

**FOR IMMEDIATE RELEASE**

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**LANIER TEAMS UP WITH SPECTRUM IMAGING SYSTEMS TO PROVIDE  
ADVANCED DOCUMENT MANAGEMENT SOLUTIONS**

**West Caldwell, NJ, July 17, 2007** – Lanier today announced Spectrum Imaging Systems, based in **El Paso, Texas**, has joined the Lanier dealer network. Known for its customer service and dependability, Spectrum will offer the complete line of Lanier office equipment.

Founded in 1938, Spectrum Imaging Systems delivers superior office product solutions for businesses in West Texas, Southern New Mexico and the interior of Mexico. From modest beginnings as a division of an office supply company, Spectrum has since grown into a full-service document management business with a reputation for offering competitively- priced quality products, supported by a reliable and knowledgeable customer service network.

“We are proud to welcome Spectrum Imaging Systems into the Lanier dealer network,” said Ron Corsentino, western region vice president for Lanier. “One of our best assets is our strong dealer network and Spectrum brings a level of prestige and customer service that is paramount to the Lanier brand.”

With more than 200 dealers in the United States, Lanier relies on a sophisticated dealer sales force to deliver high-quality products to businesses throughout the country. Equipped with a variety of features to help organizations increase productivity, accessibility and cost-effectiveness, Lanier devices are dependable additions to offices of any size.

“Spectrum has supplied quality products to businesses in the West Texas and Southern New Mexico area for nearly 60 years,” said Kyle Elliott, Chief Financial Officer, Spectrum Imaging Systems. “Working with Lanier will allow us to continue our tradition of customer service excellence.”

For a complete listing of Lanier products, visit [www.lanier.com](http://www.lanier.com). More information on Spectrum Imaging Systems can be found at [www.spectrumimaging.com](http://www.spectrumimaging.com).

### **About Lanier**

Lanier’s broad line of award winning products helps customers succeed in finding the right document management system to meet their needs, delivering solutions and services that increase efficiency, reduce cost, and improve document workflow. Lanier’s solutions include digital multifunction products (color and monochrome), printers (color and monochrome), multifunction facsimile, scanners, digital duplicators, wide format systems, as well as a full range of software applications for printing and document management. Lanier is a brand of Ricoh Americas Corporation, based in West Caldwell, NJ. For more information on Lanier products, visit [www.lanier.com](http://www.lanier.com).

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