

# MILNER INC.

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## WE KNOW WHAT DOCUMENTS GO THROUGH



August-September 2009



## KIP Wide Format Printers Now Available From Milner

**Wide format color on a range of media now a reality**

Milner Document Products, Inc. has expanded its portfolio of industry-leading hardware and software solutions to include KIP, the leading innovator in wide format printing. KIP is a major provider of wide format digital solutions for the architectural, engineering and manufacturing industries – solutions that deliver efficient, dependable, consistently high

quality performance.

Among the products available from Milner are the KIP Color 80 print system designed for printing professionals that require high-speed production of color and monochrome technical documents, business communications and display graphics. The system is a comprehensive solution for wide format color imaging; spanning the full spectrum of applications from architectural, engineering, and construction documents to posters, signs, and photo enlargements—with maximum quality and performance.

KIP Color 80 excels in power, simplicity and quality for cost effective color print production. With an operational speed of 2,160 square feet per hour, it is the single most productive wide format LED color printer in the world. High demand printing with long unattended runs is made possible via four integrated media roll decks, a manual cut-sheet feeder and integrated finishing systems. The immediate benefits are increased capacity and operational efficiency..

### Technical Documents

Manufacturers, industrial design firms, engineering contractors, builders, architects and government agencies all rely on technical drawings to successfully communicate business messages. Not simply limited to black and white lines on paper, these documents encompass the full spectrum of color 3D renderings, graphical inlays, exploded view schematics, technical diagrams, manufacturing plans, architectural renderings and geographical maps.

### Display Graphics & Business Communications

The KIP Color 80 system produces lightfast, UV-proof prints that do not fade due to exposure to light. Colorful banners, bulletins, and signs posted in hallways or placed in windows attract attention while large, full color business-style graphics deliver the right message at meetings, sales presentations, and legal briefs. *(See KIP, Pg. 4)*

## Milner Document Products, Inc.

MILNER is one of the nation's largest independent office product dealers representing premier brands like HP, Ricoh, Konica Minolta and Oki Data. Leveraging technologies from these vendors as well as Comsquared, EFI and others, Milner offers customers "best in class" products and solutions to save money, improve efficiencies and gain competitive advantages. From print/copy/scan/fax devices, managed print services to document management solutions, Milner professionals will help you address your business challenges.

# MILNER INC.

(800) 875-5042

## **Ricoh Aficio MP 2550C Recognized for Environmental Performance**

Five Star Rating for Environmental Performance from Buyers Laboratory Inc.

The Ricoh Aficio MP C2550 color MFP was awarded a five star rating from Buyers Laboratory Inc. (BLI) in environmental performance. As a result of BLI's rigorous evaluation process, the device was recognized as offering the lowest annual energy consumption and cost of all the Segment 2 models tested to date.

During the testing, the Aficio MP C2550 used significantly less energy in all running modes, including color, black-and-white, simplex, duplex, copy and print, when compared with competitive models in its speed range.

BLI's environmental performance test takes into account energy consumption as well as recovery time. While low energy consumption is an important efficiency measurement, it cannot be used to its fullest potential if the device requires a long recovery time from sleep mode. Therefore, BLI's tests take recovery time into account. The Aficio MP C2550's recovery time from sleep mode was considerably faster than average, resulting in more energy savings with less waiting time, earning it a 5-star rating in this aspect of testing along with its 5-star rating for energy consumption. Thanks to quick recovery technologies such as a compact, heat responsive fusing unit and new PXP color toner with a low melting point, more energy savings is possible with less waiting time.

### **Konica Minolta MFP and Printer Products Honored by Better Buys for Business and Buyers Laboratory Inc.**

Better Buys for Business has named Konica Minolta a 2009 Editor's Choice Award winner for the following products: bizhub C552, bizhub C652, bizhub PRO 950 and bizhub PRO C6501P. Award selections were based on rigorous analysis of all current competitive models for inclusion in comprehensive product guides.

Better Buys for Business recognized Konica Minolta with the following awards:

- bizhub C652 and bizhub C552 as Editor's Choices in the iGuide Color Copier Guide
- bizhub PRO C6501P and bizhub PRO 950 as Editor's Choices in the High-Volume Printers Guide

Additionally, BLI has awarded Konica Minolta three Spring 2009 "Pick of the Year Awards" for the bizhub 751/601 Series and the magicolor 7450 II grafX, as well as awarded an "Outstanding Achievement Award" for Konica Minolta's exclusive MyTab Printer Driver. BLI's semi-annual awards are given for products that measure up as the best in BLI's comprehensive evaluations.

BLI recognized Konica Minolta with the following awards:

- bizhub 751 as "Pick of the Year Award" winner in the 70- to 90-ppm monochrome MFP segment
- bizhub 601 as "Pick of the Year Award" winner in the 51- to 60-ppm monochrome MFP segment
- magicolor 7450 II grafX as "Pick of the Year Award" winner in the mid-sized workgroup color printer segment
- Konica Minolta's exclusive MyTab Printer Driver as an "Outstanding Achievement Award" winner

### **Konica Minolta bizhub PRO C65hc Receives International Award**

The Konica Minolta bizhub PRO C65hc received the European Digital Press (EDP) Association Award for its dependable color and productivity, and brilliance in digital color. The EDP jury, consisting of experts in engineering, journalism and independent consulting, chose Konica Minolta's innovative printing system for its unsurpassed color reproduction as the best full color light production print system in the marketplace.

Featuring revolutionary High Chroma toner (HC toner) developed by Konica Minolta, the bizhub PRO C65hc color production print system provides an unprecedented number of colors and exceptionally bright color saturation for graphic arts companies, commercial printers, advertising agencies and other creative groups.

The bizhub PRO C65hc stands out from other products in its class due to its unsurpassed color quality, its impressive media flexibility and comprehensive inline finishing options. The system processes up to 65 color letter-sized pages a minute and easily manages media of up to 300 gsm. To facilitate selection, the bizhub PRO C65hc comes in different configurations, targeted to the most frequent customer finishing requirements. In addition, HC toner requires lower fusing temperatures than conventional toners while also producing lower CO2 emissions.

"This honor positions Konica Minolta as a true pioneer in the production print marketplace, and allows our customers to count on Konica Minolta for all of their high impact color imaging needs," said Kevin Kern, vice president of marketing, KMBS USA.

## Ricoh Launches Pro Series High-Volume Digital MFP's

### Series Upgrade Features Enhanced Speed, Productivity and Finishing

Ricoh Americas Corporation, a leading provider in digital office equipment, recently launched the Ricoh Pro 907EX/Pro 1107EX and Pro 1357EX Digital Imaging Systems. These systems feature enhancements to the current Ricoh Pro 906EX/Pro 1106EX and Pro 1356EX series, which launched in May 2008, including advanced performance and improved finishing features.

The Ricoh Pro 907EX/Pro 1107EX/Pro 1357EX leads the market in print speed with 135 pages-per-minute (ppm), and offers faster performance due to its enhanced memory architecture, which includes a standard 512 MB RAM (upgradeable to 1.5 GB) and a 320 GM Hard Disk Drive.

Flexible finishing options give customers more variety of professionally-finished documents, without losing valuable production time. The Ricoh Pro 907EX/Pro 1107EX/Pro 1357EX can create perfect-bound books up to 400 pages (duplex) using its in-line Perfect Binder, and Ricoh's Ring Binder Unit can produce ready-to-distribute ring-bound booklets that are seamlessly punched and bound completely on-line. These features significantly reduce labor costs when printing bound books, passing on additional savings to customers.

## ▶ **HOT** Products

### **OKI CX2032 Color MFP**

**\$88.88/Month Promo**

**Contact your local Milner sales rep for details...**

Print, copy, scan, and fax for increased productivity. Print speeds of up to 20 ppm in color, 32 ppm in black & white.

High Definition Color printing technology for outstanding print and copy quality. Hassle-free networking; easy-to-use functionality. Full-featured analog fax and Scan to PC/network/e-mail or FTP site . Plus, 50-sheet auto document feeder and 400-sheet paper capacity. For 11 x 17 printing, check out the OKI CX2633 Color MFP.



### **OKI CX3461 Color MFP**

**EFI Sendme & Fiery Standard**

The CX3641 MFP is ideal for business color users with an eye for consistent, accurate color output from their office machines. They can take advantage of access to fast, incredibly precise color printing and copying through the embedded EFI Fiery System 8e controller and accompanying software. Yet with all of its advanced technology, the CX3641 MFP is remarkably simple to use.



### **NEW! OKI CX2633 Color MFP**

**TABLOID-SIZE COLOR PRINTING; SMALL FOOTPRINT**

There has never been a multifunction product like the CX2633 MFP. Never before has a fast, wide-format color MFP been so affordable. The CX2633 MFP from OKI Printing Solutions is a ground-breaking combination—and a giant step forward in wide-format printing, copying, scanning and faxing for your business.

- Scan pages up to tabloid-size and send digital files to multiple destination
- Print, copy, scan and fax in a wide range of document sizes and formats with ease
- Fast throughput to enhance efficiency at 33 pages per minutes black and white; 26 ppm color

## Ricoh Announces Print Copy Scan Director

### A Software Upgrade for the Popular Print Director Software

Ricoh recently announced the release of Print Copy Scan (PCS) Director 6 to customers through its partnership with Print Audit, a leading provider of print tracking and copy auditing solutions.

With this upgrade, customers are able to reduce environmental impact, as well as costs, through tools that manage printing and copying activity, report charge-backs, and identify the cost of printing across entire organizations. Included with PCS Director 6 is a data migration tool for easy upgrade from Print Director 5 for current customers, as well as new analysis, rules and recovery features for greater flexibility and ease-of-use.

PCS Director 6 users will find an updated features set which allow for better tracking. Not only can PCS Director 6 now track color jobs, as well as black & white at the page level, it can also track multiple page sizes in jobs. Enhanced pricing options and new pricing levels now make it possible for copy, scan and plot jobs to each have its own cost per page, while specifying pricing at multiple levels.

PCS Director 6 offers new analysis features such as a revamped reporting engine which makes graphical reports more visually appealing.



### KIP Color 80

*(Cont'd from Pg. 1)*

KIP Color 80 prints are ideal for most applications because of their ability to deliver high resolution image quality at production print speeds with low operational costs.

#### Versatile Media Handling

The KIP Color 80 supports a broad selection of media types for specific applications. Compatible media includes standard bond and photo gloss paper; technical and graphic vellums and films; billboard blue back and self-adhesive substrates. In addition, the KIP Color 80 system handles extended paper weights from 18 to 32lb. bond and 3 to 4mil film to further extend printing possibilities. The leading innovator in wide format printing and image capture technology. KIP is a major provider of wide format digital solutions for the architectural, engineering and manufacturing industries – solutions that deliver efficient, dependable, consistently high quality performance.

#### Monochrome Wide Format Printers

KIP's industry-leading digital wide format monochrome systems range for the KIP 3100 (6 'D', A1 size sheets per minute) to the production class KIP 9200 (22 'D', A1 size prints per minute).

#### For More Information

To learn more about the entire KIP line of wide format printers contact your local Milner sales rep or call (800) 875-5042 or email [info@milner.com](mailto:info@milner.com).

## Milner (Atlanta) Open House & Technology Showcase August 19

From 11 a.m.-5p.m., we will be featuring the Konica Minolta bizhub systems, and the latest trends and technologies in document management, digital and color printing, cost recovery and much more.

If you've been wondering "What's New in Technology?" or if you need a solution that can help you save money and time and achieve regulatory compliance, this event is for you.

RSVP by August 14:

Contact Yvonne Meeks at [ymeeks@milner.com](mailto:ymeeks@milner.com) or (770) 734-5388 or go online at [www.milner.com/openhouse](http://www.milner.com/openhouse).

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