

## Large Format Scanning & Printing e-news

### Regional Reprographic Shows - Huge Success for Paradigm Imaging.

Paradigm Imaging recently exhibited in three of the four regional reprographic shows, The Central Reprographics Association in Dallas, The South Eastern Reprographics Association in Atlanta and the Eastern Reprographics show in Mystic, Connecticut.

“We were excited to be part of these events and came away from each event optimistic about our opportunities with in these associations,” states Randy Geesman with Paradigm Imaging.

“The events were well attended and I enjoyed the chance to meet with people face to face,” said Keith Roberts, sales rep for Paradigm.

“We demonstrated a couple of our premier products, got an excellent response and look forward to building and expanding our relationships within these organizations,” added Geesman.

### Meet The Paradigm Imaging Group Employee!

#### Meet Kirby Lambert:

Paradigm had to go to the wide-open spaces of Texas to find Tech Support Manager Kirby Lambert. Kirby’s extensive background in the Wide Format and Graphic Arts industry make him the perfect candidate for assisting customers with their technical needs.

Lambert came to Paradigm in August of 2003. His career began in the late sixties working in a printing shop. He served as Technical Director for MGI Studios, Sales

and Technical support for Tekgraf and was also North American Sales and Marketing Manager for Seiko.

When Kirby isn’t at work he enjoys the company of his wife Carla and his two cats. He likes music, reading, researching his family history and sound production. He has even built his own sound system.



He enjoys the challenges he deals with every day in the variety of calls requiring his knowledge and background. He gets satisfaction from solving a problem that lets the customer get back to a smooth running operation. Many times the caller starts out with a level of frustration due to a lack of knowledge or misunderstanding, but after Kirby sorts out the problem and educates the user they leave feeling they can proceed with the understanding they have gained. Kirby has been instrumental in furthering Paradigm Imaging’s reputation for providing superior technical support.

Besides educating customers, Kirby is always willing to help his more technically challenged co-workers. His career goal as a young man was to teach and even though it might be in a different capacity than he had imagined, he still passes on knowledge to others!

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#### Special points of interest:

- Get a \$1,000 Rebate or a FREE Graphtec JW1100 24", 6-color printer.
- Paradigm Imaging introduces the new Notus Smart Banner Stand.
- Save up to \$10,920 on a Colortrac 5480e or \$8,670 on a 4860e large format scanner.
- Graphtec Expands Scanner Line By Adding Six New 42" Models.
- Eric Hanson was promoted to Regional Sales Manager for the Eastern United States.

## Paradigm Announces Six New Large Format Scanners from Western Graphtec, Inc.

Six new entries into the large-format scanner field by Western Graphtec have been announced by Paradigm Imaging Group, the U.S. and Canadian distributor of Graphtec scanners. The new CS600, CS500, and IS200 series scanners will meet the requirements of users in the Graphic Arts, Fine Art, Photography, Pre-press, Reprographics, Sign, Point of Purchase, GIS, Mapping, CAD, AEC and document archiving market segments.



CS500

With two models offered in each series, the CS600 and CS500 Series are 24-bit, full-color scanners perfect for processing photographs, complex maps, and AEC/ CAD drawings, while the IS200 offers an 8-bit monochrome alternative for those who do not currently need color capabilities. Each series offers a standard or an advanced Pro model, which allows users the option to initially purchase a standard version and cost-effectively

upgrade to the advanced system in future.

The Pro models include a 'high-quality' scanning mode with interpolated resolution up to 4800dpi, as opposed to 800dpi for the standard models. The Pro models also incorporate a 'high-speed' scanning mode for quality image output with up to 40% faster throughput than standard models at comparable resolution settings.



CS600

The CS600/CS500 color scanners and the IS200 monochrome scanners all feature maximum scanning speeds of 9 ips (monochrome) and 3 ips (8-bit, 24-bit color) when scanning at 400dpi, making them the fastest throughput large-format scanners currently offered in the market. In addition, CS600/CS500 Series scanners are compatible with the new industry standard sRGB color space, pushing their high-performance to maximum potential for premium color image processing.

The CS600 is a 42" wide, 24-bit full color scanner with the ability to scan thick, rigid originals up to 0.8" thick to meet requirements in

the "print for pay" and other graphic oriented industries. The CS600 is the only scanner of its kind that features a complete "hands-free" automatic thickness control function, which automatically recognizes the thickness of the material being scanned without any user intervention.

The IS200 is 42" wide, monochrome scanners with 8-bit grayscale capture capability, ideal for applications that do not require color. The IS200 provides a cost-effective solution for scanning monochrome, grayscale and black & white drawings and documents in CAD, AEC and other engineering and document management applications.



IS200

These new scanners from Graphtec will include a 2-year onsite warranty through our servicing partner, Access Services. Warranty service will be available in throughout the U.S. and Canada including Alaska and Hawaii. Availability of the IS200, CS500 and CS600 scanners will be December 2004. Please feel free to contact our sales managers for more information at 888-221-7226.

## SMACK DOWN Promotion Has Been Extended!

Save up to **\$10,920** on a Colortrac 5480e or **\$8,670** on a 4860e large format scanner. Included with the purchase of either the 5480e or the 4860e, you will receive an instant rebate up to \$7,680 (5480e) or \$5,430 (4860e), FREE shipping, FREE VB-Index software and a FREE upgrade to CopyWorks PRO. In addition, you'll get a 2-year onsite warranty. The best warranty in the industry. Experience the Colortrac advantage with Streak Free Scanning! Visit our web site [www.scantopia.com](http://www.scantopia.com) where you'll find the largest selection of large format scanners. *Offer expires December 31, 2004*


# SUPERWIDE

SCANNER SMACK DOWN!

Colortrac Smacks Down The Competition With Killer Deals on 48" & 54" Wide Scanners

- ☒ \$7,680 Instant Rebate (5480e Model)
- ☒ Free Shipping (\$350 value)
- ☒ Free VB-Index Software (\$695 value)
- ☒ Free CopyWorks Pro Upgrade (\$2,195 value)

\$10,920 Total Value!



4860e - 48" Wide  
5480e - 54" Wide


Dealers: Ask about our Sales Rep. Incentive Program.

2

Year On-Site Warranty

The Best Warranty In The Industry!

Colortrac 4860e MSRP is \$23,875, Total Savings is \$8,670 including the instant rebate of \$5,430. Colortrac 5480e MSRP is \$31,625, Total Savings is \$10,920 including the instant rebate of \$7,680. Free shipping is 3-5 day service. Additional shipping costs may apply to Alaska, Hawaii and Canada. **Offer Expires December 31, 2004**



Colortrac  
By  
ACT on Imaging Solutions

Paradigm Imaging Group

www.SCANtopia.com or Call 888.221.7226  
From Canada Call: 714.432.7226

## Hanson Moves to Regional Sales Manager

Eric Hanson was promoted to Regional Sales Manager for the Eastern United States. Previously Eric held the position of Eastern Region Inside Sales Manager for Paradigm Imaging.

Eric is a veteran of the large format scanning and printing industry. Prior to joining Paradigm's team, Eric spent two years as Director of Color Graphics for Print O Stat. Hanson also served as Eastern Territory manager for Amiable Technologies and Regional Sales Manager for Colorgate, both companies are RIP software providers.

"Eric's extensive sales and technical background with large format color scanning and printing applications will allow him to be very effective in providing high level sales assistance to our channel partners," said Randy Geesman, President of Paradigm Imaging Group.

## Paradigm Imaging Group Adds New Smart Stand to Product Line

Paradigm Imaging introduces the new Notus Smart Banner Stand, the latest innovation in portable banner stand display technology.

The Notus Banner stand is adjustable in both width and height and accommodates banners from 24" to 39" wide and 59" to 78" high. The Notus stand is simple to assemble



and can be setup in less than five minutes. Users have the option of displaying traditional rectangular banners as well as trapezoidal (four-sided polygon with two non-adjacent parallel sides) to create unique and eye catching displays.

The stands may be purchased on the Paradigm Web Store by going to [www.SCANtopia.com](http://www.SCANtopia.com) and clicking on "Banner Stands".

**\$1000  
Rebate**

**or**

**FREE  
JW1100  
24 Inch  
Printer!**

*While Supplies Last.*

**Make Your Best Deal on a CS300  
Scanner From an Authorized  
Paradigm Reseller and  
Receive a \$1,000 Rebate.**

**GRAPHTEC**  
CS300



**OR...**

**GRAPHTEC**  
CS400



**Make Your Best Deal on a  
CS400 & Get a FREE Graphtec  
JW1100 24" 6-Color Printer  
(Valued at \$5,000!)**

**2** Year  
On-Site  
Warranty **The Best Warranty  
In The Industry!**

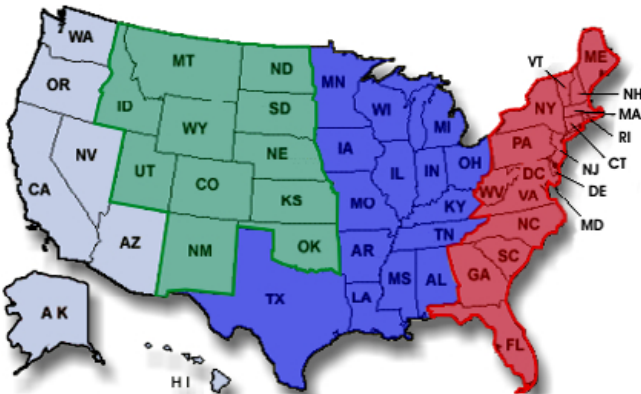
Offer expires December 31, 2004.



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

**CALL NOW!  
888.221.SCAN**

**Locate Your Paradigm Imaging Sales Manager**



- [Eric Hanson](mailto:eric@paradigmimaging.com)  
eric@paradigmimaging.com
- [Keith Roberts](mailto:keith@paradigmimaging.com)  
keith@paradigmimaging.com
- [Mike Ireson](mailto:mike@paradigmimaging.com)  
mike@paradigmimaging.com
- [Frank Diument](mailto:frankd@paradigmimaging.com)  
frankd@paradigmimaging.com

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

**C o n t a c t   &   C o m p a n y   I n f o r m a t i o n**



**Paradigm Imaging Group**  
1590 Metro Drive  
Suite 116  
Costa Mesa CA, 92626  
Toll Free: 888 221 7226  
Phone: 714-432-7226  
Fax: 714-432-7222

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.

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