest.

The new TIFFMAKER module may also be run in 64-bit mode. This makes it fully functional with 64-bit Terminal Servers or within Citrix environments.

With all the expanded functionality, the IDM solution specialist gives users more flexibility for print output with the least amount of effort for printing, storing and searching. For more information on DocuWare, visit our website at [www.docuware.com](http://www.docuware.com).

## **FAROUDJA CARRIES UNIVERSAL HOPPER FIXTURE**

Faroudja Toner now carries an universal hopper fixture for holding hoppers while you work, it was announced. "The great thing about this device is it holds almost all hoppers big or small, and you'll have both hands free for precision assembly tasks" explained marketing director Tim Farrell. The fixture is very rugged, versatile and easy to use. The fixture has a rack in front that safely can hold a mag roller or doctor blade; and there is also a tray in front to hold screws or small parts. "It saves you time and improves the quality of hopper remanufacturing" added Farrell. Faroudja Toner, in San Carlos, California, sells a wide range of recharging tools, from splitting machines and toner vacuums to dust collectors, presses and custom-made cutting implements. Contact Faroudja Toner by phone at 650-593-3862, fax at 650-593-3817, or visit [www.faroudjatoner.com](http://www.faroudjatoner.com).

## **Faroudja Offers Bulk Toner for the Xerox 7300**

Faroudja Toner has released color toner in bags for the Xerox Phaser 7300. 10 kilogram (22 pound) bags are sold for black, cyan, yellow and magenta, and can be purchased individually or in multiple quantities. "We've had these in bottles for some time, and the demand at first wasn't that great." explained president Phil Faroudja. However, sales have grown and we're pleased to now offer these in the bulk bags as well." The Xerox 7300 is easy to recycle, and no smartchips are required. Faroudja also carries a drum and drum fuse for the cartridge. Faroudja Toner, in San Carlos, California, additionally stocks color toner for Hewlett-Packard, Tektronix, Minolta QMS and supplies a wide range of parts and recharging tools. Contact Faroudja Toner by phone at 650-593-3862, fax at 650-593-3817, or visit [www.faroudjatoner.com](http://www.faroudjatoner.com).

## **West Point Products Completes Acquisition of Multi-Laser**

Valley Grove, West Virginia April 18, 2008 - West Point Products, a leader in the imaging supplies industry, announced today that it has completed the acquisition of Multi-Laser, Inc. of Ganaonque, Ontario, Canada.

As previously announced, West Point Products will have a significant Canadian presence including a sales office, distribution center, and production operations. "The acquisition of Multi-Laser gives West Point Products the foundation necessary to strengthen the commitment and support provided to our current Canadian customers and will enable us to increase our presence in the Canadian market place." said Tom Day, CEO of West Point Products.

"We are extremely pleased to have completed this acquisition. The Multi-Laser employees are world-class and we are extremely proud to be joining forces with them." said Joe Lucot, President and COO of West Point Products. "West Point Products has a solid operating platform, which will be implemented in the Canadian operations, this combined with the Multi-Laser people will give us a world class Canadian presence." said Lucot.

As part of the Multi-Laser acquisition, West Point Products becomes a Distributor of PrintFleet™. A leader in print management, PrintFleet™ is an independent software vendor that specializes in the development of print management and assessment software solutions, training and support programs for dealers and distributors in the imaging industry. "The combination of superior consumables and outstanding print management ensures that West Point Products will be a significant player in the office printing markets." said Brian Cosgrove, CEO of Multi-Laser. West Point Products has been a leading producer of compatible imaging supplies since 1972 and is both ISO9001:2000 and STMC certified. West Point Products produces exclusively in the United States and Canada. Contact: Amanda Trafford – Marketing Manager, West Point Products, P: 1-800-338-2274 x 232, F: 1-866-338-6767.

PSI to Unveil Full Color Stationary & Mail Laser Printer solution at MAILCOM 2008 in Atlantic City - April 29 – May 2  
A solution that provides press quality results but can be done in house

Mississauga, ON, Tuesday April 22, 2008 – PSI Engineering, an industry leader in Laser Mail Printer Solutions, material handling and document automation plans to introduce the [Laser Mail 3655](#) – Full Color Envelope Printer at MAILCOM 2008 in Atlantic City on April 29 – May 2, 2008.

PSI's Full Color Stationary & Mail printer is the latest printer being introduced in the company's laser mail series. With the ability to print in Full Color - variable data information like addresses, indicia, personalized messages and graphic images all in "one pass" and "on demand", the Laser Mail 3655 offers an economical alternative to press printing. It also delivers a clear, crisp and wrinkle free envelope that makes a great first impression, an important factor to consider when doing direct mail initiatives. Another factor in getting direct mail pieces opened ahead of the competitions is using color on the envelopes – a quality feature of PSI's Laser Mail 3655.

At booth # 247, John Panunto and Frank Bonsu will be demonstrating how the Laser Mail 3655 system prints wrinkle free – high impact full color envelopes; "on-demand". "The Laser Mail 3655 brings envelope printing to a whole new level." states John Panunto, President of [PSI Engineering](#). "Imagine being an owner of a small business doing a direct mail marketing initiative with a limited budget." Continues Mr. Panunto. "You have to make these marketing dollars work for you. With the Laser Mail 3655, these small business owners can send multiple mailings with Full Color targeted messages like "Only 3 weeks Left", "Only 2 Weeks Left", Special Offer, etc ... They can quickly respond to marketplace conditions and alter or target their marketing message on the envelopes accordingly, a tasks that would be difficult to do with pre printed envelopes." concludes Mr. Panunto.

About PSI Engineering

PSI Engineering is an industry leader in Laser Mail Printer solutions, material handling and document automation. Its unique printing and feeding solutions ensure that every organization is operating at their peak productivity, while maintaining a low-operating cost and unparalleled quality. Printing solutions are ideal for printing envelopes and a wide assortment of specialty stock. PSI provides cost effective printing solutions for the direct mail, manufacturing, distribution, packaging, order fulfillment industries, biopharmaceutical companies, banks, educational institutions, hospitals and the photofinishing industry.

<http://www.printpsi.com>

## **RISO INTRODUCES NEW SERIES OF DIGITAL DUPLICATORS**

The newly launched CZ and EZ series will provide greater productivity, versatility and cost containment to enhance a customer's overall in-house printing capabilities

Danvers, MA – April 22, 2008 – RISO, Inc., a leading manufacturer of high speed printers and duplicators, announced today the introduction of two new series of digital duplicators: the CZ and EZ series. The new EZ series, which includes the EZ220, EZ390 and EZ590 models, are designed to enhance productivity, print quality and offer a host of features not previously possible with traditional office printing equipment. The CZ180 is also being introduced as the first model in the new CZ series.

With their adaptability and easy-to-use design, RISO's digital duplicators reduce operating and capital costs, which have earned the entire product line the distinction of an ENERGY STAR rating for low energy use. The new CZ and EZ models are designed to meet the needs of organizations that require versatile spot color and monochrome printing while also being cost-effective. Hundreds of thousands of customers currently use RISO digital duplicators as production printers in high volume environments.

"This new line of digital duplicators will continue the RISO tradition of offering our customers a better, more efficient alternative to traditional photocopying," said David Murphy, Vice President of Marketing for RISO, Inc. "These new models will deliver innovative methods of managing and diversifying our customers' in-house printing capabilities, while delivering a product with exceptional print quality at a truly affordable price."

The highlights of these new digital duplicators include: CZ180: Designed as an entry-level spot color digital duplicator for schools, this model offers 300 dpi imaging, legal-sized imaging and printing, ADF scan top, and an LED keypad user panel in a compact, table-top device. RISO's CZ180 is a compact and easy-to-use digital duplicator for those requiring low-cost, versatile, on-demand duplicating.

EZ220: Intended for use by schools, churches and small associations that require spot color and monochrome printing solutions, the EZ220 digital duplicator offers 300 dpi imaging, legal-sized imaging and printing, glass platen and an intuitive LED keypad user panel. Print quality is improved through new tone smoothing and enhancements made to numerous modes including books shadow, pencil, auto base and duo.

EZ390: Developed for mid-size customers such as churches and schools that require ledger-sized printing and scanning, this digital duplicator offers 600e dpi imaging, glass platen and an intuitive LCD touch panel interface.

EZ590: Designed for businesses and organizations such as schools, churches and in-plants that require more sophisticated controls with easier access, this fully loaded ledger-sized digital duplicator with built-in GDI controller offers 600e dpi imaging, 11" x 17" printing and scanning, glass platen and an LCD touch panel interface. The model also features USB 2.0 PC interface, USB Flash Print and RISO USB Print Manager.

All these light production printers above are equipped with RISO's i Quality System for optimum performance. The EZ line features integrated User Management, RISO Print Count Viewer, ID Counter Report and Meter Reports. In addition, both the CZ and EZ models are designed to be environmentally friendly. Like all RISO digital duplicators, these new models are ENERGY STAR compliant. With low power consumption, eco-friendly soy

ink, and natural-fiber masters, RISO's digital duplicators are a sound environmental choice. To Request more information about RISO's complete suite of digital printing solutions, call 1-800-876-7476, or visit the Web site at <http://us.riso.com>

## **TOSHIBA AMERICA BUSINESS SOLUTIONS INC. WINS PRESTIGIOUS SOFTWARE PRODUCT OF THE YEAR AWARD**

### **Toshiba's e-BRIDGE Re-Search™ e-Discovery Solution Earns Top Honor at 15th Annual AeA High-Tech Innovation Awards**

IRVINE, Calif., (May 5, 2008) – Toshiba America Business Solutions Inc. (TABS) proudly announced today that e-BRIDGE Re-Search™ has captured the "Software Product of the Year" award from the Orange County chapter of AeA, the largest high-tech trade association in the U.S. Presented to TABS at the 15th Annual AeA High-Tech Innovation Awards, held on April 29 at the Hyatt Regency Hotel in Irvine, Calif., the "Software Product of the Year" award identifies the most pioneering and forward-thinking solutions designed, developed and distributed by technology companies based in California's Orange and Inland Empire counties.

"AeA was very pleased with the high-quality of nominations this year. The level of innovation was truly impressive," said Don Hicks, executive director, AeA Orange County/Inland Empire. "AeA congratulates Toshiba and its employees for developing the award winning e-BRIDGE Re-Search software."

Toshiba's e-BRIDGE Re-Search software is the first unified, cross-platform, distributed data management system to provide businesses with the ability to automatically index, track and recall archived documents with a single software solution.

e-BRIDGE Re-Search empowers customers to not just find the right information, anyplace, anywhere, at anytime, whether it is on on-line, near-line, or off-line storage, but also perform data management actions on the distributed data. This easy-to-use and intuitive e-Discovery solution brings businesses to 100 percent compliance with the Dec. 1, 2006 amendments to the Federal Rules of Civil Procedures (FRCP).

"We are very proud to have won this product innovation award from such a respected organization as the AeA," said Steve Rhorer, vice president and general manager, Electronic Imaging Division, TABS. "Having Re-Search singled-out with such an honor demonstrates that we are delivering on our promise: to continue to lead innovation in our market by developing efficient and distinctive document management products and solutions for business customers."

On display at the 35th annual Association of Legal Administrators (ALA) Conference at the Washington State Convention and Trade Center in Seattle from May 5-8, Toshiba's e-BRIDGE Re-Search software removes the need for a company to individually key search tags or parameters on files as they are scanned or stored on the network—saving time, resources and the company's bottom line. The software solution uses search engine technology integrated into a file management system and unstructured database, delivering a unique and intuitive solution for finding data anywhere on a network while simultaneously identifying relationships between different sets of data.

Through using the e-BRIDGE Re-Search solution, businesses can manage all information recalled through a legal discovery process in-house, without the need to resort to highly specialized, services-based legal firms. The solution dramatically reduces the most costly and time-intensive part of the discovery process, and manages the information in-place without disrupting users' workflows. Toshiba's e-BRIDGE Re-Search is currently available through Toshiba's nationwide network of dealers. To find the authorized Toshiba dealer nearest you, please visit [www.copiers.toshiba.com](http://www.copiers.toshiba.com). For more information on Toshiba copiers, facsimiles, multifunction printing products, network controllers or toner products, or for a dealer in your area, call (800)-GO-TOSHIBA or visit the TABS Web site at [www.copiers.toshiba.com](http://www.copiers.toshiba.com).

### **West Point Products Expands Xerox and Dell Compatible Product Offerings**

West Point Products Inc., Valley, Grove, West Virginia – West Point Products recently announced the expansion of their Dell and Xerox product lines to include the compatible Dell 1720, Dell 1815 and the Xerox WorkCentre PE220.

The compatible Dell 1720 / 1720 N and the Dell 1815 both produce a high printing volume of 25,000 pages; while the Xerox PE220 produces a printing volume of 5,000 pages. All three of these latest releases from West Point Products are ideal for the SOHO market, due to the compact size of the printer and competitive price points of the supplies. These products are just a few that are slated for release within West Point Product's 2008 product roadmap.

West Point Products operates under strict testing guidelines and ISO 9001:2000 quality management policies, which work to ensure premium products and overall customer satisfaction. West Point Products feels it is important to stay ahead of the technology curve to provide dealers with the latest, cost effective products and solutions to support their customers.

West Point Products has been a leader in the compatible imaging supplies industry since 1972 and is one of only a handful of companies in the imaging industry to proudly hold both ISO 9001:2000 and STMC certifications.

West Point Products has multiple distribution centers strategically placed throughout the US and Canada to ensure prompt delivery directly to you or your customers. For more information regarding West Point Products, please visit us at [www.westpointproducts.com](http://www.westpointproducts.com)

**Katun Corporation introduces dozens of new toner cartridges for use in HP, Kyocera Mita, Samsung and other OEM printers and MFP's**

Offering includes high-quality new-build monochrome toners for Kyocera Mita machines and remanufactured color toner cartridges for widely placed HP color printers.

MINNEAPOLIS -- (May 6, 2008) -- Katun Corporation, the world's leading alternative supplier to the office equipment industry, is proud to introduce dozens of new Katun Performance toner cartridges for many of today's most popular laser printers, fax machines and multi-function peripherals.

"We are very pleased to add these unique Katun Performance products to our rapidly growing printer/MFP portfolio," said Joe Wagner, vice president of marketing. "Including two exclusive Katun new-build cartridges for use in very popular Kyocera Mita FS 1920-series and FS 3820-series applications, as well as high-quality remanufactured cartridges for current-generation HP color applications, these new products will not only strengthen the breadth of our product offering, but their premium performance also sets us apart from other aftermarket companies."

With these most recent product introductions, Katun's portfolio of toner cartridges for printers, fax machines and MFP's now exceeds 200 products. This comprehensive range of Katun Performance products – whether new-build or remanufactured – provides tremendous savings versus OEM cartridges, and provides optimal, industry-leading product performance that meets or exceeds end-user expectations. Katun Performance products are tested and benchmarked in Katun's state-of-the-art, STMC-certified research and development laboratory.

As with all Katun products, these laser toner cartridges may be ordered via the Katun Online Catalogue – Katun's one-stop Internet resource that allows registered customers to locate and order thousands of Katun products, while accessing real-time information about their orders and accounts.

**About Katun Corporation**

Headquartered in Minneapolis, Katun Corporation is the world's leading supplier of OEM-compatible imaging supplies, photoreceptors, fuser rollers, parts and other select products and services for the office equipment industry. With nearly three decades of expertise, the privately held Katun now serves more than 19,000 customers in more than 170 countries. For more information, or to access the Katun Online Catalogue, visit Katun online at [www.katun.com](http://www.katun.com).