



PROPOSED AGENDA ITEM

MEETING DATE: July 26, 2007

SUBJECT: Copier lease

INITIATED BY: Paul Fritz, Business Manager

DESCRIPTION:

Kubinski Business Systems has proposed to upgrade the b/w copier/printer/scanner in the Administrative and Business Office to full color, with stapling.

The existing lease payment for the b/w copier is \$330.00 per month. The upgrade lease payment will be \$348.00 per month for 48 months.

RECOMMENDATION:

Motion to approve a lease agreement with Kubinski Business Systems, Inc. and DLL Leasing for a Minolta Bizhub C450 copier/printer/scanner at \$348.00 per month for 48 months effective July 2007.

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

June 14, 2007

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

Dear Paul,

I AS ONE OF OUR EXISITING PREFERRED CUSTOMERS HAVE ARRANGED A VERY SPECIAL EARLY UPGRADE DEAL FOR YOUR SCHOOL THAT WILL GIVE YOU MORE AT A LOWER COST PER MONTH.

The Minolta DiAlta 470 Serial # L700112557 Lease # 24530876 at the current payment of \$ 330.00 Per Month runs through 12/22/07. The lease term was 48 months. We want to make you a spectacular offer to upgrade to a Minolta Bizhub C450 color and bw 45PPM Copier/Network Printer/And Scanner now. We will pay off and close out your existing lease/ pay you to ship back the existing copier/ and give you a much more capable copier that is state of the art for a lower monthly payment.

The catch? You need to decide to take advantage of this by the end of June because it will allow us to earn the additional rebates making this possible! In short if we win you win bigger! How?

1) The Minolta Bizhub C450 won Color/BW MFC copier of the year when introduced for general office applications. Your B/W cost would be the same and you can use or restrict color by copy track account at your discretion!

2) You can get a timely upgrade now to a state of the art Minolta Bizhub C450 and cut your costs rather then limp along for most of the rest of the next year before upgrading.

Why are we making such an offer? Prices and discounts are the best they have been, leasing is low and summer is slow, so certain customers are offered special deals. Your # 1 and Minolta is #1. Pay more for less or get more for less now is your only decision! Why keep a copier when you can upgrade to a new Minolta Bizhub rated #1 and popping up everywhere?

There are several reason's that Minolta's Bizhub Digital Multifunctional Copiers are everywhere. They offer more value and ease of use. In fact Minolta' Bizhub is Buyer's Laboratories Line OF The Year Award Winner for 2005 when Bizhub was introduced.. This award goes to the one manufacturer line that has the strongest and most reliable product offering across the board.

Minolta is the # 1 choice especially in Color / BW Multifunctional Copiers and Printers? We have over a 28% share in this segment! Here is the answer why. Minolta Bizhub builds better quality and technological advantages into each model and integrates the features into an easy to use and maintain design that is a value. In short we offer more and better for less. Here is why!

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

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REASONS MINOLTA BIZHUB C450 IS BETTER;

- 1) **Simitri Polymerized Toner** – Minolta has invented a new toner formulation that is organically grown as much as manufactured. It results in a uniform particle size and shape of 6.4 microns. Wax resin can be incorporated into the toner so it can be fused to the paper without the use of expensive and hard to maintain oil rollers that pulverized or crushed toner systems require. In addition we can do things like gloss on non-gloss paper and print true to life color without doing anything more then hitting copy or print.
- 2) **The Bizhub OP Integrated Hardware/Software-** This approach makes it easier to move information, manage files, control network devices, and maintain security. We replace separate “bolted in” circuit boards with a common system architecture that drives all functions. Its like having a faster processor on your computer that is integrated and speaks the same language as everything else where everyone else slows down from the translation taking place.
- 3) **Standard User Box Function** – The Bizhub C450 at an unheard of price point does not just move your information it allows you to save your documents directly to up to 1,000 user mailboxes on a built in 40GB hard drive. You will have password protection, user authentication, and also restricted copier and print access. So information stays easy to find yet confidential when it has to be.
- 4) **Paper Handling** – You can load up to 140lb. Index in a drawer or the bypass with Minolta’s exclusive BFRT roller technology. Most other systems force you to use a bypass only on heavy stock and top out at 110lb. You can even feed heavy stock up to 110lb. Index through our document feeder and print full bleed 11*17 on 12*18 paper.
- 5) **Ease Of Use and Maintenance** – Most new color copiers on the outside look like they are trying to look like a Minolta. It’s flattering and a bit confusing for you the consumer. But just like cars as soon as you kick the tire, make a copy open the hood you see the difference. A lot of copiers talk about corporate color or occasional color. You used those buzzwords talking to me after meeting with another brand. Here is the thing that really means we scan at fewer bits so the color is not good enough for presentation to customers or for pictures or graphics but its great for pie charts.

I COULD GO ON! BUT IN THE INTEREST OF SAVING PAPER: Please review this proposal and call with questions or to place an order. This is a sincere attempt to provide you with the best possible pricing and value in the best Multifunctional Copy and Print System the Bizhub C450.

Sincerely,

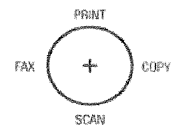
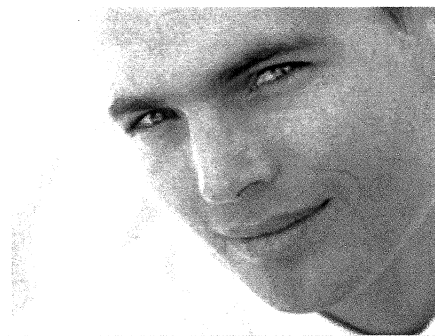
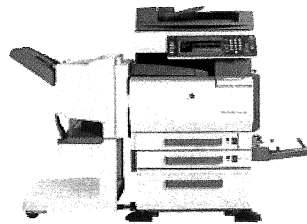
Charles Alessi
Senior Sales Representative

Kubinski Business Systems, Inc.4525 West Ridge Road ☐ Erie, PA 16506
(814) 833-4900 ☐ FAX (814) 838-2650**SALES ORDER FORM**

ORDER DATE	7/13/07	SALES ORDER #	
CUSTOMER:	DLL Leasing	SHIP TO:	Erie County Technical School 8500 Oliver Road Erie, PA 16509
PURCHASE ORDER #		PHONE NUMBER:	1-814-864-0641
DELIVERY:	7-10 Days	TERMS:	Lease
SALES MAN:	Chuck O'G	INVOICE:	

QTY	DESCRIPTION	SERIAL #	UNIT PRICE	TOTAL
1	MindIta Bizhub C450 Color B/W Copier			13,803.55
	1/250 Sheet MP Drawer (Feeds 140lb Trade)			\$5,118.55
	1/500 Sheet Cassette	1/100 Sheet Bypass		15,073.55
	PC402 2/500 Sheet Additional Drawers	LCC		
	DF601 Reversing Document Feeder			
	AD503 Auto Duplex Unit / Cross Cross Sorting			Buyout Upgrade
	Emperor Network Print / Scan System			Return Lease
	512MB RAM / 40GB HDD / PC / PS / PS Drivers	#24530876		
	Network Scan To Email / Ethernet 10/100			(2,310.00)
	15Amp HIE Surge Protector Delivery / Setup / Install			
	Net. \$349.00 + Tax / 48 Months / Zero Down / FNU B10			11,493.55 / 12,763.55
OPTIONED BY:	Paul O'G			
SALES MAN SIGNATURE:	5507 Staple Finisher			
		NET SALES		
		SALES TAX		
		TOTAL SALE		11,493.55 / 12,763.55

WARRANTY: Free 10,000 Color Copies 8 1/2 x 11 (\$800.00 Value) up to \$550.00
MENTS: Service / Supplies (After 1st Free) / Blue Copies / Color: 1.0089 Per Copy / 1.0089 Per Page
Note: Kubinski Will Issue A Check For
Upon Funding For Ship Back
Inc: Color Toner, Blue Toner
Color Process Unit
Developer PCL Delivery



bizhub C450

CONNECT

COMMUNICATE

CONTROL

General Specifications:

TYPE:

Full-Color Printer/Copier/Scanner With Stationary Platen

PRINT/COPY PROCESS:

Tandem Process

IMAGING SYSTEM:

Simitri® Color Polymerized Toner

MONTHLY DUTY CYCLE:

125,000 pages

PRINT/COPY SPEED:

Full Color: 35 ppm (letter, portrait)
B&W: 45 ppm (letter, portrait)

SCAN SPEED:

Up to 38 opm

COPY RESOLUTION:

600 x 600 dpi

PRINT RESOLUTION:

600 x 600 dpi
(enhanced resolution: 600 x 1800 dpi)

HARD DISK DRIVE:

40 GB

GRADATION:

256 color shades per pixel

ORIGINAL SIZE:

Up to 11" x 17" (scanning/copying)
Up to 11" x 17" full-bleed on 12" x 18" paper (printing)

COPY SIZE:

Multi-Purpose Cassette: 4" x 6" to 12" x 18"
Universal Cassette: 5-1/2" x 8-1/2" to 11" x 17"
Multiple (Intelligent) Bypass: 4" x 6" to 12" x 18"

WARM-UP TIME:

Less than 99 seconds

FIRST COPY:

Full color: less than 8.5 seconds (letter)
B&W: less than 5.5 seconds (letter)

COPY QUANTITY:

1 - 999

COLOR MODES:

Auto Color, Full Color, Black & White, 2-Color, Single Color Mode

COPY EXPOSURE MODES:

Text (legible text)
Text/Photo (clear text and halftones)
Photo (optimized for gradations)
Map (fine edges and legible text)
Dot Matrix (dot matrix originals)
Copied Paper

FAXING (optional):

Super G3 compatibility;
JBIG data compression
33.6 Kbps modem speed
F-Code Support

DATA COMPRESSION:

MH, MR, MMR, JBIG

FAX TRANSMISSION SPEED:

Less than 2 seconds/page

FAX EXPOSURE MODES:

Text, Text/Photo, Photo, Dot Matrix

STANDARD PAPER SUPPLY:

250-sheet multi-purpose cassette
(16 lb. bond to 140 lb. index)
500-sheet universal cassette
(16 lb. bond to 140 lb. bond)
150-sheet bypass
(16 lb. bond to 140 lb. index)

MAXIMUM PAPER CAPACITY:

3,400 sheets (total, with options)

DOCUMENT FEEDER:

DF-601 Automatic Document Feeder
Paper Capacity: 100 sheets
Paper Size: 5-1/2" x 8-1/2" to 11" x 17"
Paper Weight: Single-sided:
10 lb. bond to 110 lb. index;
Double-sided: 13 lb. bond to 28 lb. bond

POWER REQUIREMENTS:

120 V, 60 Hz

POWER CONSUMPTION:

Less than 1.5 kW

DIMENSIONS (W x D x H):

C450: 27-3/4" x 30" x 35-3/4"
(standard configuration)

MAGNIFICATION:

Zoom range: 25% - 400%, 0.1% increments
Preset reduction: 79%, 73%, 65%, 50%
Preset enlargement: 121%, 129%, 155%, 200%

WEIGHT:

C450: 275 - 1/2 lbs.

OPTIONS:

DK-501 Copy Desk
EK-702 Parallel/USB 2.0 I/F Kit
FK-502 Fax Kit
FS-507 Staple Finisher
FS-603 Booklet Finisher
IC-402 Image Controller
JS-601 Option Tray (for FS-507 Staple Finisher)
MC-501 Mechanical Counter
MK-703 Enhanced Option Connection
MK-704 Fax Connection Kit
ML-501 Multi Line
PC-102 Paper Feed Cabinet (500 sheets)
PC-202 Paper Feed Cabinet (500 Sheets x 2)
PC-402 Large Capacity Tray
(2,500 sheets)
PK-501 Punch Kit
(for FS-603 Booklet Finisher)
SA-501 Scan Accelerator Kit
SC-503 HDD Encryption Kit
VI-502 Video Interface Kit (for IC-402)

Available Print/Copy Functions*

Account Track (up to 1,000 accounts)
APS/AMS
Auto Duplex
Auto Reset
Auto Tray Switching
Bi-Directional Communication
(Device Option Setting)
Box Function
(Store Copy Jobs, Print Jobs, Scans, Fax Data, Print Stored Data, Route Scanned Data)
Color Modes & Functions
Auto Color/Full Color
Black & White Mode
Single Color Mode
2-Color Mode
Color Adjustments (Brightness, Contrast, Saturation, Sharpness, Red, Green, Blue, Portrait, Hue Density, Color Balance, Copy Density)
Sample Copy

Copy Modes

(Simplex/Duplex, 2-in-1, 4-in-1, 8-in-one, Book Separation, Booklet Creation, Catalog Binding)

Cover Mode

Creative Functions
(Mirror Image, Image Repeat, XY Zoom, Image Centering, Base Color, Negative/Positive Reverse)

Criss-cross Sorting

Distribution Number Printing

Energy Save Mode

Enlarge Display

Erase (Frame, Book Frame, Book Center) Mode

Finishing (Group, Sort, Staple, Punch,

Booklet Center-Fold & Staple, Center-Crease & Staple)

Form Overlay

Glossy Mode

HDD Random Erase

Image Adjustments

(Color Matching, Pure Black Auto ON/OFF, Color Balance, Screen Setting, Image Smoothing ON/OFF)

Image Density Adjustment (Density, Background: Removed

Image Preview (Job Finishing Image Display, Engine Configuration Display)

Interrupt

Job List

Job Erase

Job Reserve

LDAP/up to 5 LDAP Servers/Global LDAP

OHP Interleaving

Mixplex, Mix-Media

Paper Size Selection

(APS, Manual)

Paper Type Selection

(Normal, Thick 1, Thick 2, Thick 3, OHP)

Program/Recall Jobs

Proof Print

Secure Printing

Separate Scan

Sleep Mode

Text Enhancement

User Authentication (Synchronize with Account Track)

User Box Function (Store Copy Jobs/Print Jobs/Scans/

Fax Data, Print Stored Data, Route Scanned Data

Utility (Meter Count, Environment Setting,

Default Setting, One-Touch Setting,

Check Consumable Life, Admin. Mode)

Watermarks

Zoom Selection

(AMS, Fixed Zoom Ratio, User Programmable

Zoom Ratio, Manual)

Available Scan Functions*

Scan-to-Email
Scan-to-FTP
Scan-to-SMB (Scan-to-Desktop)
Scan-to-HDD (Scan-to-User Box)
Network TWAIN

Available Fax Functions*

Autodialling (2,000 one-touch keys)
Auto Memory Reception
Auto Reduction Printing
Border Erase Transmission
Broadcasting (maximum 600 locations)
Bulletin Board
Density Adjustment
Duplex Transmission/Reception
Exposure Mode
(Text, Text/Photo, Photo, Dot Matrix)
Group Dialing
(up to 500 one-touches per group)
Image Rotation Transmission/Reception
Internet Faxing
IP Address Faxing
Mailbox (Private) Transmission/Reception
Reception
Memory/Quick Dial
Memory/ Transmission/Reception
Mixed Originals Transmission
Original Size Designation
Overseas Transmission
Password Transmission/Reception
PC Fax (PCL Driver only)
Polling Transmission/Reception
Priority Transmission
Program Dialing (400 programs)
Redial
Relay Broadcasting
Relay Transmission
Remote Reception
Secure Printing
Telephone/Fax Auto Transfer
Timer Transmission
TSI User Box
TSI User Box Routing

Emperon Print System

PROCESSOR:

600 MHz (PPC750FX)

RAM:

512 MB (standard; shared scan
and copier memory)

HARD DISK DRIVE:

40 GB (standard copier memory)

PAGE DESCRIPTION LANGUAGE:

PCL 5e/5c Emulation
PCL6 (XL version 2.1) Emulation
PS3 Emulation

FONTS:

PCL Resident Fonts:
80 outline + 1 bitmap
PS3 Emulation Resident Fonts:
136 outline

PRINT DRIVERS:

PCL6: Windows 98SE, ME, 2000/
XP/ 2003, NT 4.0 SP6
PS3 Emulation:
Windows 98SE/ME (PPD file),
2000/XP/2003/NT 4.0 SP6 (Print
Drivers),
Mac OS 9.2 or later,
Mac OS X 10.2,
Mac OS X 10.3, and
Mac OS X 10.4 (PPD files)

TWAIN DRIVER:

Windows 98SE, ME,
2000, XP, NT 4.0 SP6

INTERFACE:

Ethernet 10/100 BaseT
Parallel IEEE 1284 (optional)
USB 1.1, 2.0 (optional)

PROTOCOLS:

TCP/IP
IPX/SPX (NDS)
AppleTalk (EtherTalk)
LPR
SMB
LPD
NetBEUI
Pserver (Novell 4.x, 5, 6/NDS)
N Printer
NDPS
IPP 1.1
SMTP
POP3
LDAP
SSL
SNMP
HTTP 3.0

PAGESCOPE APPLICATIONS:

Network & Device Management (bundle):
HDD Backup Tool
PageScope Box Operator
PageScope Data Administrator
PageScope Direct Print
PageScope EMS Plug-Ins
PageScope Job Spooler
PageScope NDPS Gateway
PageScope Net Care
PageScope Network Setup
PageScope Print Status Notifier
PageScope Web Connection

OPTIONAL SOFTWARE:

PageScope Workware
PageScope Router

OTHER UTILITIES:

Plug-in for HP Web JetAdmin

Fiery® IC-402 Embedded Image Controller (option)*

PROCESSOR: Intel® Celeron® 2.0 GHz

OPERATING SYSTEM: Linux

HARD DISK DRIVE: 80 GB

MEMORY: 256 MB (standard);
512 MB (maximum)

PAGE DESCRIPTION LANGUAGE:

PCL 6, Adobe PostScript 3 (3017)

FONTS: PostScript Fonts: 136,
PCL Fonts: 80

PRINT DRIVERS:

Windows 98, 2000, 2003 XP, NT 4.0
Mac OS 8.6, 9.x
Mac OS X 10.1 and 10.2 (Classic mode)
Mac OS X 10.2.4 and later (Native mode)

INTERFACE: 10/100 BaseT, RJ45, USB 2.0

PROTOCOLS:

TCP/IP (Static IP, Auto IP, DHCP/BOOTP),
LPR, SMB, IPX/SPX (NDS), AppleTalk
(EtherTalk), HTTP, SNMP, IPP,
Port 9100, SMTP, POP3, LDAP,
SSL/TLS

UTILITIES:

ColorWise® Pro Tools 3.7
Command Workstation™ 4.2 (for Windows)
Command Workstation™ LE
(for Mac OS 10.2.4 and later)
Fiery® Downloader™
Fiery® Spooler™
Fiery® WebTools™ 3.0
Standard Spot-On Color Matching

OPTIONS:

256 MB Memory (upgrade, IC-602)
256 MB Memory (Banner Printing ;
Upgrade, Engine)
EFI Impose (v. 2.6)
EFI Densitometer (ED-100)
Graphic Arts Options: Hot Folders,
Auto Trapping
EFI Color Profiler Kit (ES-1000)
(Spectrophotometer with monitor
profiling software)
EFI Secure Erase

* Some functions may require options, which may or may not be available at time of launch.