



Large Format Scanning & Printing *e-news*

President's Message: Revolutionary New Graph- tec System at IRGA Show.

On May 19th in Hollywood Florida Paradigm Imaging, in conjunction with Western Graphtec, will set a new standard for wide format scanning and copying when they preview new wide format products that will change the way we look at wide format scanning and large format color copying. In addition to these new Graphtec products Paradigm will also be showing the Colortrac line of scanners and the Graphtec JW1000 Wide format color printer. [IRGA members can visit us at booth 101.](#)

Paradigm Imaging Receives Largest Multiple Colortrac Scanner Order Ever!

Paradigm Imaging is pleased to announce that we have received our largest multiple scanner order ever from one of their resellers. This order was for 30 Colortrac scanners for a major pilot program in the GIS market space.

“This was a major victory for Paradigm Imaging” states Frank Diument Regional Sales Manager for Paradigm Imaging. “We worked long and hard to help this reseller earn and win this business.”

“We realized early on in the sales cycle that this particular customer needed streak free quality, reliability and the flexibility to be able to access a wide range of products with the same common software platform, and that’s why we steered them towards the glassless Colortrac scanners” added Diument. “Glassless scanners run streak free.”

“Having access to all three major scanner lines also gave us the added value of being able to present and recommend the right solution for this application” comments Randy Geesman with Paradigm Imaging.

“If this particular pilot program proves to be successful this customer will standardize on the Colortrac platform and install many more scanners around the country” adds Geesman.

New Graphtec Scanners Re- ceive Incredible Response at AIM Show in New York.

Paradigm Imaging is pleased to announce two new wide format scanners from Graphtec, the CS300 and CS400. The CS300 is a 256 bit color scanner and the CS400 is a full 24 bit RGB scanner.

These are the fastest wide format scanners on the market today” states Steve

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Special points of interest:

- Agfa Chooses Paradigm Imaging to Resell Sherpa Eco Solvent Printers Into Reprographics Market.
- Paradigm Imaging Receives Biggest Multiple Colortrac Scanner Order Ever!
- Graphtec, the NEW CS300 and CS400 —The fastest wide format scanners on the market today.
- Marilu Rodriguez—Paradigm’s Sales Support Guru.
- New Promotions on Banner Stands & Graphtec Scanners & Printers!

Blanken with Paradigm Imaging. “They scan in the monochrome mode at 9 inches per second and in the color mode at 3 inches per second at a true 400 DPI. There is no other scanner on the market today that runs at these speeds in the 400 DPI mode this truly is **BLAZING SPEED**” adds Blanken.



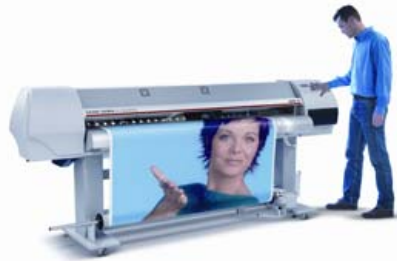
In addition to these incredible speeds the Graphtec scanners come standard with firewire and USB 2 connections. They have push button adjustment for fragile documents and come with the most powerful and versatile scan to file and scan to print software on the market today.

Agfa Chooses Paradigm Imaging to Resell Sherpa Eco Solvent Printers Into Reprographics Market

Agfa Corporation and Paradigm Imaging have entered into an agreement for Paradigm Imaging to sell the Agfa line of Eco Solvent printers into the Reprographic Market Space.

“We look at Agfa quickly becoming a leader in this technology and are excited to be representing their products into this market space,” states Randy Geesman. “Their cor-

porate strength combined with our sales expertise and field presence in this market make this a perfect partnership,” adds Geesman.



Visit www.scantopia.com for info.

Paradigm Imaging Group Adds Color Graphics Specialist

Paradigm Imaging welcomes Steve Marsh to our color production department. Steve comes to Paradigm with a strong background managing graphic reproduction departments. “ Steve supervised the reprographics departments at Pikes Peak Reprographics and Reliable Reprographics, two of the best reprographic companies in the industry and will be a great addition to the Paradigm production team,” states Randy Geesman.



Steve has over eight years of experience working with most of the software and printing equipment

in the color graphics world. Along with knowledge, Steve brings a strong work ethic and great communications skills.



Steve is looking forward to getting acquainted with our existing customers and working with new clients. He is a great fit with the rest of our team and has already implemented practices to smooth the workflow and organize the department.

What’s New at Paradigm Imaging Group!

- *Paradigm Imaging to resell Agfa Grand Sherpa Universal Eco Solvent printers.*
- *Paradigm Imaging picks up Graphtec cutters for resale into their channel.*
- *JW1000 6 color printer now on GSA*
- *Graphtec launches CS300 and CS 400 high speed wide format scanners.*
- *Paradigm becomes Platinum reseller for Onyx.*

Meet The Paradigm Imaging Group Employee!

Meet Marilu Rodriguez:



Marilu is Paradigm's Sales Support Guru. Her official duties range from processing orders for the graphics department to coordinating product

shipments and assisting customers and Account Managers in the processing credit applications and sales orders. Everyone appreciates Marilu's attention to detail and unflappable demeanor. Even on the days when the phone does not stop ringing and her inbox is filling up faster than her outbox Marilu remains unruffled. We also

appreciate her unofficial job duties of making sure we all remember to laugh and not let the day's challenges get in the way of having a little fun. Linh Pham Paradigm's Office Manager says, "Marilu has very good people skills. She is thorough with her tasks and is still congenial at all times with her co-workers and customers. She is a delightful person to work with!"

Marilu came to Paradigm in January of 2001, with a background in credit analysis. She enjoys working with all of the people at Paradigm and appreciates how everyone gets along. Her goal when she started at work was to become more knowledgeable and proficient at her job. Now that she has achieved that goal she wants to find ways to grow and help Paradigm achieve its goals of expansion and continued success.

In her spare time you will find Marilu salsa dancing, working out, doing web



design, or playing her keyboard. If you ever run into Marilu at a game arcade DO NOT let her challenge you to a hoop-shooting contest. She is a ringer with the b-ball; just ask Account Manager Keith Roberts and President Randy Geesman who have been shut-down twice during our company Dave and Busters outings! **Girl Power!**

Unbelievably Low Prices on Banner Stands!

2 - For \$169.00

Nylon hard carrying case included



Color: Silver and Black, width options - 33.5" or 39.5", height - up to 88" - wt: 4 lbs.

2 - For \$99.00

Optional Literature Holder.



Nylon carrying case included

Color: Black and Silver, Maximum Banner Size is 24" x 72" - wt: 3.5 lbs.

This Promotion Valid While Supplies Last So Hurry!

Paradigm Imaging Offers Wholesale Prices On Banner and Display Stands. The Above Telescopic and Tripod Banner Stands Are Light Weight and Easy to Assemble. They Are Made From Top Quality Materials and are Available At The Lowest Prices!



Paradigm Imaging Group

www.SCANtopia.com or Call 888.221.7226

From Canada Call: 714.432.7226

Get a Graphtec JW1000 36" Printer for \$995!

That's Right! For a Limited Time, Buy a Graphtec CS2000 Color Scanner & get a 36" JW1000 Printer for Only \$995!

This Promotion Valid Until May 31th, So Hurry!

**CS2000
\$13,995**

High-performance, full-color 39" wide scanning is yours with the CS2000 color scanner. Features like 24-bit color, 800dpi (600dpi optical) resolution, 3.8"/sec. scanning speed and fully integrated software will meet or exceed your scanning needs.



CS2000 - 39" Wide
(2-yr Onsite Warranty)

JW1000 MSRP - \$6,895

**JW1000
\$995**



JW1000 - 36" Wide
(1-yr Onsite Warranty)

A 1" wide head with 1,280 nozzles for each of the 6 colors combines high speed with sharp detail and output speeds of 70 seconds for an A1 size print. Whether your field is GIS, surveying, architecture, or machinery, the JW1000 will output all your drawings with sharp, crisp definition.

2 Year On-Site Warranty
The Best Warranty In The Industry!
Available on CS 2000 During This Promotion!

Program Details: Buy a Graphtec CS 1000 scanner for \$13,995 and get a JW 1000 printer for \$995. Limit one per customer. Promotion ends May 31, 2004 or while supplies last.



Paradigm Imaging Group
www.SCANTopia.com or Call 888.221.7226
From Canada Call: 714.432.7226

Locate Your Paradigm Imaging Sales Manager



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Click on your state to e-mail your nearest sales manager. All of our sales representatives can be reached at 1-888-221-7226.

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Visit Our Dealer Website at:
www.SCANTopia.com

Paradigm Imaging Group is a large format solutions provider whose expertise extends from scanning and printing products to imaging systems integration, software development and product distribution. Paradigm counts among its clients, companies in reprographics, architecture, engineering, construction and manufacturing, as well as numerous public agencies at all levels of government. Since 1989, Paradigm has grown to become a leading provider of large format scanning and document management solutions. As both a service bureau and as a custom solutions provider, Paradigm Imaging Group is uniquely positioned to share with it's clients the experience gained from using imaging products on a day-to-day basis and the knowledge gained through developing document imaging products.