



Case Study



Pre-Sort Center of Stockton Replaces Xerox Printers with Four DDP 70e Production Printers from Ricoh Printing Systems America

Pre-Sort Center provides customization and printing services to their customers in Stockton, California. They produce time critical materials such as invoices, statements, marketing pieces, flyers and invitations. Pre-Sort accepts digital input via the web, modem, disk or even reel tape. As a complement to their production services they also write programs to improve customers' workflow. Finally, in addition to the wide range of services offered, Pre-Sort makes it a priority to print their customers' output, no matter how big a job, within the required production window.

At the end of 2003 Pre-Sort re-evaluated their printing resources, which consisted of two Xerox 4850 HighLight Color Laser Printing Systems, two Xerox 4090 Monochrome Laser Printing Systems, one Xerox 4050 Monochrome Laser Printing System, and numerous HP 8100 and 9000 series printers. They considered factors such as decreasing their printing costs, reducing their monthly print volume commitments, improving their floor space utilization and increasing printer up-time by adding backup printers. In May of 2004 Pre-Sort began their upgrade plan by removing several Xerox printers (4050, 4090, 4850) and adding two DDP 70e printers from Ricoh Printing Systems America. Use of the DDP 70e printers resulted in lower costs and improved up-time for Pre-Sort compared to the Xerox machines. The DDP 70e printer with user replaceable consumables enabled round-the-clock operation by eliminating the need to wait for a service call just to replace consumables. All DDP printers have user replaceable toner, developer units, fuser units and fuser cleaning webs.

The first two DDP 70e printers performed so well that in February of 2005 Pre-Sort added two more DDP 70e units to their operation. Michael Gutterres, owner of Pre-Sort, said, "I am very pleased with the performance of the new DDP 70e printers, especially the increased productivity and efficiencies." The printers are producing an average print volume of 500,000 to 1,000,000 pages per month. A variety of applications are being printed on everything from standard 20 lb. letter size stock to custom sized preprinted forms.

As a service oriented company Pre-Sort finds that the DDP 70e printers have been instrumental in helping Pre-Sort achieve their goals of reliability and on-time delivery.

To learn more about Pre-Sort Center, visit www.pre-sort.com



Industry:

Direct Mail

RPSA Solution Set:

Hardware:

4 Ricoh DDP 70e Printers

Software:

Objectif Lune PlanetPress™

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