



The Informer

you can
Canon

February 2006 - Issue 15

Will you get hit by Cupid



Well the 'New Year' is well and truly underway, old acquaintances hopefully are still not forgotten and resolutions being kept. For all of us now though it

should be 'Business as normal' as we swing into yet another year.

In this issue our latest recruit in the Sales Department, Simon Scantlebury proves that sometimes it's best to take a look at your own surroundings to bring in new business.

We have a customer profile on our latest client while we have the usual mix of company and partner news, caption-competition and a little about what we (at least all romantics out there) should be looking towards in February.

From a personal point of view, I am looking forward to the year ahead - the industry that we are in now has the technology to really revolutionise the way we work, how we transfer hard copy and electronic information, how

we manage and archive that information and of course, the advances that have come about in copy, fax, print and scan have helped push C & G Business Equipment towards our aim as a 'total-solutions' provider.

I trust that you enjoy our latest newsletter and make sure you remember that special 'one' on the 14th!

Cheers

Aaron Bailey
Managing Director



Simon passes the 'door-step' challenge



● Bristol Street's FD, Nigel Harvey and C & G's Simon Scantlebury

Simon Scantlebury secured his first 'New Business' deal at C & G Business Equipment by gaining the long and established car dealership, Bristol Street Motors and supplied it with a new Canon iRC 2620 digital printer/photocopier.

Following a couple of months of hard work and thorough learning, Simon has seen the fruit of his labour and has learned that it's not just about the product! Simon said: "Since I have been at C & G I have

realised what you offer as a service provider is equally as important as the product itself.

"It's not just a case of making square pegs fall into square holes where the customers functional requirements are concerned. The customer needs to know that the product is backed up by a service and a company that is skilled and qualified to maintain full productivity."

Sales Director James Fletcher commented: "Simon has worked hard and he has landed his first client in style. He has supplied Bristol Street with a colour system from Canon where as many people ease their way in to the business with a number of smaller desk-

top systems.

"Simon was delighted that the new customer put pen to paper and I'm sure this will be the start of a successful career with us."

Key Features

- Print, copy, scan and finish colour documents with one device.
- Send colour documents electronically round your network.
- High quality colour prints at 26 A4 pages per minute.
- Easy control of print, workflow and information security.



● Canon iRC 2620



Techi Corner

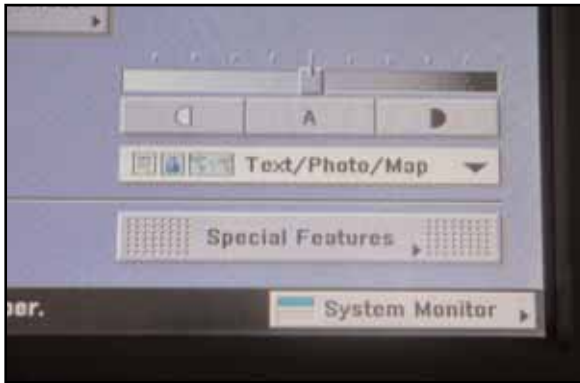
This month on techie corner we are going to show you how to fix a problem that might occur when printing from a program such as word.

You send a document to your Canon device to print which was created in Microsoft Word.

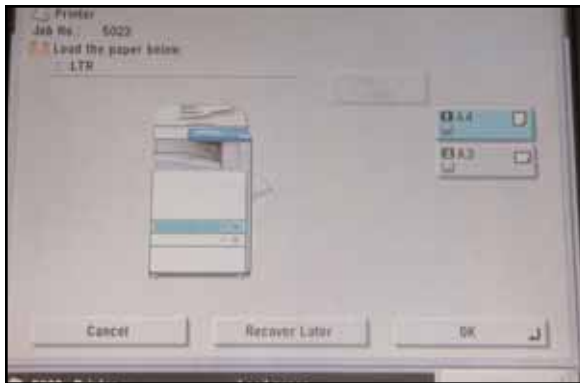
All seems to be going fine until the machine beeps and when you look at the display on the Canon device it says 'Load Paper'.

You know you have loaded paper into the machine - so what could be wrong?

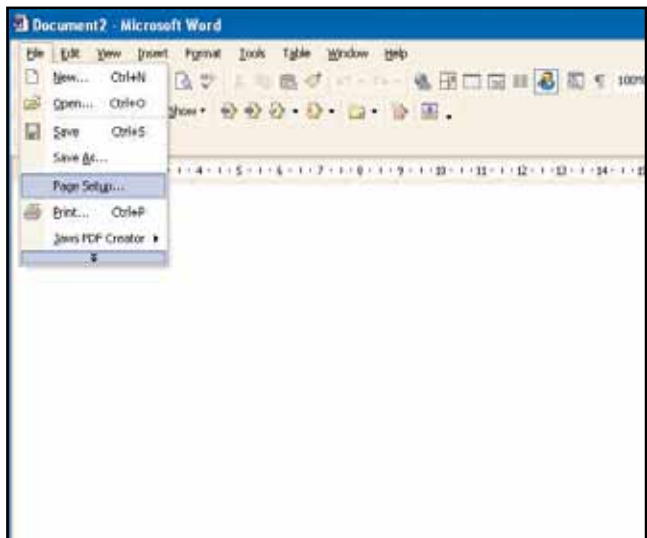
If you press the System Monitor button located on the copier screen as shown below:



The following screen will appear:



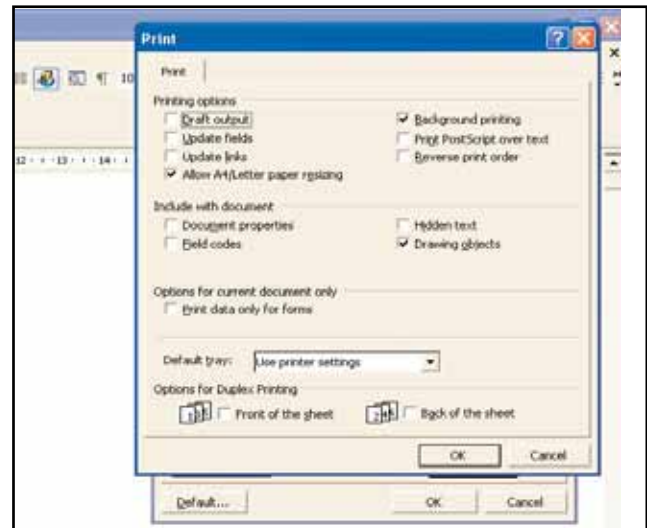
If you now highlight the A4 paper cassette (as shown above) and press the 'OK' button, it will work.



The reason this happens is due to 'LTR' paper being selected within the page.

To stop this happening, change from LTR to A4 in the page set up.

Also ensure that under paper-print options that 'Allow A4/Letter resizing' is ticked.



Was he really 'Stupid Cupid'?



Cupid has long played a role in the celebrations of love and lovers. He is known as a mischievous, winged child, whose arrows who would pierce the hearts of his victims causing them to fall deeply in love.

One legend tells the story of Cupid and the mortal maiden, Psyche. Venus was jealous of the beauty of Psyche, and ordered Cupid to punish the mortal. But instead, Cupid fell deeply in love with her. He took her as his wife, but as a mortal she was forbidden to look at him. Psyche was happy until her sisters convinced her to look at Cupid. Cupid punished her by departing. Their lovely castle and gardens vanished with him and Psyche found herself alone in an open field

As she wandered to find her love, she came upon the temple of Venus. Wishing to destroy her, the goddess of love gave Psyche a series of tasks. For her last task Psyche was given a little box and told to take it to the underworld. She was told to get some of the beauty of Proserpine, the wife of Pluto, and put it in the box.

During her trip she was warned not to open the box. Temptation would overcome Psyche and she opened the box. But instead of finding beauty, she found deadly slumber

Cupid found her lifeless on the ground. He gathered the sleep from her body and put it back in the box. Cupid forgave her, as did Venus.



Customer profile - Bristol Street Motors



Bristol Street Motors is a division of Bristol Street Holdings, the company comprises of three Ford dealerships in Gloucester, Cheltenham and Stroud. Bristol Street Holdings has its roots in Birmingham where its original site was opened in 1917 on Bristol Street.

The company is also the only Ford and Hyundai main dealer in Gloucestershire



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If you're looking for something to put a smile on your face, you can't afford to ignore the Getz 1.1 GSi 3dr with £500 towards your finance deposit. At only £7,495, this Fiesta - sized car is packed full of features including driver and passenger airbags, 16" alloy wheels, air conditioning, and did we mention the 5 year warranty as standard?

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Bristol Street Motors www.bristolstreet.co.uk

www.bristolstreet.com/glos

13 Finance Example: On the road price £6999.00. Deposit £600.00. **Balance £6499.00. 24 monthly payments of £330.56. Total amount payable £7993.92 (includes finance facility fee of £105 and purchase fee of £75).

13.5% APR

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Partner news - Canon

Canon gets tough on parallel importing and trademark infringement.



Canon Europe, world-leader in imaging technology solutions, is adopting a hard-line

legal stance against the importation of goods into the European Economic Area (EEA) which were intended for sale in US and Asian markets.

The recent influx in parallel importing has led Canon to take tough action against those involved in these activities in order to protect the Canon brand name against associated trademark infringements and most importantly the rights of the consumer, who may be unaware of the consequences of parallel importing.

Commitment to technology innovation secures Canon No.2 position in US patents Top 10

Canon has reinforced its position as a leading innovator in imaging technology solutions by surging ahead to the

No.2 position for patents registered in the US in 2005 - second only to IBM and up from its No.3 ranking in 2004.

Canon has reappeared in the No.2 slot in the US Patents Office preliminary top 10 listing of patent recipients, moving up one position from its third-place finish in 2004, following the registration of 1,828 patents in 2005. The achievement marks the 14th consecutive year that Canon has ranked among the top 3 US patent recipients. Canon's commitment to technological advancement has ensured the company's continued presence in the US rankings for almost 20 years, appearing in the top 10 every year since 1984 and the top 5 every year since 1992. Since 1995, Canon has filed more than 17,000 patents in the US.



Make us laugh

Last month's lucky winner is Maria Gara of The Inter Partnership who has Nick saying:

"I..N..S tructions, instructions - who put these in the box?"

A bottle of Champagne will be on its way to Maria...



January's caption.

We are back with John Little at last year's Christmas do - Both eyes are still in focus so it must be quite early in the evening? Maybe you could let us know why he is wearing two party hats?

To enter this month's competition, let us know your most witty captions by e-mailing to info@cgcopiers.co.uk and you could be lucky enough to receive a bottle of bubbly courtesy of C & G Business Equipment Ltd.

The more the merrier, send in as many as you want but please try to keep them clean...if you can.



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