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## Premier IMS Installs the First MCS Eagle System in Houston

**GAITHERSBURG, MD** - MCS, Inc., a leader in industrial inkjet technology, camera systems and digital production solutions, is pleased to announce the acquisition of its Eagle UV-curable Inkjet printer and the MCS Perfect Match Camera System by Premier IMS in Houston, Texas.

Premier, the second largest printer/mailer in Houston, prints highly targeted mail campaigns to F500 companies, as well as the healthcare, non-profit, financial, insurance and education vertical markets. The facilities run more than 1000 projects per month.

Premier has been a long-time MCS customer. Vice President of Facilities, Rick Novak says, "We've been running inkjet equipment since 1994, and we started with the MCS Array systems. We were looking for a newer, more state of the art inkjet to add to our stable of existing inkjets. The MCS Eagle was one of the newest products out there, and I hadn't seen any others that could rotate the mail piece 90 degrees to support the wider bar codes," he recalls.

It wasn't just the ability to handle the wider bar codes that sold them on the MCS Eagle. "It's faster," said Novak. "We're getting forty to fifty percent more output. That's what really sold me. I've had up to fourteen inkjets in here, and I was able to eliminate two by installing the Eagle."

Substrates were also a consideration. Novak explains: "We run a lot of glossy material here. Some of this stuff is so glossy, the ink doesn't ever dry on it when we use our other inkjets. The Eagle UV dries better and much faster, without compromising speed," claims Novak.

#### Ink Savings

The new MCS Eagle inkjet platform combines the next generation modular 4.25" print head, delivering true 600 DPI. Drop sizes are 14 picoliters, which saves money on ink. "We're getting over 800,000 impressions per bottle of ink!" exclaims Norm Pegram, CEO and owner of Premier. Geno Baiamonte, President of the company also weighs in: "We're saving more than 50% on our ink spending with the MCS Eagle. And the operators like it, too. It's easy to start up in the morning, and it's easy to clean up at night," he asserts.

#### About Premier IMS

Premier IMS was formed in November of 2008 with the dynamic merger of two prestigious mailing and printing companies - long time friends in the industry - International Mailing Systems and The Premier Company. In 2010, they were joined by Service Inc. Visual Communications to form the most diverse marketing product base in Houston. The combined experience of the three companies offers more the 150 years of stability and excellence. Contact: [www.premier-ims.com](http://www.premier-ims.com). Rick Novak, Vice President of Facilities, 713.222.8871 or [rnovak@mailplex.com](mailto:rnovak@mailplex.com).

#### About MCS

MCS is a leading provider of technology for the production mailing market. MCS' inkjet hardware, software and camera systems provides the integration cornerstone for high-speed mailing and hybrid inkjet printing, as well as matching systems for inserters. The new MCS Eagle inkjet platform combines the next generation modular 4.25", 600 DPI print head technology with MCS' proven job layout and print proofing software. MCS systems can be integrated on a wide range of existing transports and inserters. MCS' new production color digital presses offer print-quality and VDP workflow solutions designed for direct mailers.

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