

## TOSHIBA TEC RESTRUCTURE



Following a year of dramatic growth through expansion and acquisition Toshiba TEC UK Imaging Systems has restructured its business to move away from one large company toward three identified business units.

TUIS managing director Mark Garius retains responsibility as managing director also of the Dealer business operation but believes that the dedication of the Direct Digital headed up by John Hawes, previously marketing director, and eIS headed up by Ian Martin who joins the company, will enhance operations and business growth.

Direct digital and Ingento were leading London based dealerships acquired by Toshiba last year and merged under the Direct Digital name. EIS is Toshiba's direct sales, major account operation now under the control of Ian Martin who has previous experience with Thomas Cook and TNT as well as more recent graphic print interests.

Steve Hewson now assumes the role of Group Marketing Manager as well as responsibility for the Emerging Technology Group within Toshiba.

## MAILROOM INNOVATIONS

Edinburgh is the location on June 9<sup>th</sup> to 10<sup>th</sup> at the Royal Highland Centre of the Mailroom Innovations show where a range of direct mail and mail processing solutions can be assessed. The event is open from 9.30am to 4pm each of the two days and the good news is that it is free as is lunch.

Supporting the show are a number of well known mailing industry players including PFE with their recently renamed Maximailer 4 as well as the ColourSeal devices and other folding, inserting and processing systems. K&J Lockie will have a range of their quality standard and customised envelopes while document imaging will be provided by Océ UK. The increasingly important issue of mail security scanning will be addressed by Scanna MSC.

## MILLION FAX UNITS SOLD IN EUROPE

Sales of Sagem Communication products continue to increase but the UK success story, reported last month, is not confined to the eye catching mobile phone and projector sales but is enhanced by over a million sales of fax units by the Sagem Group in Europe last year. In the UK manag-



ing director Michael Smart comments 'Continuous investment in new technologies fuels our competitive standing as demonstrated by new products such as the LaserPro flatbed multifunction range, portable projectors and the 50in DLP flat screen television.'

## HARRY SUZUKI

Friends and colleagues at Brother UK as well as those in the wider business technology industry will miss Harry Suzuki who has been managing director at Brother for three years but has returned to Japan following a prolonged illness. He takes on a new role with Brother International Corporation. Shoichi Kayaba who has been senior director at Brother International Europe takes on the role of acting managing director of Brother UK.

## TOUGHBOOK SURVIVES TEST

Temperatures of -51C, violent storms as well as hungry bears were just some of the tests that the Panasonic CF-18 Toughbook Tablet PC survived on the travels in the Canadian Arctic with explorer/photographer Gary Rolfe, 38, - www.garyrolfe.com - who spent a month with his team of huskies on the frozen Mackenzie River. The Toughbook was used to hold digital photographs that eventually were burned to 26 CDs, sketches as well as hand-written notes. Gary Rolfe well understands the fragility of IT in sub-zero temperatures but found the Toughbook an effective data and image storage solution.



## PRINT PARTNERS

TallyGenicom has introduced a new channel incentive programme to grab 5% of the colour laser market. The Power to Print Partner scheme has been developed to specifically encourage partners with cash-back incentives, particularly on its T8024 colour laser printer.

## AWARD FOR PHILIPS

Philips Dictation Systems recently won the Lyreco best in category award for Electronic Office Supplies. Mark Larwood of Philips Dictation comments 'This was especially impressive for Philips as there were very few electronic suppliers in the Lyreco awards top 20 companies and Philips are proud that their dedication to working with the professional office equipment network has been recognised in this way.'

## OFFICE WORLD-STAPLES MERGE

Office World UK is merging with Staples subject to OFT regulatory approval. The merger is being created through the sales of shares in office World to Staples by its parent company, Globus Group, based in Switzerland. Andy Etherington, CEO Office World said 'Office

World is the largest business owned by Globus Group outside Switzerland and has claimed an increasingly significant share of the UK office products market. It represents an impressive portfolio with 59 UK superstores, direct catalogues and online presence.