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ENX magazine

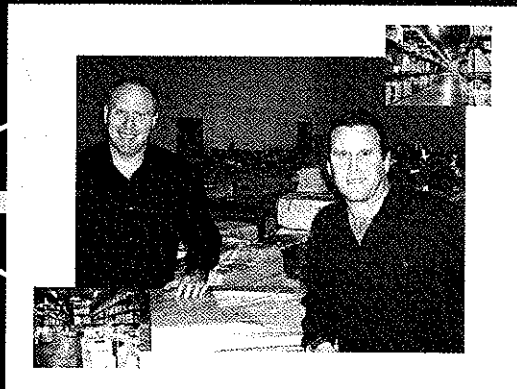
entrepreneurs sourcing expert

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Happy New Year!
2008

10 Things To Watch For and Watch Out For In the Coming Year

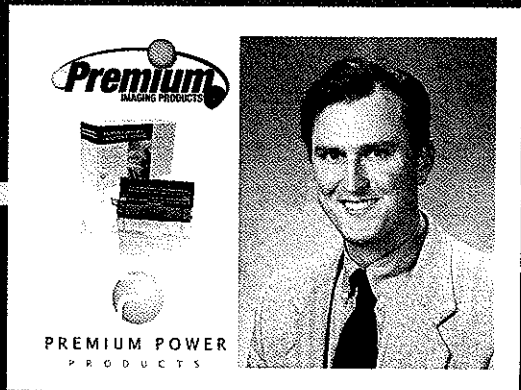


Business Profile



J.C.E.
Pg. 22

Company On The Move
Printer Essentials
Pg. 49



Competing In the Industry

In This Issue pg. 21

Advertisers Index pg. 64

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nology. This association not only demonstrates confidence in Danka's ability to replicate its successful sales and distribution system for their products, it recognizes Danka's leadership in service and business re-engineering, particularly in the enterprise market segment." For more information, visit Danka at www.danka.com ♦

Lexmark Captures Mid-Size Workgroup Monochrome MFP Award

In the mid-size workgroup monochrome multifunction printer category, the "Pick" honor goes to the Lexmark X644e. "The X644e offers users the winning combination of excellent reliability, ease of use and image quality we've come to expect from Lexmark products, with the convenience of standard print, copy, fax and scan functionality at a low acquisition cost," said BLI Senior Printer Analyst Marlene Orr. "With encryption, authentication, multiple LDAP features, the ability to disable various functions and to set up accounts using MarkVision to restrict access to various functions, its offering of security features is also very impressive."

"With outstanding print quality, impressive speed and unique features such as the intuitive eTask touch-screen interface, the Lexmark X644e is designed to improve productivity by helping customers bridge the digital and paper worlds easily, quickly and more securely," said Marty Canning, Lexmark vice president and president of its Printing Solutions and Services Division. "We are very pleased to receive this recognition from BLI" ♦

RJ YOUNG COMPANY NAMED SVIP ELITE HP DEALER

NASHVILLE, Tenn. (Nov 27, 2007) - RJ Young Company announced today that the company has been awarded Imaging and Printing Solutions Value Incentive Partners Elite (SVIP Elite) status

SVIP Elite is awarded to partners who have demonstrated their ability to deliver true value to customers by helping them receive Hewlett-Packard's (HP) best-in-class Image and Printing Group (IPG) products and solutions: more efficient printing and print management, content capture/document routing and print security.

"SVIP Elite is the latest evolution in HP's commitment to excellence, and our 'We Make it Right' philosophy has helped us achieve such success," said RJ Young President and CEO Chip Crunk. "We strive to help our customers become more efficient as we continue to offer the professional product support our customers have become accustomed to."

The SVIP Elite is an exclusive community of elite printing and imaging partners who invest in HP IPG products and solutions and excel at incorporating them into efficient business solutions. "We are very proud to be recognized as SVIP Elite," said Crunk. "Without our hard-working employees and our long-standing relationships with our customers, we would not have achieved such a great honor."

The RJ Young Company is headquartered in Nashville, Tenn., and has been in business since 1955. The RJ Young Company is the leader in providing Innovative Document Solutions as well as having the "We Make It Right" Guarantee. The RJ Young Company is the largest independent office dealer in the Southeast United States and the fifth largest in the nation. For more information on the RJ Young Company, visit

www.rjyoung.com ♦

Metrofuser Introduces HP Color LaserJet 3600 Fuser to Market

Introduction guarantees brilliant crisp black and white printouts as well as vibrant color prints.

Laser printer parts manufacturer Metrofuser, has introduced remanufactured fusers and maintenance kits for the Hewlett Packard Color LaserJet 3000/3600/3800. This model joins Metrofuser's already established lineup of remanufactured printer parts for the HP Color LaserJet 2550,2600,2820,350 and 4650 printers.

"Reliable color laser printer parts solutions are in high demand with the advent of more feature-rich color laser printers in the marketplace - particularly for Hewlett Packard Color LaserJet printers," stated Will DeMuth, VP of Marketing and Logistics, "Our customers require the most precise imaging technology in this demanding market and our R&D team has devised a solution for the 3000/3600/3800 fuser."

The introduction of the repair solutions for the Color LaserJet 3000/3600/3800 represents Metrofuser's continued commitment to invest in R&D. DeMuth reiterates "Metrofuser priority continues to be developing best-in-class repair and remanufacturing standard operating procedures that focus on delivering unequalled durability through proven repair procedures, and performance-tested replacement parts." For more information, visit <http://www.metrofuser.com>, or call 888-Fuser: 1 Ext 107 ♦

Calendar of Industry Events & Trade Shows

ITEX 2008

Las Vegas Convention Center
North Hall 4
Las Vegas, NV
February 21-22, 2008

ReciclaMaisExpo

South America Expo
Center Norte
Sao Paulo, Brazil
May 26-28, 2008

Ink Jet Inks & Media

Westin Hilton Head,
South Carolina
February 26-28, 2008

RechargeExpo

Singapore Expo
Singapore
June 25-27, 2008

RelIndia Expo

Bombay Exhibition Center
Mumbai, India
March 6-8, 2008

World Expo 2008

Mandalay Bay
Las Vegas, NV
August 20-22, 2008

RechargeExpo

Universal City Hilton
Los Angeles, Ca
March 12-14, 2008

ReEurope Expo 2008

Prague
Czech Republic
September 25-26, 2008

Call ENX Magazine with your Calendar Events at 818-550-7547