

thINK FORWARD

thINKforum.com | Summer | 2017

Inkjet Networking and Knowledge

thINK 2017 PREVIEW

Are you ready to grow your business? You won't want to miss thINK 2017, the world's largest inkjet user conference. See what's in store!

NORTH AMERICAN COMMUNICATIONS SPOTLIGHT

As the market evolved, North American Communications (NAC) realized it needed a solution that would meet its customers' needs and expectations for the high quality product they had grown to expect. NAC's trust in Canon led to its decision to purchase the Océ ColorStream 3900.

ARNA MARKETING GROUP SPOTLIGHT

High-volume inkjet — and the Océ VarioPrint i300 — represents the future of hard-copy output for Arna Marketing because of its speed, economy and consistent print quality.

READY? SET? INKJET.

See what's in store at thINK 2017!

thINK.



PROFITABLE PRINT

Get the Inkjet Advantage
See back for details

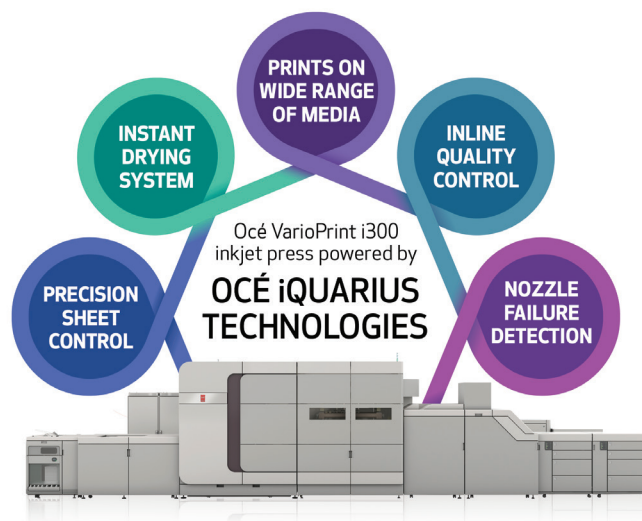


BEYOND FLEXIBILITY REDEFINE INNOVATION

UNLEASH NEW OPPORTUNITIES WITH THE POWER OF PROVEN OCÉ INKJET TECHNOLOGIES

Thanks to the Océ iQuarius™ technologies breakthrough in high-speed sheet-fed inkjet versatility, print providers can now handle new and more diverse applications — making it possible to profitably address new market segments. And with even more qualified inkjet papers, including high-quality gloss and lightweight stocks, the possibilities are endless.

Discover how the Océ VarioPrint® i300 inkjet press, powered by Océ iQuarius technologies, is redefining cost, productivity, and throughput equation without compromising quality.



Watch the *Océ VarioPrint i300/iQuarius Technologies* video: [PPS.CSA.CANON.COM/IQUARIUS](https://pps.csa.canon.com/iquarius)

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TOP 10 THINGS NOT TO MISS AT THINK 2017

thINK 2017, to be held at the Boca Raton Resort & Club on October 9-11, 2017, is fast approaching! We are gearing up for what is poised to be our biggest year yet, in scale, size and influence. You won't want to miss thINK 2017, the world's largest inkjet user conference.

Don't miss this opportunity to:

- 1 Hear Exciting Keynote Speakers:
 - o Captain Mark Kelly, Commander of Space Shuttle Endeavour's final mission
 - o Greg McKeown, author of bestseller, "Essentialism: The Disciplined Pursuit of Less"
 - o James Cochrane, Chief Customer and Marketing Officer at USPS.
- 2 Witness the first U.S. showing of Canon's new Océ ProStream continuous feed inkjet press
- 3 Take advantage of the first ever pre-conference Inkjet 101 Session designed to support those on the verge of making an inkjet decision
- 4 Choose from more than 30 sessions across Business & Marketing, Profitable Print, Technical and Production Inkjet press tracks
- 5 Get an in-depth look at inkjet sheetfed and continuous feed presses
- 6 Learn best practices for inkjet production, color management, media and workflow
- 7 Network with print professionals who have had success in growing their business with inkjet
- 8 Take a tour and see inkjet demonstrations at the Canon Solutions America Customer Experience Center
- 9 Get your questions answered by industry experts, including more than 30 paper, finishing and software partners
- 10 Hear about new inkjet applications — and how to sell them

The thINK 2017 conference will be a game changer for many in growing their inkjet business. The conference will help you expand your inkjet knowledge by interacting with some of the great minds leading this industry. With over 70 speakers and more than 30 interactive educational sessions, you will leave with best practice techniques you can apply immediately. We hope to see you there!



Mark DeBoer
thINK President
Darwill
Director of Customer Experience

thINK 2017 registration will close when maximum capacity is reached — if you aren't already registered, visit thINKforum.com and register today!

INKJET TRANSITIONS

North American Communications (NAC) transitions to the Océ ColorStream 3900 press:

INSTALLED

December 2016



PEAK IMPRESSIONS

No. of impressions as of 7/13/17: 14 million
Peak No. of Impressions: 990,000/22-hr. day
(8.5"x11")
Work Transitioned: 10%



UPTIME ON THE VARIOPRINT i300

~90%



TYPE OF WORK TRANSITIONED

NAC transitioned work that required a high level of versioning to the ColorStream 3900.



NEW APPLICATIONS

The ColorStream 3900 has enabled NAC to extend print service offerings to include postcards and unique envelopes.

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From an impressive array of keynote speakers to more than 30 educational sessions and multiple networking opportunities — you won't want to miss thINK 2017!





READY? SET? INKJET.

More than 400 attendees gathered at thINK 2016, making it the largest inkjet user event in the world.

As the industry continues to evolve, it's increasingly difficult to justify time away from the office, even for an educational opportunity. But the thINK user group conference is anything but ordinary. With more than 30 educational sessions, 70 speakers and multiple networking events, the third annual thINK user conference will provide attendees with practical information and actionable takeaways they can use immediately to grow their businesses.

thINK 2017, to be held once again at the Boca Raton Resort & Club on October 9-11, will educate attendees on the rise of inkjet and its continued transformation. The inkjet event expects to bring together more than 400 industry guests and educate members on the rise of inkjet and its continued transformation.

“The thINK community is focused not only on enhancing the present, but on shaping the future of inkjet and the industry at large.”

Mark DeBoer, thINK President

“This vast and [still] growing community of customers has come to expect a robust level of informative sessions and engaging inkjet topics from the thINK event, but also the opportunity to hear from great leaders outside the industry,” said Victor Bohnert, thINK Executive Director.

Once again, thINK will deliver — here's what's in store:

New for 2017:

Océ ProStream U.S. Debut & Inkjet 101 Pre-Conference

Generating industry-wide buzz has become a staple at thINK events for the last two years — and building on that reputation, attendees at this year's event will be a part of the first showing in the U.S. of Canon's new Océ ProStream continuous feed inkjet press. The latest breed of fast, highly productive inkjet technologies from Canon combines the vibrant colors of offset with the variable-data versatility of digital printing.

Also new to thINK 2017 is the first ever pre-conference Inkjet 101 Session. Taking place the day of arrival, the focus of the exclusive gathering is to help support those on the verge of making an inkjet decision. Guests can expect to hear from Canon Solutions America executives, industry analysts, and, perhaps

most importantly, customers who have recently made the transition to inkjet.

This invitation-only pre-conference event will help those new to production inkjet get up to speed on the technology before taking a much deeper dive at the thINK Conference itself. According to Bob Radzis, Chief Customer Officer of SG360 and 2017 Conference Chair, this pre-conference event will enable those new to inkjet to network with others that are on the same inkjet journey. “They will meet people just like them who are sorting it all out. They will also speak directly with Canon representatives about how the technology works. Additionally, they will get to hear experiences from their peers about their transition to production inkjet.”

In addition to the special day of pre-conference sessions, attendees will also receive recommended thINK 2017 sessions to continue to broaden their inkjet knowledge.

If you are interested in taking part in this special invitation-only pre-conference event, be sure to speak to your Canon Solutions America sales representative.

Partner Pavilion

As in previous years, the Partner Pavilion will give attendees the opportunity to speak with more than 30 partners to learn about workflow, finishing and paper solutions for inkjet.

Customer Experience Center Tours

With this year’s event in such close proximity to the Canon Solutions America Customer Experience Center (CEC), tours will be available to attendees during the thINK Conference. Attendees — whether they’ve had the opportunity to visit before or not — can experience the sheetfed Océ VarioPrint i300, the Océ ColorStream 3900Z, as well as the latest PRISMA technologies, Océ Arizona flatbed printers, and the Canon imagePRESS series.

Exciting Keynotes

Mark Kelly, Commander of Space Shuttle Endeavour’s final mission and Space and Aviation Contributor for NBC News/MSNBC will serve as a General Session keynote speaker. Joining Kelly during General Session is Greg McKeown, author of “Essentialism: The Disciplined Pursuit of Less” and CEO of THIS Inc. Also, the USPS’ James Cochrane, chief customer and marketing sales officer and executive vice president, will lead a keynote during thINK.

thINK 2017 Speakers

With a comprehensive, all-encompassing agenda in place and more than 70 speakers, thINK 2017 will offer more candid accounts and spur more knowledge-based inkjet discussions that can help longtime and new inkjet adopters make the most profitable decisions moving

forward. Driving some of those conversations are the following presenters:

- **Marco Boer, I.T. Strategies**

A recognized and trusted consultant in the digital printing industry, Boer, vice president of I.T. Strategies, has more than 25 years of experience in advising and guiding senior executives to successful business solutions in emerging digital printing markets.

- **Elizabeth Gooding, Insight Forums**

Elizabeth Gooding is the President of Insight Forums and co-founder of InkjetInsight.com, a valuable site for inkjet related tools, specifications and print quality analysis data.

- **Matt Swain, Keypoint Intelligence**

Matt Swain is a Senior Director for Keypoint Intelligence, the leading worldwide market research and strategic consulting firm for the digital imaging and document solutions industry. He is responsible for driving global research and consulting initiatives in the customer communications and document outsourcing markets.

These are just a few of the many forward-thinking and dynamic presenters set to take the stage and provide guests detailed inkjet education during thINK 2017.

Additionally, Business & Marketing, Technical and Profitable Print tracks will be included as part of more than 30 thINK sessions.

“We are gearing up for what is poised to be our biggest year yet, in terms of scale, size and influence,” said Mark DeBoer, thINK President. “As we have stated firmly in the past, none of this would be possible without the community that makes up this great user group. We’re proud to say that more than ever, the thINK community is focused not only on enhancing the present, but on shaping the future of inkjet and the industry at large.”

As in the past, thINK membership is free — and exclusive to — Canon Solutions America production print customers. Visit thINKforum.com to register to be a member. Once you are a thINK member, register for the thINK 2017 conference found on the EVENTS section of the [thINKforum](http://thINKforum.com) website.



At thINK 2016, attendees learned about inkjet printing and gathered valuable information to help them grow their businesses.

CONFERENCE AGENDA

Not
Yet Registered
for think 2017?
Register Today:
thinkforum.com

KEYNOTE SPEAKERS

JAMES (JIM) P. COCHRANE

James P. Cochrane was named chief customer and marketing sales officer and executive vice president (CCMO) of the USPS in October 2016. He is responsible for all domestic and international products marketing, development, management, the Consumer Advocate organization, the Customer Care Centers and Stamp Services.

Prior to being named CCMO, Cochrane served as the chief marketing and sales officer. Before that, he was chief information officer and executive vice president where he was responsible for the integration of technology and innovation in all aspects of USPS' operations. Additionally, he directed the advancement of new mail intelligence, engineering systems, information technology systems, payment technology, secure digital solutions and corporate information security to meet the changing needs of today's marketplace.

Throughout his 41-year postal career, Cochrane has served in a variety of roles where he and his team were responsible for innovations in technologies and tracking systems – including the Intelligent Mail barcode (IMb) and Intelligent Mail package barcode (IMpb) – and increasing the business intelligence they provide.

A graduate of American University, Cochrane has a master's in Public Administration from the School of Public Affairs.



CAPTAIN MARK KELLY

NASA space mission commander and American hero Captain Mark Kelly demonstrates how focus, dedication and persistence can help you tap into your potential to succeed in any competitive setting.

With an extraordinary career of service to our military, our nation and humanity, Mark has secured his place in history as a role model, modern-day pioneer, and leader of distinction. Together with his identical twin brother, Scott, he has laid the groundwork for the future of space exploration as the subjects of an unprecedented NASA study on how space affects the human body.

Mark captivates audiences with lessons learned from his extensive travels and experiences in the Navy, outer space and on the ground. From leading teams in some of the most dynamic environments imaginable, to the thrill of spaceflight, and the recovery and resilience of his wife Gabrielle Giffords, he reveals the foundations for success so you can accomplish your mission in life and work.

GREG McKEOWN

Greg McKeown is the author of the bestselling book, "Essentialism: The Disciplined Pursuit of Less" and the CEO of THIS Inc., a company whose mission is to assist people and companies to spend 80% of their time on the vital few rather than the trivial many. His clients include Airbnb, Apple, Google, Facebook and Pixar.

His writing has appeared or been covered by *Entrepreneur*, *Fast Company*, *Fortune*, *HuffPost*, *Politico*, and *Inc. Magazine*. He is among the most popular bloggers for the *Harvard Business Review* and LinkedIn's Influencers group. McKeown has been interviewed on numerous television and radio shows, including NPR's "All Things Considered" and NBC's "Press: Here."

Originally from London, McKeown now lives in Silicon Valley, Calif., with his wife and their four children. He graduated with an MBA from Stanford University.



MONDAY, OCT. 9

INKJET 101 PRE-CONFERENCE SESSIONS

Arrivals
Registration
CEC Demos & Tour

5 p.m.
WELCOME KEYNOTE KICK-OFF
Captain Mark Kelly

NETWORKING & COCKTAILS PARTNER PAVILION

TUESDAY, OCT. 10

7:30-8:50 a.m.
Ice Breaker Breakfast

PRODUCTION INKJET PRESS TRACK	TECHNICAL TRACK	PROFITABLE PRINT TRACK	BUSINESS & MARKETING TRACK
Making \$\$ with Sheetfed Inkjet	Digital Quality Management Techniques	Color Inkjet is the New “BLACK” – Technology Trends That Will Change the Way You Work	What Your Print Customers Don’t Know Can Hurt Your Business
High Speed Inkjet. On Sheets.	Dynamic Content and Output Management Techniques		
Production Efficiencies When You Have Both Sheetfed & Continuous	Workflow Optimization	Commercial Success: Leverage Inkjet to Create New Revenue Streams	thINK 365: Inkjet Resources 365 Days of the Year
	Inkjet Workflows: How to Make Your Work Flow Efficiently		
Profitable Print with ColorStream	Papertalk	In-Plants: Achieving Operational Excellence & Strategic Relevance	The Role of Print in Omni-Channel Campaigns
The Future of Continuous Feed Production Inkjet	Finishing: We’ve Got It all Backwards	Selling High Speed Inkjet – It’s Time To Make Your Sales Process A Differentiator	Marketing Your Business: 5 Ways to Get the Word Out
	Practical Approach to Color Profiling		
	G-Wiz of G7	Planning for Vertical Market Success	

PARTNER PAVILION

BEACH CLUB

WEDNESDAY, OCT. 11

Networking Roundtable Breakfast

Jim Cochrane, USPS

CLOSING KEYNOTE
Greg McKeown

Customer Experience Center Tours

Departures

INKJET INNOVATORS

NAC needed a solution for the growing demands of its customers. An Océ ColorStream 3900 turned out to be the perfect fit.

For a company focused on providing high-quality direct mail quickly and cost effectively, North American Communications (NAC) faced a challenge when its customers began to request more variable color on high volume direct mail. As the market evolved to include more targeted mail, NAC realized that it needed a solution that would meet its customers' needs and expectations for the high quality product they had grown to expect from the nearly 90-year-old company. In December 2016, NAC made a solution reality when it installed an Océ ColorStream 3900 at its Duncanville, Pa. facility.

Although it began in 1929 as a greeting card and envelope manufacturer, NAC has expanded far beyond its humble roots. As direct mail began to grow in the 1970s and 1980s, NAC discovered a gap in the industry. There were envelope manufacturers, printers, binderies and letter shops, but there weren't any companies manufacturing complete direct mail all under one roof. That's when NAC transitioned to become a one-stop solution for direct mail needs.

“[The ColorStream 3900] has a superior interface ... it is more reliable and much more highly developed.”

Now, NAC prints approximately 100 million linear feet of lithographic forms, but it needed to be able to accommodate high volume, variable work for its customers.

“Our customers started to come to us with higher volumes for variable color that we were producing for them in the sheetfed space, but we were bumping up against the edge of our capacity and capabilities in that environment,” Nick Robinson, CEO of NAC, explains.

At first, the company looked at a variety of technologies to try and meet its customers growing demands, but it was ultimately NAC's trust in Canon and confidence in its abilities as an organization that lead to NAC's decision to proceed with the ColorStream 3900 ... well, that and the ColorStream 3900's superior performance.

"We found that the Canon product was more developed," Robert Herman, president of NAC, says. "It has a superior interface and from the people we've spoken with, it is more reliable and much more highly developed. ... It was based on our confidence, as well as the integrity and quality of the product."

And above all else, Robinson says that NAC's commitment to its reputation was integral in its final decision to install the ColorStream 3900. NAC was built on a reputation that it gets the job done, never misses mail dates, and that it will only take on jobs that it knows it can complete with success. The company just needed a piece of equipment that would complement its mission.

"It was all about coming to market with a product that we felt that we could stand behind and that we knew the manufacturer could stand behind," Robinson says.

Even though the technology was only installed at the end of 2016, Robinson explains that the ColorStream 3900 has already impacted the company's bottom line. It produces a lot of high color work that traditionally results in paper waste and a significant amount of time dedicated to perfecting the final print run. However, as NAC transitions its customers to inkjet, less waste will be generated and it will give customers more time to make final decisions, including more up-to-date data analysis, while still providing speed to market.

In addition to transitioning its higher versioning work to the ColorStream 3900, NAC is also transitioning some of its high volume, traditionally sheetfed work to the new technology, resulting in lower costs.

Robinson points to one example in particular involving a nonprofit customer who needed to send out a quarterly newsletter. NAC was able to produce a dynamic and affordable newsletter with a highly personalized message for the customer's audience.

Along with its installation of the ColorStream 3900, NAC required a workflow solution that would support its high production and mailing volume, so it opted to add the Océ PRISMAproduction output management system as well as Océ TrueProof software for prepress proofing. Robinson explains that TrueProof has enabled NAC to sell appropriately to its customers by providing more accurate cost estimates.

"It allows us to educate our customers who are developing the pieces," Herman says, "to give them parameters as to what's driving the particular cost of their piece, and to help them work within a target

budget. We help guide them in terms of what graphic components should look like and how the decisions that they make at the creative stage have significant impacts on costs."

Robinson agrees with Herman and continues, "In a lot of cases, we could very easily have misquoted a job and not made any revenue on it. In the inkjet world, the perception of coverage and the reality can be very different."

In all, Herman and Robinson agree that the new technology has opened doors and given them access to customers and business that they may not have had otherwise.

"Everything is moving at a faster pace and mail is no exception," Robinson says. "Customers who are mailing want to mail with fresher data closer to their drop date. They want to accelerate the production process so they can be more responsive and reactive to market conditions."

And something that sets NAC apart from its competitors is its clear commitment to technology and its customers by meeting their demands on a variety of levels.

"We're not just manufacturers," Herman says. "We're innovators."



Nick Robinson
CEO



Robert Herman
President

AT A GLANCE NAC

Duncansville, Pa.

Markets Served: Financial, consumer lending, health care, nonprofit, internet services

Capabilities: Web with graphic printing, digital sheetfed, inkjet web, flexography, finishing, and mailing

Ancillary Services: Envelope converting, postal optimization, job tracking, customized reports

SAYING 'YES' WITH PRODUCTION INKJET

Branchburg, N.J.-based Arna Marketing Group relies on production inkjet technology because of its speed, economy and consistent print quality.

The capabilities of Arna Marketing Group are highly sophisticated, but the company's motive for acquiring them couldn't be simpler. "It's because we say yes," says president Steven Hegna, who vows that "yes" is the only answer his customers will ever hear no matter how complex or deadline-driven their requirements may be.

To make good on the promise, the Branchburg, N.J., company relies on the most advanced solutions it has been able to find for printing, finishing, mail processing and data management. With these resources, which include high-volume production inkjet printing, it serves a customer base that's diverse in composition but uniform in its demand for fast, secure, and error-free marketing communications services.

Since 2005, Arna Marketing has been providing a growing menu of these services to clients in the health care, financial services, banking, retail, pharmaceutical, insurance and education sectors. Direct mail remains the bedrock of what the company produces for its customers, but it also offers them everything else that fits the definition of "marketing communications" today: creative support, integrated marketing, online ordering, supply chain management and data analytics.

This explains why Anthony Mills, chief information officer at Arna Marketing Group, describes the company as "an IT solutions provider that happens to print." The printing, however, is anything but an afterthought, and the company's choice of printing systems reflects its commitment to giving its customers the best results that printed communications can deliver.

High-volume inkjet represents the future of hard-copy output for Arna Marketing because of its speed, economy, and consistent print quality.

Hegna emphasizes that the print-supported IT solutions from Arna Marketing are neither generic nor one-off. Everything is customized, and all projects are designed with long-term execution in mind. The success of this approach is one factor in Arna Marketing's fivefold growth in revenue over the last seven years, notes Mills.

A visit to the company's 65,000-sq.-ft. plant, currently undergoing a 40,000-sq.-ft expansion, reveals

a networked printing factory in which production is almost entirely digital. Nearly all of the printed output contains variable data. The goal, according to Hegna, is to move as much work as possible to on-demand production with two-dimensional bar codes added for trackability. This combination of “POD and 2D,” he explains, will help to shrink inventory, eliminate waste, and guarantee the accurate printing and mailing that customers insist on.

Hegna says high-volume inkjet represents the future of hard-copy output for Arna Marketing because of its speed, economy and consistent print quality. The technology took center stage at the company earlier this year with the installation of an Océ VarioPrint i300 sheetfed color inkjet press. The VarioPrint i300, a B3-format (13.9" x 19.7") sheetfed press with a monthly duty cycle of 10 million impressions, ran close to that volume (9 million impressions) in its first month of operation. Despite being pushed nearly to the limit during its initial rollout, the press logged uptime of more than 90%.

So impressive was the performance that a second Océ VarioPrint i300 is in the process of being installed. Also added were a pair of Océ ColorStream 3900Z monochrome continuous-feed inkjet presses. All of the devices were supplied by Canon Solutions America, which also provides the Océ VarioPrint and Canon imagePRESS toner presses that the company continues to use. Arna Marketing has chosen Canon Solutions America as its sole source of digital printing equipment and has implemented more than a dozen of its technologies in recent years.

With the help of its Océ VarioPrint i300s, the company intends to phase out its use of preprinted shells for jobs containing variable data. Printing the static portion of a shell on an offset press and digitally overprinting the dynamic content can take days — a time frame that Arna Marketing has cut down to hours with all-in-one production on the Océ VarioPrint i300. The duplexing press, which can print up to 3,800 B3 sheets per hour at 600 x 600 dpi, was designed from the ground up for exactly the kind of white-paper-in-production that Arna Marketing aspires to: full color and variable data in a single pass, dry and ready for finishing.

The Océ VarioPrint i300 is rich in features for uninterrupted, high-quality production. Paper from decks holding a maximum of 9,200 sheets is interwoven and registered for printing on both sides under the gaze of a camera-based sheet monitoring system that detects and ejects defective prints. Sheets also are scanned to spot jet-outs: nozzle failures that can be compensated for by automatically jetting additional ink from adjacent nozzles.

Canon's iQuarius water-based pigment inks work in concert with a precoating technology called ColorGrip to improve results on uncoated papers. The ColorGrip

fluid goes down first, creating a matrix onto which the CMYK iQuarius inks are sprayed in droplets of varying sizes. By controlling dot gain and expediting drying, ColorGrip produces an apparent visual resolution of 1,200 dpi and lets Arna Marketing print with standard offset stocks. Canon says that more than 200 media, including coated, uncoated, treated, and specialty stocks, are certified for use with the Océ VarioPrint i300.

A four-element drying system gently removes water from the printed sheets to dry them without deforming them. During operation, sensors installed throughout the press look for excessive power consumption and other anomalies that red-flag parts needing repair or replacement. This predictive maintenance is one of the things that enables the Océ VarioPrint i300 to achieve a 95% availability rate.

While these technical fine points may not be of direct concern to Arna Marketing's clientele, they matter because they have everything to do with delivering the level of service the company has pledged to provide. Hegna notes that health care organizations and other customers are required by law to communicate comprehensively and accurately in print with the populations they serve. This means supporting them with technologies that let Arna Marketing plan and execute their print-based campaigns without error or delay.

Technically speaking, the company has come a long way from its first attempts to produce what Hegna remembers as “a dynamic letter with a little color” — URLs in blue along with black type in one pass, printed on the kind of digital equipment then available. Today, with the help of Canon Solutions America, Arna Marketing Group has all the capability it needs to explore the many meanings of “yes” in close and long-lasting relationships with its customers.



Steven Hegna
President

AT A GLANCE ARNA MARKETING GROUP

Branchburg, N.J.

Markets Served: Health care, financial services, retail, pharmaceutical, insurance, education, banking

Capabilities: High-speed digital black-and-white and color printing, offset printing, direct-to-plate printing, one-to-one and variable data printing, inkjet web

Ancillary Services: Data services



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thINK FORWARD

Inkjet Networking and Knowledge



32 ¢ / 4.8 HOURS

Total cost to print this issue of
the thINK newsletter: 32¢

Press Time: 4.8 hours

Compare that to ~90¢ per piece and ~10
hours of press time on a competitive toner
device, based on a quantity of 4,500.

That's profitable print!

PRODUCTION NOTES

PAPER: Verso Blazer 100# Text Gloss

PRESS: Canon Océ VarioPrint i300

thINK is an independent community of Canon Solutions America
production print customers, solution partners, and print industry experts.
Led by some of the most successful inkjet service providers in the country,
it provides a forum for members to network, gain knowledge, discuss
common challenges, and share best practices.

