

ERIE COUNTY TECHNICAL SCHOOL

PROPOSED AGENDA ITEM

DATE: May 25, 2006

SUBJECT: Copier lease- Minolta 750- High School Office

INITIATED BY: Paul Fritz, Business Manager

DESCRIPTION:

Replacement copier lease to replace expiring leased equipment in the high school office area as per the attached proposal received from Kubinski Business Systems.

Monthly lease cost remains the same as the current cost: the older Minolta 650 is moved to Graphics, and the oldest Minolta 620 is removed from the school.

Monthly lease cost is budgeted in current and next year budgets.

RECOMMENDATION:

Motion to approve a lease with Kubinski Business Systems for a Minolta Bizhub 750 digital copier/printer, as proposed, for 39 months at \$980.98 per month.

Kubinski Business Systems

4525 West Ridge Road • Erie, PA 16506
(814) 833-4900 • FAX (814) 838-2650
TOLL FREE 1-888-480-9582
www.kubinski.com

May 5, 2006

Mr. Paul Fritz
Erie County Technical School
8500 Oliver Road
Erie, PA 16509

Dear Paul,

The Minolta Bizhub 750 Digital Copier/Printer/Scanner is part of the Line that Won Better Buys for Business Line of the Year Award Spring 2005 –2006. In addition The Minolta Bizhub 750 uses Minolta's exclusive Simitri Polymer Toner for the best black and white print quality. Do not just take my word for it we have won Bertl's prestigious end user Monochrome Image Quality Award. The Minolta Bizhub 750 is the more then worthy successor to the Minolta DiAlta 650 Digital Copier/ Printer. The Minolta Bizhub 750 offers the following advantages to your organization:

- ** Bizhub OP Open System Operating Architecture Allows Customization of OS**
- ** Advanced IC202 Image Controller with Standard Postscript 3 Emulation/512MB Copier**
- ** The ability To Feed 110lb. Index Through All Drawers and Document Feeder**
- ** Highest Toner Yield In The Class For a Low Cost Per Page (55,000 Pages At 6%)**
- ** Simitri Polymer Toner For The Best Image Quality (See Award)**
- ** 1/10th Of 1% To Scale Enlargement and Reduction Accuracy**
- ** New Chapterization and Form Storage Functions with HD503 HDD**
- ** 2-3 Hole Punching Selectable Eight Position Stapling Finisher**

In every way the Minolta Bizhub (750PPM) Digital Copier/Printer/Scanner is an upgrade for your facilities. It will be a great upgrade to your copy center operations for all of the above reasons. Best of all Kubinski working with your leasing company has secured a special upgrade buyout and Minolta lease rate. We have combined this with a special Kubinski discount since upgrading you early will help us attain our quota rebates and help everyone else we quote.

In effect by these savings given as an incentive to upgrade to a new Minolta now you can implement the solution during the slow season and also rotate your copier fleet. We will close out your old lease, upgrade you to a new faster 75PPM Model and allow you to keep the DiAlta 650 by placing the newer DiAlta 650 where the DiAlta 620 is now and retire it and its older print drivers and controller. We will remove the Minolta DiAlta 620 at no cost to you. In doing all this your payment will be what it was three years ago for a 65ppm Model!

Sincerely,



Charles Alessi
Senior Sales Representative

Kubinski Business Systems

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MINOLTA BIZHUB 750 DIGITAL COPIER/PRINTER PREFERRED PRICING:

Minolta Bizhub 750 Digital Copier **(75PPM)**

2/500 Sheet Universal Paper Drawers (110Lb Index)

1/ 1,500 Sheet Universal Paper Drawer (110Lb Index)

1/ 4,000 Sheet LU-402 Large Capacity Paper Drawer (12*18) /(110Lb Index)

100 Sheet Intelligent Bypass

100 Page Electronic Document Handler (110Lb Index)

Automatic Trayless Duplexing

FS 504 Advanced Finisher/With Eight Position Stapling

PK505 Two and Three Hole Punching Kit (Selectable)

512MB Standard Copier Memory (Allows Pre Scanning Of Jobs)

30 Job Programs

HD503 40GB Hard Disk Drive for Copier

IC202 Advanced Network Image Controller

Standard PCL6 and Postscript Three Printing For PC Or MAC

Network Scanning To Email With LDAP, Scan To HDD, Scan To FTP, Scan To SMB

Installation Support For Print and Scanning Drivers and Utilities

1000 Account Copy Track System/User Authentication/Job Lock

51 Job Copy Job Reserve

At Copier Box Function /Storage Of Forms On HDD/Scan To HDD User Boxes Direct

Distribution Number and Stamping of Watermarks

Install Of Print and Scanning Utilities

+

2,078,000 Copies Of Service and Supplies / 52,000 Per Month

Includes: Toner, Drum, Developer, P&L On-Site

Overage: .0065 Per Copy

+

Kubinski Buys Out Existing Lease # 3804470 Gives You The Minolta Dialta 650 Copier and removes the older Minolta DiAlta 620 Copier. (Includes re-installing of network utilities)

(You need to make Payment Due May 21st / Install By May 31st for Discounts to apply)

Erie County Technical School Gets To Keep Di650 Copier! We remove DiAlta 620 For Free!

Lease: \$ 980.98 Per Month / 39 Months

Note: This payment is at no Change From Three Years Ago For a 10CPM Faster Copier with Improved Networking/Scanning/Form Storage/ and Finishing Features!

Serving Erie Since 1938
Proud of our past . . . Poised for the future

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Plus we make the old lease go away no buyout/ship back/or return fees!

And the operating controls for the end user are virtually the same with little or no retraining required!

**** Zero Down**

**** FMV Buyout Option**

KUBINSKI BUSINESS SYSTEMS COPIER REFERENCES:

1) Saint Mary's Home

Phone: 814-451-1390

Sister Barbara Ann Vavreck, MA

Purchasing Agent

Service all copiers and fax requirements for both facilities several 45ppm+ copiers.

2) Corry School District

Phone: 1-814-664-4677

Mr. Mike Andrus

Business Manager

Several Minolta Copiers / Xerox Multifunctionals / Samsung Faxes

More references upon request!