

# KATUN<sup>®</sup> Market Watch

VOLUME 3 • ISSUE 6 • MAY 2002

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## INDUSTRY ANALYSIS

### BUSINESS NEWS

#### FINANCIAL EARNINGS

#### Hewlett-Packard Reports Second Quarter Results

**H**ewlett-Packard reported its financial results for its second fiscal quarter ended April 30, 2002, the company's last pre-merger earnings report. The company reported second quarter revenue of \$10.6 billion, compared to \$11.4 billion in its first fiscal quarter. Sequentially, pro forma revenue declined 7%, while gross margin increased from 26.9% to 28.7%. The company generated cash from operations of \$2.1 billion for the quarter. Pro forma operating expenses were essentially flat on a sequential basis and were 22.2% of net revenue.

May 15, 2002 CAP Ventures

#### Canon Raises 1st-Half, Full-Year Forecasts

**C**anon has raised its forecasts for 1st-half 2002 and full-year 2002. It now expects consolidated net profit of ¥72 billion (\$575 million) for the 1st-half, up from an earlier projection of ¥64 billion (\$511 million), on sales of ¥1.41 trillion (\$11.3 billion), vs ¥1.39 trillion (\$11.1 billion) forecast previously. The full-year net profit and sales forecasts have been increased to ¥178 billion (1.4 billion) and ¥2.99 trillion (\$23.9 billion) respectively, up from earlier projections of ¥170 billion (\$1.36 billion) and ¥2.96 trillion (\$23.7 billion).

Handelsblatt 29/04/2002 p15

#### Record Profit for Ricoh

**R**icoh Co posted a record profit yesterday for the year ended in March and has forecast further gains for this year. Consolidated net profit for the year increased 15.8% to 1.61 billion yen (\$12.9 billion), operating profit rose 23.4% to 129.70 billion yen (\$1.03 billion)

and revenues were up 8.7% to 1.67 trillion yen (\$13.3 billion). The company said its domestic market was a little more sluggish than anticipated but with the help of favorable foreign exchange rates it saw strong growth in overseas sales that increased 26.6% from the previous year.

Channel Info 09/05/02

#### Printing Industry Revenue Grows 1.6% in 2001

**T**he printing industry generated revenue of SFr6.5 billion (\$4.1 billion) in 2001, up 1.6% from 2000, following growth of 2.5% in 2000, according to Viscom, industry assn. Industry investment reached SFr540 million (\$342 billion) in 2001, equal to 8.3% of total revenue.

Neue Zuercher Zeitung 28/04/2002 p11

#### PARTNERSHIP & ACQUISITIONS

#### Toshiba Appoints IOS Digital

**T**oshiba has appointed IOS Digital (Integrated Office Systems) as a Toshiba authorized reseller in the Channel Islands. Established in 1977 and based in St Helier, IOS Digital supplies a comprehensive portfolio of products from Nashuatec and now Toshiba to major corporate accounts in the islands. The company will carry the full Toshiba range and has achieved advantage level status as a Toshiba reseller.

Channel Info 03/05/02

#### Datec, Westcoast win Hewlett-Packard Distribution

**H**ewlett-Packard has named Datec 2000 as a distributor of its DesignJet range of large-format printers and has confirmed that Westcoast will be a fellow distributor. Mark Ellis, Hewlett-Packard's UK large-format printers category manager, said the company was expanding its

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wholesale channel to meet the demand from graphics resellers. Westcoast and Datec 2000 will handle distribution of the DesignJet range, which encompasses both the CAD and reprographics markets. Art Systems in Beeston is the other UK distributor of the DesignJet range. Datec 2000 is part of Computer 2000, the Basingstoke-based trade-only distributor of computer hardware, software and services. Computer 2000 is already a distributor of other Hewlett-Packard products. Westcoast stepped into the distribution vacuum left by the administrative receiverships of RES Holdings, RES Distribution and Calcomp European Supplies. The RES companies' administrative receivers have said that the companies were hit by financial difficulties as a result of "challenging market conditions". Their priority was to ensure that all of the companies' assets are realized, including freehold premises in Wokingham. Most of the 28 staff employed across the three companies had been made redundant prior to their appointment.

PrintWeek 10/05/02

### Hewlett-Packard/Compaq Merger Due to be Closed

Hewlett-Packard was set to close its \$18.4 billion merger with Compaq Computer on 03 May 2002, after surmounting the final obstacles to the deal. Hewlett-Packard will alter its ticker symbol to HPQ from HWP. Compaq shares on the New York Stock Exchange, NY, will be suspended before trading opens on 06 May 2002. The merged company is due to be officially launched at Hewlett-Packard's HQ in Silicon Valley, CA, on 07 May 2002. The merged company will also present its product road maps and branding plans on 07 May 2002. Hewlett-Packard won the shareholder vote, held on 19 March 2002, by 45 mil votes, or around 3% of total votes cast, according to final results.

Financial Times 03/05/2002 p26

### Hewlett-Packard/Compaq Takeover No Longer Opposed by Walter Hewlett

Compaq Computer's proposed \$18.5 billion takeover by Hewlett-Packard is no longer

opposed by Walter Hewlett, son of company co-founder William Hewlett and former board member. In a statement made after a court rejected his claims that Deutsche Bank was forced to back the deal, Walter Hewlett said he would support the takeover's successful implementation. Hewlett will not appeal the court's decision and will drop his challenge to the 19 March 2002 preliminary vote.

infobites 01/05/2002 pn/a

## MANAGEMENT CHANGES/ STRATEGIC UPDATES

### Canon Business Solutions Expands to Cincinnati

Canon Business Solutions-Northeast, Inc., announced expansion to the Cincinnati metropolitan area. Canon U.S.A., Inc. The office, serving commercial and governmental customers in the Cincinnati metro marketplace, will be located at 4700 Duke Drive, Suite 145, Mason, Ohio. The opening of the Cincinnati office is part of the expansion of Canon Business Solutions-Northeast, Inc. In addition to the new Cincinnati office, it has offices located throughout the New York metropolitan area, Detroit, and Pittsburgh. It provides clients with digital network printing, color and black & white copying, duplicating, faxing, and large format printing.

May 13, 2002 CAP Ventures

### Rodericks Heads New Xerox Office Europe Unit

Xerox has confirmed details of its new Xerox Office Europe business. The unit, which incorporates the company's Office Printing Business (OPB) and Office Solutions Group (OSG), will be headed up by VP/GM, Rod Rodericks, who was formerly VP of Xerox OPB Europe. Rodericks claimed the change would strengthen Xerox's position in Europe and allow it to focus on new offerings and platforms.

OPI 01/05/02

### Hewlett-Packard Names Kasper Rorsted as Regional Head

Hewlett-Packard has named Kasper Rorsted, previously Compaq's vice president and general manager for EMEA, as the regional head for the merged

Hewlett-Packard-Compaq. The old Compaq's EMEA headquarters is in Zurich and Hewlett-Packard's is in Geneva, both Switzerland. The location of the EMEA headquarters of the enlarged company has yet to be decided. Rorsted said that it could take 18 months before integration is fully achieved in Europe because of the task's complexity and due to local regulations. The new Hewlett-Packard has 45k of its 150k total employees in EMEA and \$33 billion/year of its \$82 billion/year 2001 total revenue.

Wall Street Journal Europe 12/05/2002 pn1-n2

## AWARDS

### Canon imageRUNNER Captures Top Office Equipment Industry Awards

Continuing to dazzle office equipment industry watchers, the Canon imageRUNNER product line has received new recognition for its quality, reliability and consistent performance from three of the industry's most well-known, prestigious groups – Buyers Laboratory, Better Buys for Business and Industry Analysts, Inc.

May 22 2:21 PM

<http://search.news.yahoo.com/search/news?p=canon&a=1&n=10>

### Toshiba e-STUDIO310c Multifunction Copier Receives "Four Star" Rating from BERTL

Toshiba America Business Solutions (TABS) announced that its e-STUDIO310c multifunction copier has received a "Highly Recommended - Four Star" rating from Business Equipment Research and Test Laboratories (BERTL). The report credits the color copier with a "good balance between speed, image quality, and price." Of the 200 digital imaging and multifunction systems BERTL tested this year, the e-STUDIO310c received high marks for its Enhanced Finishing Options, True Scan-Once-Print-Many capabilities, and overall graphic arts image quality. Also noted were the flexible scanning options, 31 full-color copies/prints-per-minute productivity, and overall low price point.

May 16, 2002 Cap Ventures

## LEGAL

**Epson Files Lawsuits in San Diego against Distributors of Counterfeit Ink Cartridges**

**E**pson announced that it has filed a lawsuit in the U.S. District Court in California against Startech International Computer Supplies, Inter-Globe USA, Inc., and Morty Berger, Inter-Globe's owner. The lawsuit by Epson America, Inc. and Seiko Epson Corporation alleges that these San Diego-based defendants distributed lower quality counterfeits that are almost identical in outward appearance to genuine Epson cartridges.

May 22, 2002 CAP Ventures

## MISCELLANEOUS

**Hewlett-Packard Introduces New Drivers and Servers to Facilitate Mobile Printing**

**H**ewlett-Packard announced a mobile printing driver that allows users to easily print to network printers outside of their commonly used office-printing environments. The HP Mobile Printing Driver, available free of charge, was developed for the growing number of users who frequently work away from their offices and have the need to print information remotely from their notebook PCs. With two simple mouse clicks, the driver provides users a simple and convenient way to print to a wide range of printers in unfamiliar business environments.

May 14, 2002 CAP Ventures

**HiKIS Introduces Dataproducts Imaging Supplies for HP 4500**

**H**itachi Koki Imaging Solutions, Inc. (HiKIS) announced the addition of new cost-saving replacement toner cartridges for the HP Color LaserJet 4500 series printers. Made and marketed under the Dataproducts brand name, these cartridges can offer users savings of 20% or more at retail. This cartridge offers print performance comparable to the OEM with matching yield of 6,000 pages.

May 10, 2002 CAP Ventures

**Ipex Attendance at 70% of 1998**

**O**verall attendance for Ipex 2002 (Birmingham, UK, 9-17 April) hit 65,431, just over 70% of the figure for the 1998 event. The event's organizer IIR Exhibitions said the result were in line with the preliminary announcement it made at the show. Overseas visitor numbers and the quality of visitors were also in line with expectations, Whitworth said. Overseas visitors accounted for 36% of the total attendance, up slightly on Ipex 98. The percentage of senior personnel attending was up from 65% at 70%. The Audit Bureau of Circulation is auditing the attendance figures and the data is with the agency for final verification. IIR is also carrying out a variety of post-show exhibitor and visitor research, the results of which will be distributed in the autumn.

PrintWeek 10/05/02

**Innovative InkSaver™ Software Aims to Beat the High Cost of Ink cartridges**

**R**eacting to growing consumer concern about high-priced inkjet cartridges, Strydent Software Inc. has announced InkSaver - it claims as the world's first easy to use, intelligent software solution designed to reduce the high cost of inkjet printing for Windows(R) users. InkSaver is printer improvement software that reduces the amount of ink used by inkjet printers - thereby extending the life of ink cartridges and saving users money every time they print. Using patent pending software algorithms, InkSaver optimizes printer data so that an inkjet printer uses less ink. Unlike printing in Draft mode, InkSaver delivers ink savings even when printing at the highest resolution and quality setting. Key features the company is promoting include:

- Customizable ink control settings allows ink cartridges to last up to 4 times longer
- Works behind the scenes automatically every time a user prints
- Tracks how much money is being saved
- Works with any brand of ink cartridge or refill kit
- Supports popular HP(R), EPSON(R) and Canon(R) color inkjet printers
- Supports Windows 98 / Me / 2000 / XP Home and XP Professional

InkSaver is available in North America and Europe from leading computer retailers, mail order & online resellers, as well as direct from Strydent Software at [www.strydent.com](http://www.strydent.com). Suggested Retail Price: \$34.99 US.

News Release 01/05/02

**New Pigmented Ink Carts for Epson Stylus C70/C80 from Mills**

**M**ills Computer Products announces the launch of compatible inkjet cartridges for Epson Stylus C70/C80 with pigmented ink. Pigmented ink ensures that your prints will be waterproof and lightfast - this cannot be achieved by using regular dye based inks. The products are available immediately under the following product codes: IFE175B(P) - Black; IFE176C(P) - Cyan; IFE177M(P) - Magenta; IFE178Y(P) - Yellow. Units per carton: 180 pieces; Ink Features: 32ml - black, 16ml - color

News Release 16/04/02

**Epson Lowers Price on Stylus Photo 820 Inkjet Printer**

**E**pson America, Inc. has announced that it has reduced the price of its EPSON Stylus Photo 820 inkjet printer. Photo enthusiasts and amateur photographers can now enjoy the printer's six-color image quality and convenient BorderFree printing at an estimated street price of \$99. Additionally, the Stylus Photo 820 has been redesigned with a new metallic design that closely resembles the silver and grey body style of popular digital cameras on the market today. The EPSON Stylus Photo 820 printer is suitable for printing at home with its ease of use and impressive photo quality combined with fast printing speeds for photos and text. It produces black text at up to 12 ppm. The EPSON Stylus Photo 820 offers up to 2880 x 720 dpi resolution, Epson's Advanced Micro Piezo ink jet technology, and a six-color photo ink system. The printer uses four-picoliter droplets, delivering smooth gradations and "dotless" photo quality for prints that are indistinguishable from traditional photos. The EPSON Stylus Photo 820 includes several bonus photo software programs to help customers manage, enhance, and

print images. The software package is valued at approximately \$80 and includes ArcSoft PhotoImpression and EPSON Software Film Factory (supporting PRINT Image Matching).

News Release 09/05/02

### Lexmark Holiday Promotion on New Z Series

Printing company Lexmark International is offering customers all their money back in holiday vouchers when they purchase a Z45, Z55 or Z65 color inkjet printer from the new Zx5 Series. The vouchers add up to £5 million (\$4.6 million) being given away to Lexmark customers. Customers will find a Thomas Cook holiday voucher equal to the RRP of their printer (up to £150) inside the box. Holidays can be booked by phone at Thomas Cook Direct in the UK and the voucher can be used against holiday destinations from over 30 brochures from Thomas Cook Holidays, including JMC, Neilson and Style. One customer will also win a holiday to the Caribbean, worth £4,000, (\$3,684) by completing the entry form in the box. The promotion is being supported by bespoke promotional packaging and point of sale. Lexmark has launched the giveaway to promote the photo quality printing credentials of the new range.

Channel Info 29/04/02

### Xerox Takes 100 Orders for IGen3 Machine

Xerox has taken 100 reservation orders for its IGen3 machine, scheduled for launch in 2003. The machine will cost \$510k. Xerox has reported a 4% rise in DocuTech sales in 1st-qtr 2002 vs 1st-qtr 2001, with DocuColor sales falling 22% to 5k units.

Printing World 29/04/2002 p3

### Hewlett-Packard and Indigo Highlight New Brands at ON DEMAND

ON DEMAND 2002 was the first U.S. event since Hewlett-Packard's finalization of its acquisition of Indigo. During the show, Indigo products were displayed with an Hewlett-Packard brand for the first time in the United States. Indigo's product branding has been changed to more Hewlett-Packard-like numbers, but the

Indigo name itself remains and there are some hints of the prior branding. Also gone is the HP 6600 naming. The new and old names are as follows (old names in brackets) - HP Indigo Press 1000 (Indigo Platinum); HP Indigo Press s2000 (Indigo Omnius MultiStream); HP Indigo Press s2000/4000/4200/4400 (Indigo Omnius WebStream); HP Indigo Press 3000 (Indigo UltraStream 2000); HP Indigo Press w3200 (Indigo Publisher 4000); HP Indigo Press ws4000 (Indigo Omnius WebStream 100). Many of Hewlett-Packard's product announcements during ON DEMAND parallel what was shown at IPEX. These include: HP Production Flow: a centralized workflow management solution; HP Custom Publishing: a Web-based, integrated publishing solution; and M.O.L.R. (Mobius Off Line RIP): A new Harlequin-based RIP technology that builds on Hewlett-Packard server technology. Users can add additional processors very easily. A new diagnostic capability in the RIP should make managing uptime of the press easier. Partners who showed with HP at ON DEMAND include Atlas, Datalogics, Exstream Software, GMC Software Technology, and printChannel.com.

News Release 02/05/02

### Compaq Brand to be Kept on Some PCs, Servers

Hewlett-Packard said that it would keep the Compaq brand on corporate PCs and some servers and consumer PCs where the latter has an edge. The Hewlett-Packard brand will be dropped from the corporate laptop and desktop PC lines. Consumer PCs will continue being sold under both brands. Hewlett-Packard will set up four business units in the merged company, namely corporate systems, services, imaging and printing, and personal computing. The company expects to cut 15k jobs by November 2002-February 2003, according to Carly Fiorina, chief executive.

International Herald Tribune 08/05/2002 p15

### Aficio 120 Leverages Existing Copier Engine

The Aficio 120 is a slightly de-featured version of the 13 ppm Aficio 1013. Unlike the 1013, the 120 is only being sold via office equipment

distributors (e.g. Carolina Wholesale). Ricoh branches, dealer and IKON generally will not sell it. The last product Ricoh did this with was the Aficio FX10 back in 1997. Ricoh has priced the 120 at \$1,550. This is 18% lower than the 1013 copier, which starts at \$1,895. At the same time, the 120 uses a toner hopper rather than toner cartridges like the 1013. This results in a higher but unspecified cost per page for the Aficio 120. There are a few other differences between the models: the 120 has a slower first copy time, a smaller bypass tray, and no support for an additional paper cassette. Options available for the 120 are a subset of those for the 1013: a \$325 feeder, a \$450 print controller, \$360 for PostScript 2, a \$485 network interface, and add-on memory.

The MFP Report, Apr'02/page 3

### Canon U.S.A. Makes Business Office Products More Accessible

New enhancements to the imageRUNNERS, CLC, and laserCLASS models will ensure greater access for customers with disabilities and will comply with Section 508 regulations. Section 508 of the Rehabilitation Act (29 U.S.C. 794d) requires Federal agencies to make their electronic and information technology accessible to people with disabilities, giving disabled employees and members of the public access to information that is comparable to the access available to others. Canon offers such accessories as Dual Control Panel Kits, Accessible Offset Reader Kits, Remote User Interface, and Braille Label Kits to make their products available to everyone. Canon's new accessibility enhancements, and suggested retail pricing, are expected to become available during the 3rd quarter of 2002 through authorized U.S. Canon dealers and Canon Business Solutions offices.

[http://biz.yahoo.com/bw/020522/222542\\_1.html](http://biz.yahoo.com/bw/020522/222542_1.html)

## NEW PRODUCT OFFERINGS

**Canon Announces Five New Additions to Bubble Jet Series in Japan**

**C**anon introduced five new additions to the company's Bubble Jet series of color ink jet printers in Japan: The Canon BJ F930, BJ S530, BJ S330, BJ 895PD, and BJ 535PD. Canon's new Bubble Jet printers, the latest in the company's PIXUS brand lineup in Japan, come bundled with Canon's Easy-PhotoPrint application software for expanded communication between digital cameras and printers.

May 15, 2002 CAP Ventures

**Canon Unveils Digital Imaging Products**

**C**anon has unveiled 14 digital imaging products in Singapore, under the company's plans to boost revenue from its digital imaging business by 12% in 2002. The products include the CP-100 direct photo printer, costing SDR499 (\$277) and providing for the printing of photos from Canon digital cameras without the need for a PC. The printer features dye-sublimation printing, generating photo-quality prints. The products also include the S820D direct photo printer, costing SDR899 (\$499) and featuring 2,400 x 1,200 dpi resolution, a six-color ink cartridge system, and 4ppm printing in color and monochrome. The S9000 is a Bubblejet printer costing SDR999 (\$554), and features 2,400 x 1,200 dpi resolution, printing on up to A3+ media sizes, and 6ppm printing in color and monochrome. Canon's new products also include four digital cameras, a digital projector, and a flatbed scanner.

Singapore Business Times 02/05/2002 p18

**Epson Offers Aculaser C4000 Laser Printer**

**E**pson has launched the Aculaser C4000 color laser printer for business users. The device has a resolution of 1,200 x 1,200 dpi and prints up to 16 pages/min.

Cost: EUR3,750 (\$3,454).

Computerwoche 03/05/2002 p24

**Epson Launches Stylus Photo 2100 Printer**

**E**pson has launched the Stylus Photo 2100, a seven-color A3+ digital photo printer, capable of printing straight onto CDs. The printer also features an automatic paper cutter, and a paper catch basket.

Printing World 06/05/2002 p18

**Epson Launches Stylus Pro 7600 and 9600 Models**

**E**pson has launched the Stylus Pro 7600 and 9600 to replace its 7000 and 9000 wide-format printer and proofer models. The new models use pigment-based inks and the new Ultrachrome 7-color system. They are around GBP500-GBP1k (\$726-\$1,452) cheaper than the models they are replacing, although final pricing is still to be announced.

PrintWeek 03/05/2002 p11

**Konica Offers its 7115 Multi-Function Machine**

**K**onica is offering its 7115 multi-function machine, which can be used for copying, printing and faxing. The product features a 600 x 600 dpi top resolution, 15 ppm speed, A5 to A3+ paper support up to 160 gsm and a 250-sheet tray. A scanner function comes as an option. It can be used to send documents as E-mail attachments, or as PDF or TIFF files to FTP servers or URLs. Price: EUR2,510 (\$2,312).

Monde Informatique 26/04/2002 p39

**Kyocera Offers New Multi-Function Digital Copiers**

**K**yocera has launched the KM-4530 and KM-5530 multi-functional digital copiers with optional scanner and printer functions, offering copier/printer speeds of 45 and 55 pages/min respectively. The KM-4530 costs around EUR10k, with the KM-5530 costing EUR14,500 (\$13,354).

Computerwoche 03/05/2002 p24

**Minolta Offers New Multi-Functional Machines**

**M**inolta has launched the Di152f and Di183f compact, multi-functional devices for small offices and workgroups. The machines have copier, printer, fax, scanner and mail functions. The Di152f has a print/copy speed of up to 15 pages/min, with the Di183f offering a speed of 18 A4 pages/min, costing EUR3,680 (\$3,389) and EUR4,065 (\$3,744) respectively.

Computerwoche 03/05/2002 p24

**Panasonic Offers New Color Laser Printers**

**P**anasonic has launched the KX-CL500 and KX-CL510 color laser printers, which can print 16 A4 pages/min in color and 20 pages/min in black & white. Both printers offer a maximum resolution of 1,200 x 1,200 dpi.

Computerwoche 03/05/2002 p24

**Xerox Unit Introduces New Wide-Format Printer**

**X**erox Engineering Systems has introduced the X2-Tech, a new wide-format color printer that features version 7.5 of the Accxes Controller function, which provides improved productivity. The new printer can be integrated into a multi-function network.

Deutscher Drucker 25/04/2002 p18

## TECHNICAL TID BITS

**Innovation from 3Com:**

**3**Com has launched a printer kit that will let people link their computers and printers with a short-range wireless protocol. The kit uses Bluetooth, a wireless technology that uses radio technology to send data between devices like notebooks, handhelds and printers. The Wireless Bluetooth Printing Kit, which costs \$250, includes a wireless Bluetooth USB (universal serial bus) adapter and a wireless Bluetooth parallel-port printer adapter. More adapters are available and sell for \$149 each. 3Com says the connection will be reliable for up to nearly 33 feet indoors. Bluetooth allows data to be transferred at speeds up to 1mbps.

**Canon News:**

■ Increasing episodes of corporate-style spy vs. spy has senior management across all business and government sectors on high alert for workplace espionage that could place valuable information into the wrong hands.

Canon U.S.A., a subsidiary of Canon Inc, which already provides standard copy control and mailbox security features in every Canon imageRUNNER digital imaging system, now has developed enhanced network security capabilities and a security kit that provides data overwrite protection. When engaged properly, these security features help safeguard device access and documents, aiding in the protection of valuable customer information.

Developed in accordance with the most stringent security requirements of key customers and U.S. government agencies, the Canon imageRUNNER Security Kit concentrates on data overwrite protection in addition to standard device security and network/print protection. It was on display at the Canon Digital Solution Forum taking place May 21-23 at the Anaheim Convention Center. An option for all imagePlatform Architected Canon imageRUNNER models, the security kit will be available in July at a suggested list price of \$750 per kit.

■ On May 20, 2002 KnowledgeBase Solutions Inc., a leading provider of web-based knowledge management applications, announced that Canon U.S.A., Inc. has deployed KnowledgeBase.net v2.6 to increase customer support efficiencies with online knowledge base centers. Canon U.S.A. is deploying a password protected KnowledgeBase.net with technical service and operating details of its world-class home and office electronic products.

Canon's customer service representatives and licensed dealers can access the knowledge base which is always up-to-date with new information, for all the company's products. Canon will also be using KnowledgeBase.net to provide a "download center" where service representatives and dealers will be able to find and download software drivers for its entire line of hardware devices.

■ Canon has developed a Dual Control Panel kit for its CLC 1120R and CLC 1150R Color Laser Copiers, an Accessible Offset Reader kit for the Color imageRUNNER C2050 and C2058, an improved Remote User Interface for several imageRUNNER models and Braille Label kits for nearly all of its business office products. Many of these enhancements will be on display at the Canon Digital Solution Forum taking place May 21 - 23 at the Anaheim Convention Center.

The Dual Control Panel kit provides easy access to the Canon CLC 1120R or 1150R devices from a seated position. The Dual Control Panel is a flat panel, touch-screen, upright device that includes a numeric keypad with a conventional layout for familiar and easy key entry. Its unique Start and Stop key design and shape allow for quick function identification.