

News

Press releases

Print-on-demand publishing solutions: On demand printing advances to new level

LaVERGNE, TN and BOULDER, CO -- August 19, 2002... Lightning Source Inc., the leading provider of print-on-demand publishing solutions to the book industry, and IBM , an industry leader in e-business printing solutions and print-on-demand technologies, announced today that they have recently completed a large scale equipment upgrade to the Lightning Source print production manufacturing operation.

As part of an aggressive move to enhance the print quality in Lightning Source's industry-leading print-on-demand program, Lightning Source has upgraded from IBM Infoprint 4000 printer models to IBM's faster, more flexible, and improved line of [IBM Infoprint 4100 printers](#).

The newly installed equipment will provide Lightning Source with improved print and halftone image quality in the books that are produced for its customers. Halftone book images will be crisper with improved definition, and automated controls in the new line of printers will ensure sharper text print and consistent print quality from one book to the next.

"Our commitment to offer our customers the finest quality print-on-demand solutions in the industry is always the goal," said Larry Brewster, Chief Operating Officer, Lightning Source Inc. "Lightning Source strives to deliver quality products and services, and IBM has certainly assisted us by providing an enhanced print solution that is not only sound and robust, but customer-centric. Our customers told us what they wanted in a print solution, and we listened. With the recent printing of our 5 millionth book, Lightning Source has clearly demonstrated that our "one book at a time" approach to transforming the way our customers do business is a success."

"The outstanding print quality that our digital presses offer, and the upgrade to our Infoprint 4100 printers is definitely a key to the success of Lightning Source." said Mark Andrews, vice president of marketing, IBM Printing Systems. "Lightning Source's customers have consistently received industry leading digital quality, and we are pleased to deliver an enhanced print solution that meets their rigid quality standards. Our Infoprint 4100 line of printers offers excellent print quality in text, graphics and images all making for a premium quality book product."

The recent replacement of print equipment at the Lightning Source US facility is part of an ongoing Lightning Source quality control program. Plans are underway to install IBM Infoprint 4100 printer models at the Lightning Source UK print facility in the near future. Technology upgrades are planned to be performed on other print and finishing equipment in the near term.

About Lightning Source

Lightning Source Inc., a subsidiary of Ingram Industries Inc., provides a comprehensive suite of digital fulfillment services. The company is revolutionizing the options available to the industry in the storage, management, and distribution of digital content. Lightning Source stores books and other information electronically and delivers them "on demand" in either traditional printed format or as e-books in response to orders from booksellers, librarians, and publishers. Lightning Source has printed more than 5,000,000 "on demand" books for more than 1,500 publishers around the world. For more information, visit our Web site at www.lightningsource.com

About IBM Printing Systems

IBM Printing Systems specializes in e-business printing solutions. The company focuses on information and output management products and offerings that enhance print operations, maximize efficiencies and reduce print and related costs for companies and department of all sizes. A leader in production print solutions, print-on-demand technologies, distributed print technologies, one-to-one marketing initiatives and print management software, IBM Printing Systems' offerings include printers, software, consultation, systems integration, supplies, service and support. For more information visit www.ibm.com/printers

About The IBM Infoprint 4100

IBM's Infoprint 4100 family of high-speed, production printers offers an unmatched combination of 19.5-inch paper support, halftone image quality and high speed. Continuing the lineage of the IBM 3800, 3900 and the Infoprint 4000, the Infoprint 4100 incorporates an array of IBM-exclusive, cost-saving and operator-efficiency features to enhance and streamline productivity. Ideal for digital publishing and next generation statement printing applications, the Infoprint 4100 offers the highest image and text quality in its speed class, producing up to 1,400 three-up 6x9-inch, or 762 two-up 8x11½-inch impressions-per-minute.