

# CANNON

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A CANNON IV QUARTERLY PUBLICATION

SPRING 2003

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## Cannon IV Launches New Line of Panasonic Digital Fax Machines

Panasonic, a name that's well known among the elite electronics manufacturers, remains on the forefront of fax machine development. Whether you have a large or small office, Panasonic offers a fax machine to meet every need.

In April, Cannon IV began offering Panasonic's newest line of digital, high-volume fax machines with authorization to sell, service and carry supplies.

"A number of fax machines in the new line from

Panasonic serve as integrated communications devices," explained Dale Fugate, Cannon IV Inside Sales Manager. "They plug into PCs or networked PCs to manage document communications such as scanning, printing and e-mailing."

Following is a quick view of each of the new Panasonic fax machines offered at Cannon IV and a few of their most important attributes.

### Panasonic

#### UF 890 (For High-Volume Faxing)

Plain paper laser fax machine  
600 dpi laser printer  
TWAIN image scanner  
70 sheet document feeder  
500 sheet paper tray  
2 MBs of memory  
33.6 JBIG Modem  
Scan and print software



#### UF 790 (For Mid-Volume Faxing)

Complete fax/scan-to-PC solution  
High quality 600 x 600 dpi laser printer  
50 sheet document feeder  
250 sheet paper tray  
2 MBs of memory  
33.6 modem  
Scan and print software  
Quick memory transmission  
Connect to PC for scanner that converts to  
PC image data to store or e-mail



#### UF 490 (For Low-Volume Faxing)

Compact but powerful  
High quality 600 x 600 dpi laser printer  
TWAIN image scanner  
20 sheet document feeder  
150 sheet paper tray  
1 MB of memory  
33.6 modem  
Scan and print software



#### The Connected DX 800 (Network Fax)

Free desktop faxing software  
Scan to e-mail (PDF and LDAP)  
Inbound fax to e-mail  
RJ 45 Network Connection  
Built in fast Ethernet network interface  
Network-ready image scanner



**For more information on this line, call your  
Cannon IV Sales Representative at (317) 951-0500.**

## Leasing Options Offer Flexibility

Tired of your worn out office printer but can't afford to purchase a new one? Looking for a way to cut capital expenditures for new technology? Why not consider one of Cannon IV's leasing option programs?

Cannon IV is offering its customers an alternative to purchasing printer equipment through a variety of leasing options, all customized to meet the technology needs of every client.

"Our leasing program is a good way for customers to keep technology

current without making long-term investments," explained Beth Watts, Cannon IV Service Consultant."

Cannon IV has two leasing programs: Fair Market Value and the Dollar Purchase Option. As the name suggests, the Fair Market Value option allows customers to purchase the equipment at the end of the lease at fair market value, while the Dollar Purchase Option gives customers the opportunity to buy the equipment for \$1 at lease-end.

Leasing programs are available on all purchases over \$1,000 and may include a service agreement, depending on the customer's needs. Following a comprehensive needs' assessment facilitated by one of Cannon IV's technology experts, the hardware is purchased, delivered and installed. It's as simple as that!

**For more information on leasing options, call Cannon IV at (800) 825-7779.**



# A Message from the President



It is with a heavy heart that I report the loss of a valued employee and friend, Brian Trieloff. Brian, a member of our inventory management team, lost his battle with leukemia.

Brian began his career at Cannon IV four years ago in the distribution center. A man of great enthusiasm and zeal for learning, he worked his way through the customer service department to inventory management and, just prior to his death, he was about to enter Cannon IV's sales force.



Brian possessed the type of people skills necessary to work and succeed in our business. Wherever he went, he lit up the room and he left a lasting impression. He would have made an outstanding sales person.

Brian epitomized Cannon IV's pyramid of values. These values teach us to treasure the people you come in contact with. Brian was an integral part of assuring that we embrace that philosophy.

Brian's legacy will live on in many ways both tangible and intangible. In his honor, Cannon IV will create a living memorial on the grounds of our headquarters by planting trees and adding a reflection bench. Recently honored by the Archdiocese of Indianapolis for its stewardship, Cannon IV realizes that sharing our time, talent and treasure should be a part of our everyday lives. Brian was an example of that type of stewardship. The memorial will be Cannon IV's way of showing our gratitude for his efforts.

Additionally, on Oct. 5, Cannon IV employees will pay tribute to Brian by participating in the Indianapolis Light The Night Walk to benefit the Leukemia Society.

In closing, I would like to extend, on behalf of everyone at Cannon IV, our thoughts and prayers to Brian's family during this time of grief.



- Congratulations to Ken Howe who was recently promoted to Director of Service and to Steve Shank Sr. who was appointed to the office of COO!
- Cannon IV welcomes Jim Fall, our new Strategic Planning and Marketing Director. Jim will be working with Kathleen Haley on many exciting growth opportunities awaiting Cannon IV.
- Did you know that the Monon Trail ends at Cannon IV's front door?
- Did you know that Cannon IV can setup free online computer supply ordering and printer asset management accounts for our customers and prospects? Please check out a demo at our website at, [www.cannon4.com](http://www.cannon4.com), and use for both the USERNAME and PASSWORD the letters: civdemo. It is easy, convenient and, best of all, it is free!
- With the recent passing of employee Brian Trieloff we are asked to, "Always remember that life is not measured by how much you love, but by how much you are loved by others." We love you Brian.

## PRESTIGIOUS ARCHDIOCESE OF INDIANAPOLIS SPIRIT OF SERVICE AWARDED TO CANNON IV, INC.

The Archdiocese of Indianapolis awarded Cannon IV, Inc., its Spirit of Service Award. Presented annually to five individuals and one corporation, the Spirit of Service Award recognizes the efforts of those who give back to the community.

Cannon IV was recognized for its printer cartridge recycling program that, to date, has eliminated more than 2 million pounds of waste from the nation's landfills. Working in concert with individuals from Noble of Indiana, the recycling program also provides employment for more than 50 developmentally handicapped individuals. Noble clients work alongside Cannon IV's distribution center staff, performing a variety of tasks including sorting, labeling, inspection and mailing preparation.



Cannon IV President Jerry Jones is interviewed on camera after winning the Archdiocese of Indianapolis Spirit of Service Award.

"One of the highest acts of Christian stewardship is serving people who are less fortunate or in crisis," said Archdiocese of Indianapolis Communications Director Susan Borcherts. "While those who help are not seeking recognition for themselves, it is appropriate to honor the men and women who have generously given of themselves, for the benefits of others, with the Spirit of Service Award."

Cannon IV has always encouraged employees to value a person's individuality, trust and spirit. Cannon IV's partnership with Noble has further strengthened this mission.

The Spirit of Service Award was presented during an awards dinner on April 29 at the Indiana Roof Ballroom.

## Hewlett-Packard's Printers Offer Ingenuity.

If you haven't checked out the latest trends in printers you may be shocked to learn about the new advances. At the forefront of these new innovations is the HP LaserJet 9000 MFP and the HP DesignJet 120 Series.

Though each of these printers are vastly different, they have one major thing in common — ingenuity!

HP is currently offering a rebate program through the HP Extreme Exchange Promotion. This offer is valid from May 1, 2003 to August 31, 2003. Receive a rebate of up to \$700 toward the purchase of an HP 120 NR series printer when you trade in your old wide-format printer. For details go to [www.hp.com/go/extreme](http://www.hp.com/go/extreme).



### HP LaserJet 9000 MFP

For businesses with a large number of employees in a workgroup that require a high-volume, high-performance multi-function printer, the HP LaserJet 9000 MFP may be just the answer. This

versatile multi-function printer offers printing, walk-up copying, color scanning and digital sending for a large number of stations.

The network printer offers automatic two-sided printing at 50-pages-per-minute with a strong 300 MHz processor and 128 MB RAM standard. This printer is available for purchase or lease.

Call (317) 951-0500 for a demonstration today!

## Cannon IV and Print Assist: Powerful Partners for the Future

Since the January 17 acquisition of Print Assist, a Dallas-based printer service provider, Cannon IV has been busy learning about the company, melding operations and looking toward the future.

According to Cannon IV President Jerry Jones, the acquisition positions Cannon IV as a nationwide provider of cost-per-page printer solutions. With clients around the nation, Print Assist has established a strong reputation in the printer service industry, particularly as the trend of cost-per-page printer programs quickly emerges.

"The cost-per-page solution allows businesses to find a printing program to fit their needs," Jones explained. "These programs are similar to those offered by



most copier companies. Customers have the luxury of paying as they go on a monthly basis. I foresee this being the wave of the future for the printer industry as more businesses look to lower capital expenditures to help the bottom line."

Print Assist is a division of Cannon IV and continues to operate out of its Dallas

headquarters. The employees of Print Assist have noticed few changes with regard to integrating both companies' back office systems.

The model that Print Assist had in place is basically the same," explained Ken Howe, Cannon IV Service Manager. "Improvements have been made by using Cannon IV's warehouse for better product flow."

Jones adds that the focus for the first year will be to finish the transition and to continue seeking new business opportunities.

By combining the strengths of Cannon IV, Print Assist's business can only flourish. Cannon IV's current clients now have the added benefit of a copy-per-page solution, as well as a more diverse printer product line.

## Cannon IV, Inc. is Proven Leader in Outstanding Business Performance

Cannon IV was the recipient of six awards during the 16<sup>th</sup> Annual INTEC Show & Awards Dinner. The event, held March 26-28 in Palm Desert, Calif., recognizes INTEC members for outstanding business performance.

Cannon IV is one of the six original members of INTEC, which was founded in 1984 with the potential of shared purchasing and marketing of computer supplies across the nation. Today, INTEC has become one of the most respected buying groups in North America. INTEC

is comprised of 31 members that are in the business of selling computer and imaging solutions.

The awards banquet provides an opportunity for vendors to recognize INTEC customers. This year Cannon IV received the Overall Growth Award presented by Image Projections West, Top Performer Award presented by Imation, Top Supporter and Regional Winner of Marathon Brand presented by NER Data Products, Highest Hewlett-Packard Volume 2002 presented by Supplies

Network and the Outstanding Supplies Partnership Award presented by Tech Data.

"It is truly an honor to be recognized for our achievements by our business partners," said Cannon IV President Jerry Jones. "These awards could not have been possible if it were not for the hard work and dedication of our Cannon IV team. I would like to congratulate them on a job well done."



# EVENT CALENDAR

JUNE 19

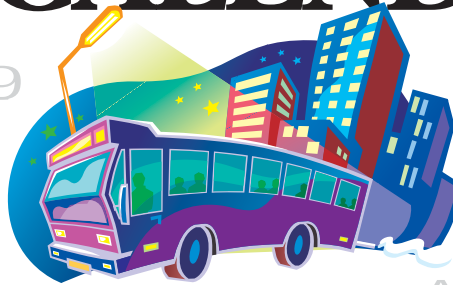
## Coming Soon To A City Near You...

Cannon IV is going on the road to introduce its products and services to people across the region. Beginning June 19, representatives from Cannon IV will be visiting 11 cities over the course of five months. The roadshow will feature the latest in printers including multifunctions and HP DesignJets, supplies and services that Cannon IV has to offer. Each show includes lunch and gets underway at 11:30 p.m. and concludes at 1 p.m.

### Following is a list of dates and cities:

- June 19 - Bloomington, IN
- June 24 - Cincinnati, OH
- July 10 - Dayton, OH
- July 17 - Terre Haute, IN
- Aug. 14 - Anderson, IN
- Aug. 21 - Columbus, OH
- Sept. 11 - Ft. Wayne, IN
- Sept. 18 - Columbus, OH
- Sept. 25 - Lafayette, IN
- Oct. 9 - Richmond, IN
- Oct. 16 - Akron, OH

Individuals who are interested in attending any of these shows should RSVP at [www.rsvp@cannon4.com](mailto:www.rsvp@cannon4.com) and specify what city show he or she plans to attend.



AUGUST 27

## HP Designjet & MFP Open House

Cannon IV is hosting an open house from 11 a.m. to 2 p.m. Aug. 27 to demonstrate the latest advances in HP Designjet and Multifunction printers. The event will showcase the features of these printers and include a live hardware demonstration. Snacks and beverages will be served. Sign up for this free event by logging on to [www.rsvp@cannon4.com](mailto:www.rsvp@cannon4.com)

NOVEMBER 17-19

## PACTS IV Group Users Meeting

This year's PACTS IV users meeting will be held in conjunction with the Comdex 2003 Conference in Las Vegas. Watch for more details.

**Cannon IV's Showroom / Service Center Headquarters is located in Downtown Indianapolis just 2 blocks east of 10th Street and College Avenue.**



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