

What's New

From tool kits to laptops

Since opening its doors in 1974, CBM Office Automation has left typewriters and adding machines for the digital age

Cheaper, Better, Smaller

Samsung's CLX8380ND maintains brilliant full colour images at a greatly reduced cost.

Building together

CBM and long-time customer Keller Construction Ltd. have grown together



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From Tool Kits to Laptops

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Chronicle Staff

Amidst state-of-the-art computer equipment and family photos, an old-fashioned typewriter sits in the corner of Glenn Mudryk's office – the only reminder of CBM Office Automation's analog beginnings.

When the company first opened its doors in 1974, it operated as a dealer of forms handling equipment. It was, after all, what kept businesses running: adding machines, typewriters, and the like. Faxes existed, but weren't in common use; CBM's customers stuck to cheap, reliable carbon paper.

Since Mudryk purchased CBM in 1988, the industry has undergone an incredible transformation. "There wasn't a lot of change," he says. "Now, we're learning daily."

These days, technicians carry laptops – not tool kits – and CBM representatives must be educators as much as salespeople. "It's no longer, go out there and sell a box," he says.

Often businesses aren't aware of the technology that's out there, and so CBM works with clients to determine solutions to their particular set of challenges.

"When we consult with a business, we do a full analysis of how they communicate, how do they share information, send information – not only internally but externally," says Mudryk. "How do they share information with customers? We've really merged with the information technology world wholeheartedly."

The company is leading the market in a number of areas, especially archiving and storage. CBM offers front-end solutions to cut down on the amount of paper companies must preserve, including a type of software

that allows scanners to scan documents, identify what they are based on print in certain fields of the document, and then file it in a hard drive or on a network.



Now, the paper can be recycled and there's no need to manually file it in a filing cabinet, or fuss with moving the scanned file into a particular directory.

It's one of many technological solutions that integrate information technology with printing systems, while reducing environmental impact.

In 2008, environmental sustainability is at the core of the company's work.

About 90 per cent of the waste Kyocera and Samsung printers produce can be recycled. The products use power efficiently and have longer duty cycles, reducing time between maintenance.

It's not easy to keep up with technology, but CBM staff are constantly training on new technologies, says Mudryk.

"We need to know. For us to provide the best value for our customers, it's our responsibility to make them aware of what technology is available."





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Building Together

CBM and long-time customer Keller Construction Ltd. have grown together

By Chronicle Staff

Keller Construction Ltd. has been an Edmonton institution since 1962 and has built buildings small and large across Western Canada.

For the last 10 years, CBM Office Automation has helped the company maintain an efficient flow of information to keep up with its operations. Reaching over 110 Million in annual sales in the petroleum, commercial and food industries, Keller Construction Ltd. is continually expanding so reliable office infrastructure is crucial.

“CBM has been able to grow with us,” says Vice-President Vince Byblow. “With the technology that CBM offers, as our business has grown, so has our number of printers.”

At Keller Construction, information moves quickly. Large, 11 x 17-inch blueprints must be printed each day from multiple locations, in a timely fashion, in order to get to the contractors in the field. With some guidance from CBM, staff at Keller Construction Ltd. found the right Kyocera

products to make it happen.

“We’re now able to overcome those challenges,” says Byblow.

CBM also takes care of Keller Construction’s desktop printing, colour printing, toner and supply, and maintenance needs. The products are reliable and the staff at CBM are always on-call when support is needed, says Byblow.

“I think nothing of picking up the phone and calling Glenn (Mudryk) or anyone in their sales office to get on-demand support – I never get turned away.”


Both companies are experiencing unprecedented growth at the height of the province’s boom, but their enduring success may have more to do with the values the two organizations share.

“I would say that Keller Construction Ltd. is a business that runs parallel to CBM in that it’s been created as a family-run business and built on pride and relationships,” says Byblow.



**HP Canada aligns with
CBM Office Automation
in Edmonton**



 For more information on CBM’s products, check out www.cbm.ab.ca/products.html