Case study

Cambro Manufacturing

HP Officejet Pro X printers serve up high-speed, premium-quality printing

Industry
Manufacturing

Objective
Support management and high-demand teams with fast, high-quality, low-maintenance printing

Approach
Install HP Officejet Pro X single function printers in workgroups of up to 15 people

Business matters
• Support business needs with high speed, high quality printing at a competitive price point
• Dramatically reduce resource spend with duplex printing for large volume jobs
• Help increase productivity and cut costs with easy to use, reliable, low maintenance printers

"The HP Officejet Pro X is a very fast printer, especially for such a small footprint. It's incredibly reliable—plug it in and it just works."

– Jeremy Howes, network specialist, Cambro Manufacturing

For over 60 years, Cambro Manufacturing has provided innovative, durable and high-quality products for the food service industry. Today, Cambro offers its customers a wide range of trays, table service and display items, storage, shelving, merchandising and insulated transport products, as well as innovative warewashing systems and healthcare meal delivery solutions. The HP Officejet Pro X Printer offers Cambro fast, high-quality, worry-free printing that enables the organization to keep its focus on their business, not printing.

Cambro Manufacturing supports foodservice operators worldwide with products designed to make operations safer, more efficient and more profitable. With the very first Camtray®—a high quality hospital meal tray—in 1951, the company has grown to become an international presence with production facilities and sales offices in the United States, Europe, the Middle East and Asia. The company serves hotels, healthcare organizations, caterers, restaurant chains and educational facilities.

Jeremy Howes, Network Specialist, Cambro Manufacturing explains that he is one of three people in the IT group who supports 'everything with a wire'. His team put two HP Officejet Pro X Single-Function Printers to the test at their headquarter facilities in Huntington Beach, Calif.

Innovative features for speed, quality, reliability

The first HP Officejet Pro X 451dn was deployed in support of a manufacturing management team. The printer was utilized by a group of 9 to 15—a core team of supervisors, managers and directors at a manufacturing site, as well as individuals who would come in on an ad hoc basis, such as the Health & Safety Manager.

A second Officejet Pro X 451dn was installed for use by Howes' MIS Network team, which includes his two colleagues and their manager.

Both printers were used primarily for printing office documents, such as Excel spreadsheets and ERP system reports. Howes says, "Whenever I checked with the management team, they had great things to say about the printer. I'd often hear, '"We ask it to print and it prints—and it prints fast.'"

He adds, "The Pro X prints faster than I can walk up to receive the print job". That's not surprising as the HP Officejet Pro X is the world's fastest desktop color printer.[1]

"I believe you get what you pay for. So I prefer to go for a high-quality printer like the HP Officejet Pro X because you can save money in the long-run."

— Jeremy Howes, network specialist, Cambro Manufacturing

The quality of the HP Officejet Pro X prints was lauded, too. Howes envisions the printer being deployed in departments that demand high quality output, such as the marketing group. He explains that the marketing team needs good, clear prints that are true to the original image when they are working on critical jobs. The Officejet Pro X printer meets the need for professional-grade color printing.

He also says that the duplex feature is a terrific option for larger volume print jobs. "Printing is expensive and a larger job can add up quickly. The duplex print option is a smart, easy way to manage costs—not to mention the challenges of physically dealing with larger printed documents."

Additionally, the 500-sheet paper tray is imminently practical because it takes a full ream of paper—no need for frequent refilling or storing partial reams elsewhere.

Easy to setup, simple to use, trouble-free to maintain

The virtually zero maintenance and support demands of the printer are impressive, too, Howes says. "The ink cartridges are great. They are easy to change, easy to store. They are unparalleled to any other inkjet I've seen and even easier to change than the cartridges in laser printers. They snap in, snap out. I can't think of a better way to do it." HP ink cartridges make printing easier too, with high-capacity cartridges that can print up to 9,200 pages for black-and-white and up to 6,600 color pages.[2]

Similarly the drivers are uncomplicated. "I added the 64-bit and the 32-bit as a network share, add the machines to it, and download the driver. It's all extremely fast with no problems whatsoever," Howes explains.

"The HP Officejet Pro X works efficiently and reliably. That's critical to us because if the printer isn't working, it's slowing us down, costing us time and money."

– Jeremy Howes, network specialist, Cambro Manufacturing

Howes says that with the printer in his group, he explored the HP ePrint[3] capability which enables users to print from virtually anywhere with internet access by simply sending the file to a HP ePrint-enabled printer, such as the HP Officejet Pro X.[4] He believes this functionality would be a powerful tool for employees particularly in areas such as manufacturing and for drivers who could benefit from mobile print options.

Notes

[1]Based on published fastest print speeds for the HP X551dw and X576dw models compared to laser and inkjet color desktop MFPs <$1000 USD and printers <$800 USD validated by **WirthConsulting.org** Jan. 2013. For more information, see **hp.com/go/printerspeeds**.

[2]Page volume based on optional HP 970/971XL high-capacity cartridges; purchase separately.

[3]Requires a wireless access point and an Internet connection to the printer. Services require registration. App availability varies by country, language, and agreements, and requires a firmware upgrade. For details, **hp.com/go/eprintcenter**.

[4]Requires connection to an HP web-enabled printer and HP ePrint account registration. For a list of eligible printers, supported documents and image types, and other HP ePrint details, see **hpconnected.com**. Mobile devices require Internet connection and email capability. May require wireless access point. Separately purchased data plans or usage fees may apply. Print times and connection speeds may vary.

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