The world has changed a lot in the last 15 years, and so has the way we all process documents and paper. We now live in a world that allows each of us the chance to produce nearly printer quality documents from our own laser or ink jet printers.

But none of us has the real knowledge it takes to keep those machines rolling. Our expert in this regard comes to Prospectors as our newest member, Beverly Williamson of DocInk.

Beverly hails from the Colorado and Texas areas, and moved to KC because of family issues that would benefit them. She said they looked for an opportunity that would be conducive for her daughter to work. They became franchisees for the Cartridge Depot firm. As fate would have it, her son graduated college and did not have employment and came into the business "temporarily". His computer skills and business acumen have been great additions to their focus. He has changed their business plan a lot.

Beverly explained that besides inkjet and toner cartridges, they have become brokers for new, used, and refurbished printers and multifunction machines (most well known brands), and in the past few years, when clients needed a repair on their printer, they now have Certified Technicians to handle this, too.

The latest part of the puzzle involves helping companies manage their printing solutions. There is now software/applications that can track a printer’s use by time of day, type of printing, and number of copies. This gives managers and owners detailed information to help them manage their costs.

And in the near future, they will be adding office supplies as another leg in their distribution network that better serves their clients.

See Page 2......
ATTENDANCE & THANK YOU’S

✓ Airey, Doug                      O’Bryan, Bell, Pickering
✓ Allen, Dick                      Heriford, Phar, Bovard
✓ Ashurst, Amy & Chase             Bell, Dayal, Morgan, Sirna
✓ Beckner, Pat                     Bell, Dayal, Morgan, Sirna
✓ Bell, Jim                        Goodheart, Williamson, Phar, Beckner, Dayal, Pickering, Foster, Airey
✓ Bovard, Zach                     Pickering
✓ Cunningham, Rick                 Pickering
✓ Darby, Mike                      Holk, Steiniger, Coach Jen, Kessinger, Emerson, Mellott, York, Heriford, Mr. Ed, Oettmeier
✓ Dayal, Vivek                     Pickering, Cunningham, Beckner, O’Bryan, Bell, Williamson, Knapp
✓ Douglas, Kyle                    Ashurst, Darby, Steiniger, Bell, Emerson, Wolverton, Giordano, Morgan, Shelton, Heriford,
✓ Dzurick, Kevin                   Steiniger, Kessinger, Felton
✓ Eidson, Ken                      Darby, Bell
✓ Emerson, Bill                    Foster
✓ Fellon, Sean                     Steiniger, Kessinger, Felton
✓ Foster, Rod                      Ashurst, Darby, Steiniger, Bell, Emerson, Wolverton, Giordano, Morgan, Shelton, Heriford,
✓ Giordano, Phil                   Morgan, Williamson, Wolverton, Heriford, Steiniger
✓ Goodheart, Alan                  Ashurst’s, Beckner, Bell, Morgan, Eidson, Knapp, R. Coleman, Williamson, Wolverton
✓ Hardin, Das                      Ashurst’s, Beckner, Bell, Morgan, Eidson, Knapp, R. Coleman, Williamson, Wolverton
✓ Hawkins, Darryl                  Goodheart, Emerson
✓ Heriford, Alan                   Allen, Mortko, Sirna, York, Darby, Phar, Spencer, Dzurick, Shelton
✓ Holk, Dan                        Ashurst’s, Beckner, Bell, Morgan, Eidson, Knapp, R. Coleman, Williamson, Wolverton
✓ Hutchison, Ed                    Goodheart, Wolverton, Darby
✓ Kessinger, Sandy                 Sirna, Fellon, Darby, Pickering, Phar, Knapp, Page, Bell
✓ Knapp, Bruce                     Beckner, Bell, Cunningham, Darby, Dayal, Foster, Giordano, Heriford, Heriford, Kessinger,
✓ Ladegaard, Arlene                Sirna, Darby, Mortko, Fellon, Cunningham, Kessinger, Morgan, Turner, Wolverton, Heriford,
✓ Mellott, Mike                    Sirna, Darby, Mortko, Fellon, Cunningham, Kessinger, Morgan, Turner, Wolverton, Heriford,
✓ Morgan, Jeff                     Sirna, Darby, Mortko, Fellon, Cunningham, Kessinger, Morgan, Turner, Wolverton, Heriford,
✓ Mortko, Sheri                    Heriford, Spencer, Wolverton, Steiniger, Foster, Pickering
✓ O’Bryan, Cliff                   Darby, Goodheart, Hardin
✓ Oettmeier, Bert                  Darby, Goodheart, Hardin
✓ Page, Brad                       Darby, Goodheart, Hardin
✓ Phar, Matt                       Darby, Goodheart, Hardin
✓ Pickering, Chris                 Williamson, Hardin, Beckner, Dayal, Rapp, Emerson, Steiniger, Mortko, Morgan, Kessinger
✓ Rapp, Bryan                      Williamson, Hardin, Beckner, Dayal, Rapp, Emerson, Steiniger, Mortko, Morgan, Kessinger
✓ Shelton, Jennifer                Beckner, Wolverton, Steiniger, Dayal, York, Heriford, Mortko, Coach Jen, Darby
✓ Sirna, Rich                      Beckner, Wolverton, Steiniger, Dayal, York, Heriford, Mortko, Coach Jen, Darby
✓ Spencer, Neil                    Beckner, Wolverton, Steiniger, Dayal, York, Heriford, Mortko, Coach Jen, Darby
✓ Steiniger, Keith                  Beckner, Wolverton, Steiniger, Dayal, York, Heriford, Mortko, Coach Jen, Darby
✓ Stone, Janet                     Beckner, Wolverton, Steiniger, Dayal, York, Heriford, Mortko, Coach Jen, Darby
✓ Turner, Kevin                    Beckner, Wolverton, Steiniger, Dayal, York, Heriford, Mortko, Coach Jen, Darby
✓ Wilkinson, Ann                   Beckner, Wolverton, Steiniger, Dayal, York, Heriford, Mortko, Coach Jen, Darby
✓ Williamson, Beverly              Beckner, Wolverton, Steiniger, Dayal, York, Heriford, Mortko, Coach Jen, Darby
✓ Wolverton, Rick                   Beckner, Wolverton, Steiniger, Dayal, York, Heriford, Mortko, Coach Jen, Darby
✓ York, Kevin                      Beckner, Wolverton, Steiniger, Dayal, York, Heriford, Mortko, Coach Jen, Darby

Guests: Julie Myers, Guest of Bruce Knapp, and John Mikovsky, guest of Business Journal, and Matt Wickersham, of Peak Energy

Cont’d from Page 1…..

Beverly was ready to talk about who would be a good fit for their services and products. They look for customers between 2 and 50 employees and that have between 2 and 30 printing devices. Their largest client has nearly a thousand employees, while the smallest has about 20.

They work very hard to find the most cost effective program for each client’s needs, and they are there to help find the best printer for their needs.

Beverly gave us several tips if you will, that show ways they can help your bottom line. Look at the cost of your supplies. Do you use 2500 sheets of paper per week? If so, consider a laser printer. Ink costs about $2100/gallon – use it wisely! Leasing your equipment can save you money, but be sure to read the contract carefully. Set your laser printer to economy mode unless you need crisp copies made. And be sure to schedule to clean your printers on an annual basis.

All great information from our newest expert to join the group. Thanks Beverly – we look forward to a bright future for you and your company.
Don't be scared by the flyer, after all it is PG-13. Darryl's mission is to provide an environment where everyone can have fun. Once a year he invites everyone he knows to his studio. Darryl has friends and clients from all walks of life. ...and ironically it seems to be the ones left of center that are drawn to Darryl's architectural firm.

This is the 8th annual Open House, it has always been the First Friday in February (FFF). ...anytime after 5 pm, no need to dress up or bring anything, Darryl provides beer & wine (nothing fancy), along with munchies. In years past couples have met (that then got married), having their wedding reception at Darryl's Studio. In years past, impromptu jazz bands played are various times. In years past, friends have been made that had never met before. In years past there was a strip ping pong tournament going on the 3rd floor without Darryl knowing about it. THIS is the key. You never know.

This year it's also the only KC wedding reception for the Kelso/Hawkins newlyweds. He'll have 3 fireplaces going on 4 floors of pure entertainment. Darryl's grand piano is open for anyone that wants to entertain. ...so swing by before AND after your First Friday Festivities in the Urban Core (Crossroads/Midtown) and make a few new friends. Just look for the torches, its never ended before 2am. Parking for 500. Call 531-2221 if your lost, 5 land lines, 2 old school (which are pretty loud), if no answer just try again. ...cheers.
TOUR de HOPE

POKER TOURODY
Benefits the Hope Center
Friday, February 8th, 2013
at 7 p.m.

Join us for the Tour de Hope Poker Tourney,
as we continue to raise money for the Hope Center.
Here’s how you can be a part of this exciting Poker Tourney!

Register Now!

$500 First Prize

Location: 508 West 103rd Street
Kansas City, Missouri 64114
(just five doors down from Coach’s).
$50 entry fee

Prizes for all 8 players who make the final table.

Food provided
Beer & Wine Available for Purchase
Starts at 7:00