



# The Informer

you can  
**Canon**

September 2006 - Issue 22

## There comes a time when autumn asks...



Another Bank holiday has come and gone, and so has the decent weather it seems - however, as the children 'look forward' to returning to school and summer fades

**we turn our attentions back to work and the job in hand. Summer, and the holidays that we enjoyed seem to be a long way off now!**

There have been a few changes here at C & G Business Equipment Ltd, Rob Smith, an experienced technician has filled the space vacated by Jay Hill while Paul Thompson, our point of contact within Canon has moved to a new role and we now look forward to working with our new Sales Development Manager, Jamie May.

As usual, this 22nd edition of 'The Informer' will carry company and

product news as well as a bit of fun on the back page to encourage your interaction.

The football season is well and truly under way and the cricket nearly over - thanks to Umpire Darrell Hair some matches finished quicker than others, so all that remains is to say that I hope you enjoy the read and should you wish to feature in the newsletter or have any comments regarding the content that you would like to see, please get in touch.

**All the best**

**Aaron**



## Scan upgrade now available

you can  
**Canon**

Customers that currently have an iR 2270, 2870, 3570 or 4570

on their network will already benefit from scanning. However, an upgrade is available called 'i send'. To take advantage of this call 01452 332270 and speak to James now.

Currently, if you want to scan documents in you need to load the job onto the document feeder, return to your pc and 'pull' the scan across. This is extremely useful, however with 'i' or intelligent send, everything can be done while standing at the Canon iR 2270. This is known as 'push' scan.

### INTELLIGENT SEND

Canon has revolutionised the way you distribute information, in a single operation you can send documents to multiple destinations, eliminating the expense of printing, collating and forwarding paper copies.

Instead of using folders and filing cabinets, you can scan documents directly into your Canon intelligent device and distribute them digitally to a file server for storage via your company's LAN or direct to email. The information can be viewed and shared by anyone on the network with authorised access to those files.



● Canon iR 2270

For further information call James on:  
**01452 332270**  
or email:  
**james@cgcopiers.co.uk**

## Health & Safety notice

### Material Safety Data Sheets

Under effective legislation - Control of Substances Hazardous to Health (COSHH) and by popular demand, a material safety data sheet (MSDS) that contains information to help you make a risk assessment as required COSHH is now available.

Call John Little on:

**01452 332270**, or email him on:

**john@cgcopiers.co.uk** and he will email a sheet to you.

When received, you will be able to view information for the following substances as and where they are used throughout the entire range of Canon products:

**Inks**

**Toners**

**Photo-sensitive Drums (where applicable)**

**Lubricants**

**Cleaning substances (used by service personnel)**



# New Development Manager takes over C & G's account



● Paul Thompson

Since C & G Business Equipment became an authorised Canon partner more than four years ago, Paul Thompson has been the point of contact and has helped guide the company and staff through many aspects of sales and prod-

uct training as well as overseeing the company's achievement of gaining Canon Plus accreditation.

However, there is now a new man at the helm.

Jamie May became Canon's Business Development Manager for C & G last month as Paul has switched roles within Canon. He will be working alongside Sales Director James Fletcher, and his Sales team from now on.

James said: "We are extremely grateful for the hard work that Paul has put in over the past few years. He is very methodical and would always come back to us very quickly if we needed answers.

"We now look forward to working with Jamie as he takes over and I am sure he will be of great use. He may even visit our customers as Paul often did." Jamie joins at a time when C & G Business equipment and its partner Canon has one of the best line-ups of digital photocopiers on the market.



● John Little with Canon's Jamie May

# Local Charity takes advantage of C & G

## Stroud Valleys Project



Countryside Projects  
Energy Projects  
Local Sustainability

It may not seem like the best business practice to let an organisation take advantage of your business - but that is exactly what C & G Business Equipment does when it comes to charitable organisations, and local charity, the Stroud Valleys Project has done just that!

C & G has a special pricing structure in place for charities, thus ensuring that when a non-profit organisation is operating on a shoe-string budget it can rest assured that it gets the best possible deal.

STROUD VALLEYS PROJECT (SVP) is a community development charity which operates throughout the whole of the Stroud District in Gloucestershire. Its focus is to translate international and national policies and targets into practical action at the local level, bringing about sustainable development.

It aims to give local people the knowledge and skills to create solutions to environmental problems and to then put those solutions into practice. SVP's experienced staff train, advise and work alongside community groups and volunteers to identify the environmental issues that concern them, and then develop their ideas into action plans and work programmes.

A few of the many examples of the practical action resulting from the partnerships between SVP and local communities include:

- Protecting and enhancing the biodiversity of their neighbourhoods and parishes
- Adopting sustainable energy use
- Creating innovative ways of encouraging people to recycle, re-use and reduce waste, an example of which is EcoWorks, for a More Sustainable Office link to EcoWorks here
- Helping new initiatives such as the Stroud Community Land Trust, Stroud Farmers Market, Stroud Landscape Partnership, Energy 21, and Touchwood to get started and flourish.



● Deb Coleman

*"Our mission is to inspire the people of Stroud District to cherish, care for and repair their local environment for everyone's benefit."*

C & G Sales Director, James Fletcher commented: "We have a scheme in place where by charities such as the Stroud Valleys Project can benefit from a more competitive pricing structure as we are aware of the constraints that many of these organisations have to work to.

"Stroud Valleys Project helps to set a fantastic example to the rest of us encouraging the likes of waste-recycling, fair trade and sustainability. We are also delighted that they have chosen us as a supplier and at the same time practicing the ethos to buy local."

Deb Coleman, Stroud Valleys Project's Operations Manager explains that there are many ways in which we can get involved and help the Project. Deb said: "We invite people to call, email or drop in and see us and there is always something that needs more hands.

Volunteers can spend as little as a couple of hours each month to assist us but it certainly makes a difference."

**Stroud Valleys Project**  
8 Threadneedle Street  
Stroud  
Tel: 01453 753358  
Fax: 01453 755641  
[www.stroudvalleysproject.org](http://www.stroudvalleysproject.org)

## Ways in which you may help

**Become** a conservation volunteer. Help one of the community groups carry out practical work to benefit wildlife at a site near you! It currently has around 70 volunteers who help on a variety of projects. Why not help out on a practical conservation project by joining one of the community groups? Groups usually meet at weekends, once or twice a month.

**Help** out in the office or become a Trustee. Volunteers can provide valuable assistance with a wide variety of administration tasks, keeping the organisation ticking over. There were more than 1500 volunteer hours worked last financial year in the office, bringing a multitude of skills and giving enormous help and support.

**Donate** materials, equipment, information or expertise - all of which can be just as useful as money! Of course, donations of money, small or large from business or individuals, are very welcome as well.

**Become** a Friend of Stroud Valleys Project for as little as £7 per year. As an individual or business, you may not have time to spare, but still want to be involved. By becoming a Friend, you will support projects which help to safeguard our environment for the future.

**Change** your telephone provider to The Phone Coop, which is run for the benefit of its members, and not to pay large salaries! This means your calls are very likely to be cheaper than your current provider. Also, at no cost to you, the Project will receive a donation of a percentage of the cost of your calls from The Phone Coop. The changeover does not require any new equipment, or wiring, and is a straightforward process - a win / win scheme!

**Spread** the word by telling others.



# It's been a long journey - but Rob settles in!

**Rob Smith has seen many changes within the industry over the years but says that one thing has always remained constant - that the customer's best interests should always come first.**

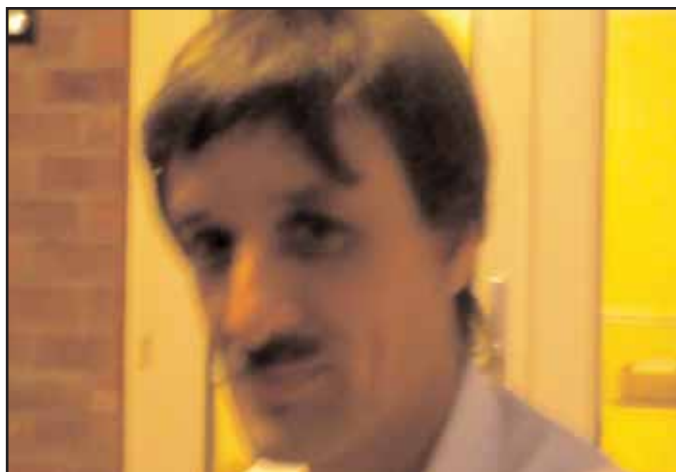
Rob has joined C & G after 11 years with Canon, so joins the service team with a vast knowledge of the product and a bunch of certificates, including his Plus Training to boot.

Rob Started at Rank Xerox "More years than I care to mention!" as Rob put it, and has had spells with some of the major manufacturers before arriving at Capitol Park, the home of C & G.

Rob said: "It makes a huge difference working for an established, local business like C & G Business Equipment.

"The systems are the same, the customers' needs are the same, but you get a definite sense of being part of something here. You are not a number and neither are the customers, but one thing remains in my opinion, and that is that the customers' best interests are always considered."

Rob has replaced Jay Hill in John Little's service team and is looking forward to meeting with you all as he gets used to the new area and his new customers.



● Rob Smith, C & G's new Service Technician

## Partner News - Canon



### Canon Europe tackles brand awareness in Russia with Premier League football sponsorship

**Canon Europe, world-leader in imaging and information technology solutions, has signed a landmark deal to become Official Sponsor of the Russian Premier Football League - the country's most popular sporting competition. Canon is one of the first non-Russian companies to sponsor the League.**

The sponsorship of the Russian Premiership follows Canon's highly successful sponsorship of the Moscow-based 2005 World Skating Championships. Both sponsorships form part of Canon's continuing strategy to build brand awareness in this key emerging market through world class sporting events.

The Russian Premier League sponsorship deal, which also includes a broad range of Canon consumer and business products being designated 'Official Products' of the League, will run until the end of the 2008 season.

Broadcast coverage of the League is expected to reach a cumulative TV audience in excess of 38 million per year. On match days, Canon branding will be displayed on perimeter boards, managers' dug-outs, photographer bib branding and post match press room back drops at the stadiums of all 16 league clubs - reaching approximately three million local football fans directly. The sponsorship deal also includes supporting TV, radio and print advertisements and presence on the websites of each participating club.

## July's Caption Winner

**Enzo, of The Mortgage Brain, Gloucester, was the lucky winner of July's caption competition and although he was out of the office when we visited, colleague Richard Sharp assured us that he would pass it on and it would go down very well.**

The Mortgage Brain aims to make selecting and arranging your mortgage as straightforward and stress-free as possible. Using its continually updated Mortgage Search System with its comprehensive database of lenders, it can rapidly locate the deal that best suits your individual circumstances and aspirations.

The Mortgage Brain can be contacted on:

The Mortgage Brain  
25 Park Road  
Gloucester  
GL1 1LH

Tel: 01452 554433

Fax: 01452 554432

Email: [info@themortgagebrain.net](mailto:info@themortgagebrain.net)



● Richard Sharp receives Enzo's Champagne



# Make us laugh

Many of you got this correct from last month's competition - the scene is taken from 'The Shawshank Redemption.'

The first name that came out of the hat was:

**Claire Cox of Spring Programs Ltd - Stroud**

Claire wins a bottle of Champagne with her correct guess which will be arriving soon along with our resident photographer!



## September - Caption time!

This proved to be very popular last month so we are running with it again.

There are 49 remaining films to choose from that were recently voted as the all-time top 50!

All you have to do is tell us which film this month's scene has been taken from and the first out of the hat will receive a bottle of Champagne courtesy of C & G Business Equipment Ltd.

E-mail your answers to [info@cgcopiers.co.uk](mailto:info@cgcopiers.co.uk) and put 'September Caption' in the subject box.



..."What have you been doing all summer?"

## Marketing Services

This Newsletter has been produced by CDA. For further information please contact Dean Enon on 01452 864943 or [dean@cdamarketing.com](mailto:dean@cdamarketing.com) for:

- PR Services
- Marketing
- Sponsorship Management
- Copywriting



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