

Climate Control Corp. uses Lexmark X560n MFP to boost its business and image with color printing, copying, faxing and scanning capabilities in a single device.

HVAC contractor heats up business with Lexmark color laser MFP solution

The Organization

Climate Control Corp. designs, installs and maintains commercial and residential heating, ventilating and air conditioning (HVAC) solutions throughout Kentucky. Founded in 1968, the firm has a total workforce of 30, eight in its headquarters and the remainder in the field.

The Challenge

At Climate Control, the bulk of paper-handling tasks consist of making copies and sending faxes. “We do some printing, but we’ve managed to cut back,” said Bookkeeper Angie Stone. “Our existing copier was getting to the point where replacing it made economic sense.”

Like other small businesses, the reliability of printing equipment is crucial. Often with no backup, device downtime can bring operations to a standstill. As it sought a replacement, Climate Control’s requirements list put reliability at the top, followed by output quality. One unit had to handle print, copy, fax and scan functions. Color was optional. “We had seen color inkjet all-in-one devices, but we felt that inkjet was too slow and the cost of ink cartridges too expensive,” Stone said. As they became aware of color laser technology, far more economical to operate than any inkjet device, color became a consideration.

The Solution

To serve its growing needs and simplify operations, Climate Control chose to evaluate the X560n color laser multifunction printer (MFP) from Lexmark.

Designed especially for small and medium-sized businesses, the network-ready Lexmark X560n MFP combines a full-color, high-performance business-class laser printer with copy, fax and scanning capabilities in a single compact unit. Capable of printing up to 31 pages per minute (ppm) in monochrome and 20 ppm in brilliant color, the X560n is fast enough to

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—Chris Fugmann
Founder and President
Climate Control Corp.

keep up with the constant demands of today’s small businesses. Thanks to its built-in network discoverability feature, set-up takes just minutes.

“The print quality blew away the machine we had been using,” said company Founder and President Chris Fugmann. “Quality is crystal clear, multiple copies print quickly and multipage documents fax perfectly.”

Most companies operate separate printer, copier, fax and scanning devices, usually because each was acquired at different times by different employees. By replacing those devices with a single X560n MFP, businesses save space, reduce power consumption, streamline



operations, and eliminate the need to keep different types of toner cartridges on hand. To cut paper use by up to half, the X560n offers a two-side duplex printing option. The ability to scan existing paper documents directly to e-mail cuts paper use even more.

“The local Lexmark representative was amazingly responsive to our questions and helped us choose the right solution – and we are a very small company,” said Stone.

The Results

With its old, noisy copier retired, Climate Control has boosted efficiency and improved the quality of documents it presents to potential customers.

“Even if we are down to one brochure and we make color copies of it, the quality is superb,” said Fugmann. “We’re now looking for more ways to incorporate color in our business.”

Now able to print, copy, fax and scan from a single device, Climate Control expects to trim expenses for toner and paper, important when every dollar saved impacts the bottom line. For this HVAC contractor, choosing a Lexmark document-handling and output solution is helping heat up business.

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Bookkeeper
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