

L&E Meridian Invests in the MCS Merlin K146c Cut sheet Color Inkjet Press

Gaithersburg, MD, May, 2020 – MCS, Inc. announces L&E Meridian, a leader in direct mail and variable data printing, has invested in the MCS Merlin K146c process color inkjet production press. The MCS K146c is the first low cost process color, production cut sheet inkjet press without a **“Click charge”**. The K146c makes the economics and flexibility of inkjet press technology available to almost all mail manufacturers including advertising and statement mail producers. The K146c is ideal for advertising mail letters and First Class statements reducing imaging cost by as much as 75%.

L&E Meridian was searching for an affordable alternative to digital printing when they were introduced to the MCS Merlin K146c. Scott Bobowick, President said “At L&E Meridian we are always looking for new technology that will provide our customers with an edge to improve response rates and ultimately make their campaign successful – at competitive rates”. The K146c allowed for a cost-effective solution for color cut sheet inkjet printing with ease of use, ease of set up and a self-maintenance plan with no clicks. Bobowick continued “We really appreciate the self-maintenance plan. Our team appreciates the decreases in downtime since we don’t have to wait for a tech to arrive onsite for maintenance. In addition, the inkjet system has inherently less things to go wrong than with toner-based systems”.

The MCS K146c is the lowest cost production inkjet press in the mail manufacturing market. For less than \$200,000, process color inkjet printing is now affordable for all mail manufacturers. Eric Giles, Director of Business Development stated, “The addition of the K146c allows us to offer an alternative to offset printing, low cost variable messaging option with quicker turnaround times to our customers”.

As L&E continues to offer new technology and value to its customers, it foresees a lasting partnership with MCS. Giles said, “We’ve been working with MCS for more than 20 years and have a trust with them and the equipment they sell”. “The install of the K146c was seamless and the MCS in-house training was great”.

About MCS

MCS is the leading provider of solutions for mail manufacturers who specialize in producing the valuable stream of mail communication that reach consumers and businesses mailboxes every day. Advertising and marketing mail as well as transactional mail such as financial and health care- based mail are becoming more and more sophisticated and MCS has evolved since 1991 to provide solutions tailored to this industry.

More information:

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About L&E Meridian

L&E Meridian has been serving the Washington, DC area for more than 30-years. We value our relationships with each of our customers. Over the years, the company has stayed on the cutting edge

of technology, software and equipment, while earning a reputation for integrity and commitment to getting the job done. We work with national and local non-profits, financial institutions, corporations and government agencies.

For more information about L&E Meridian, contact Eric Giles at 703-913-2677 or egiles@l-e.com