



Large Format Scanning & Printing *e-news*

President's Message

July 31, 2003 marks the end of our 14th year in business. I am pleased to say that in a suffering economy, Paradigm Imaging Group revenues grew 26 percent. Combined with 60 percent growth in the previous year, company revenues have more than doubled!

I would naturally like to thank our valued customers for this success but I really want to thank our staff for their extraordinary dedication and hard work. This is why we have reached this level of growth. At the end of the day, when the lights go out and the employees go home, there is where the true value of a company is! Randy Geesman

Paradigm Strengthens Onsite Scanning Services and Technical Support Group.

Paradigm Imaging is pleased to announce the addition of Kirby Lambert to their Technical Services Support group. "Kirby has a very technical background and brings a wealth of knowledge and experience to our company both in color expertise and computer technologies" states Randy Geesman President of Paradigm Imaging.

Kirby's most recent position was as National Sales Manager for the Seiko printer division and Prior to that as Regional Sales Manager for Tekgraf specializing in their pre press and wide format color product solutions.

Paradigm Imaging to Release New Graphtec EIS Wide Format Multifunction System.

The Graphtec EIS (Express Imaging System) is a fully automatic high speed network color scanning and copying solution. It's a true wide format multifunction device that offers high speed color scan to print, scan to file, scan to net and scan to email capabilities. It is a tightly integrated, matched system from Graphtec that delivers the ultimate in ease-of-use and flexibility.

The touch screen interface is a simple but intuitive interface. This six color copy system uses a closed loop color calibration for the ultimate in color matching and will deliver copies up to 300% faster than it's closest competitor.

For more information on this system please call us at 888-221-7226 or visit our web site. www.scantopia.com

Action Imaging Scanners Now on GSA Contract.

Paradigm Imaging is pleased to announce the addition of Action Imaging scanners to their GSA schedule.

For more information and our GSA schedule see us on the web.

www.scantopia.com

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Special points of interest:

- Kirby Lambert Joins the Team.
- Graphtec MasterJet Printers.
- Buying a Scanning System or Out-Source for Scanning Services?
- Tips on Scanning in RGB and Indexed Color Modes.
- Colortrac Flatbed Scanner Works for The Kenneth Wyatt Gallery.
- ACTION Imaging Scanners Available on GSA.

Paradigm Announces the New Graphtec Masterjet JW1000 and JW1100 high speed 6 color inkjet Printers.

Paradigm Imaging Group has just announced the release of a new line of Graphtec inkjet printers - the **MasterJet JW1000 36"** and the **JW1100 24"**. These new printers are packed with features and print/copy at speeds in six color mode considerably faster than their 4 color competitors at a starting retail price of \$4,595.00. These fast, new printers should be very attractive to a wide range of users.

Paradigm is positioning this product as an extremely high speed 6 color inkjet CAD printer with high end Graphic capabilities. Randy Geesman President of Paradigm states "the Graphtec MasterJet printer

really offers the best of both worlds. It can deliver monochrome and color CAD plots at speeds close to that of entry level LED printers on the market today with the additional benefits of **6 COLOR** high quality graphic printing, **LOW COST MAINTENANCE AND NO METER CHARGES!**"



The MasterJet can print in the draft mode 161% faster than the HP 1050c and 326% faster than the Encad 736. It can print with in 5mm of edge to edge to ensure no borders are lost on those oversize images. The Graphtec features a 1.07 inch print head with 7048 nozzles compared to 2048 nozzles on the HP 1050c and 832 on the Encad 736.

Compare for yourself, see the printer comparison chart below and on page 3 for the Masterjet JW1000 and JW1100 printers.

Comparison Guide for the Graphtec JW1000/1100 Printers



MasterJet JW1000

Manufacturer Model	Graphtec JW1000	HP 1050c Plus	Encad 736
Retail	\$6,895.00	\$8,995.00	\$5,995.00
Print Speed - Draft	323 sqft/hr	200 sqft/hr	99 sqft/hr
Print Speed - Standard	128 sqft/hr	140 sqft/hr	88 sqft/hr
Print Speed - High Quality	72 sqft/hr	70 sqft/hr	55 sqft/hr
Number of Colors	6	4	4
Print Head Size	1.07 - inch	0.5 - inch	0.5 - inch
Number of Nozzles	7680	2048	832
Ink Tank Capacity	330 ml	350 ml	500 ml
Print Resolution Standard	600 x 1200	600 x 600 *	600 x 600
Droplet Size	8 pl	N/A	25 pl
RAM	64 mb	64 mb	32 mb
Interface - Standard	USB/IEEE-1394	Parallel	Parallel
Network	10/100 base T	10/100 base T	Option

* w/HP Jetexpress

Comparison Guide for the Graphtec JW1100/1100 Printers



MasterJet JW1100

Manufacturer Model	Graphtec JW1100	HP 800 & 500	Epson Stylus Pro 7600
Retail	\$4,595.00	\$4,995.00 / \$2,595.00	\$2,995.00
Print Speed - Draft	215 sqft/hr	85 sqft/hr	192 sqft/hr
Print Speed - Standard	92 sqft/hr	36 sqft/hr	87 sqft/hr
Print Speed - High Quality	46 sqft/hr	21 sqft/hr	8 sqft/hr
Number of Colors	6	4	6
Number of Nozzles Per Color	1280	76	96
Number of Nozzles	7680	304	672 *
Ink Tank Capacity	130 ml	69 ml	110 ml
Droplet Size	7 pl	N/A	24 pl
RAM	64 mb	96 mb / 16 mb	32 mb
Interface - Standard	USB - (IEEE-1394 Optional)	Parallel - USB	Parallel - USB - (1394 Opt.)
Network	10/100 base T	10/100 base T	Option

* Includes Duel Black Inks

Scanning Services Versus Buying a Scanning System

When it becomes necessary to scan large format documents, many companies and organizations must decide between buying a scanner and outsourcing the work. Before deciding which of these solutions works best for your organization, you should know the answers to a few simple questions.

1. Are you scanning a large back file and how quickly do you need this back file scanned?

A large scanning project requires the allocation of personnel to scan and index the files. Most companies cannot devote enough resources to complete a large project within a short period of time. Bringing a company like Paradigm Imaging Group in, and having the work performed on-site ensures that the work will be finished quickly and accurately.

2. Should the scanning be done off-site or on-site?

Many documents are fragile and irreplaceable. The added man-hours required to package and ship documents and the risk of loss, need to be factored into the overall cost of the project. Paradigm Imaging Group's approach for medium to large projects has proven to be as cost effective as

off-site scanning, without the risk associated with shipping documents off-site.

3. Do you have a continuing need to scan new documents as they come in or are developed?

New documents can either be scanned by a service bureau or may be the justification for purchasing a scanner. If the documents do not need to be scanned immediately then they could be collected and sent to a scanning service. If, however, the documents must be scanned immediately, at unpredictable times to meet tight deadlines, then purchasing a scanner makes more sense.

4. Are your documents information sensitive or require a security clearance?

Owning a scanner will allow you to ensure that the documents are scanned in a secured environment and that the personnel scanning the documents have proper clearances.

5. Do you have a lot of specialty type scanning like photos, maps, paintings, fragile and thick documents, etc?

You may want to send out the documents to be scanned by professionals with experience scanning such documents; or, you may want to purchase a scanner to ensure quality control over the scanning process. Paradigm Imaging Group has the experience and expertise to train your staff.

For Fine Art Scanning Action Imaging Flatbed Scanners Are Just "Flat" Out The Best!

Kenneth Wyatt, according to the cowboys who know their trade, is possibly the best painter of the horse in Western art. Kenneth Wyatt paintings are in oil, watercolor, pencil, pastel and charcoal. Kenneth Wyatt is best know for his Western and religious art. You will see his paintings and prints of cowboys, horses and cattle depicting the lonesome life of the American cowboy.

When Wyatt's gallery was looking for a way to produce images of his artwork for use on his website and for Giclee reproductions, they chose Action Imaging's Colortrac FB-24120. The flatbed scanner was chosen for its ability to scan original fine art with high precision and unmatched color accuracy. The Colortrac Flatbed gives excellent results whether capturing the subtle detail of a watercolor, the depth of an oil painting or the detail of fragile historical maps and documents.

The Kenneth Wyatt online Gallery can be found at www.kennethwyatt.com. Information on the Colortrac FB-24120 can be found at www.SCANtopia.com

When is it just *Too Much Information?*

Of course, every project you start needs to have a goal to achieve completion. If you are scanning color images, know the final plan for the image you are capturing!

How do you utilize the many features your scanner and its software have to offer you in capturing color images? **There are many features!** Too many operators don't take enough time to learn the many capabilities today's equipment has to offer. Too many operators jump straight to scanning into RGB thinking that it is the safest all around format for color documents. Take time to learn your equipment, and become *scan-wise*.

Generally, plan to scan photographs or

architectural renderings in RGB mode. They have a color depth that requires the fine detail RGB will deliver. Practice and perfect scanning marked-up blueprints, digital bond prints, maps or other documents with a limited color range into 256 or a further reduced indexed color format *instead of* RGB. Line drawings do not require the full color depth that photographs or architectural renderings need, especially when they are to be viewed or reproduced.

Scanning with reduced colors is very advantageous if any editing of the file will be required. In editing programs such as Photoshop or Onyx Graphics, specific colors can be chosen, and replaced. When you scan in RGB, only global color editing is feasible.

An uncompressed RGB format is at least three times the size of 256 color files.

An uncompressed tif file measuring 24x36 at 200 dpi resolution is 100MB. The same file in 256 colors is 33MB. How many compact disks does it take to transmit those files to your customer? One-third less if 256 color is appropriate!

Finally, how much chutzpah does your computer have? Is it necessary to have that 300MB file, ... and wait three times as long for it to open, ... and who knows how much longer to process, ... then finally print only to find out the colors are too dark? You can do level adjustments in Photoshop and more proof prints to reproduce those line drawings that were scanned in RGB, or just start with 256 or fewer colors and save big time and effort in reproducing those pages! Try it, you'll like it!

Kevin Cutler - Service Bureau Manager

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.

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

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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.



Paradigm Imaging Group Introduces the New Graphtec e-system. Integrated Large Format Scanning, Copying & Printing Solution.

SCANtopia Exotic Scanner Park

Scanners From Around the World With Over 40 Varieties. Feed Them All You Want! - Maps, Drawings, Posters and Other Types of Documents.

Visit SCANtopia.com for the Largest Selection of Large Format Scanning Solutions in North America.



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