

Duncan-Parnell experiences huge productivity boost with the HP Designjet T7100 Printer



AT A GLANCE

Industry: Repro Houses & Copy Shops

Business name: Duncan-Parnell, Inc.

Headquarters: Charlotte, NC, U.S.

Website: www.duncan-arnell.com

**Duncan
Parnell**

Innovation and customer service have been core to Duncan-Parnell Inc.'s success since 1946, when the company first opened as a blueprinter in Charlotte, North Carolina.

"It's the above-and-beyond service we provide that helps us stay ahead of the competition," says Duncan-Parnell business developer Bill Ashley. "You have to deliver on what you say because your reputation is at stake. I know we have the people and technology to do that."

Duncan-Parnell now maintains a thriving reprographics business with 14 locations in North Carolina, South Carolina, and Georgia, while also providing clients a wide array of hardware, software, and services.

"We've seen a lot of competition go by the wayside because they were only focused on the printing," Ashley says. "That's still our bread and butter, but we've stayed ahead of the curve with new technology and by providing a variety of solutions to our customers."

That kind of foresight made Duncan-Parnell an ideal partner for testing the HP Designjet T7100 Printer at its headquarters in Charlotte.

"We really put the HP Designjet T7100 to the test and found that it met or exceeded our expectations," Ashley says. "Out of the gate, our production staff was impressed with the machine."

Ashley says the ease of use and efficiency of the HP Designjet T7100 are clear advantages, as is the printer's ability to produce exceptional color prints ranging from CAD line drawings to full-coverage renderings.

"The print quality was definitely equal or better than what we've seen with other printers," Ashley says. "When we went wall-to-wall full color, it still held up just like it would on a line drawing."

Duncan-Parnell also tested an ES-TE stacker with the HP Designjet T7100. The speed and productivity gained by pairing the technologies earned rave reviews.

"The two coupled together made a great fit," Ashley says. "Our production staff couldn't talk highly enough about how well the stacker and the HP T7100 worked together."

In fact, the benefits were apparent from the first order Duncan-Parnell used the HP Designjet T7100 for the production of 300 color CAD drawings with a lightning-fast turnaround. Typically, Duncan-Parnell would need at least 24 hours to fill the order, but by using the HP Designjet T7100, they completed the job in a fraction of the time.

"We would normally deliver an order for 300 CAD drawings the next day," Ashley says. "With the Designjet T7100, we were able to do it in a few hours with no problem at all."

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