



Graphcom takes advantage of faster production and impressive cost savings with two MCS Merlin K146c cutsheet inkjet presses

Gaithersburg, MD, October, 2021 – MCS, Inc. announces Graphcom, a results oriented marketing firm specializing in healthcare, education and non-profits for more than 39 years, invested in their first MCS Merlin K146c process color inkjet production press in May 2021. The K146c offers affordable process color inkjet printing up to 172 letters per minute with no clicks and savings up to 75% over toner. Based on its success, Graphcom has just ordered their second K146c to be installed in early November, 2021.

Graphcom was intrigued by the economics of the K146c. Matthew Livelsberger, President said “The price was initially attractive and seemed like a good opportunity, and It absolutely was. We’ve found that in some cases it’s even cheaper than a comparable laser devise and with greater benefits”. Livelsberger continued, “We produce millions of mail pieces monthly, and moving to inkjet has only made me wonder what took us so long”.

The team at Graphcom is invested in finding better solutions to share with existing and potential customers. Mike Beatty, Director of Operations said “With the K146c we are able to generate more insertable mail pieces much faster. We’ve also found that color matching from piece to piece is much better than laser”.

Graphcom chose to take advantage of a shared-maintenance program for servicing their machine. Beatty stated, “The shared-maintenance plan is perfect for us. There are fewer moving parts to breakdown and wear over time, fewer monthly costs and no dreaded click fees”.

Graphcom prides itself on outstanding execution and results for their customers and expects the same of their vendors. Beatty commented, “Everyone at MCS was a pleasure to work with and got us up and running production in just 2 days”.

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 Graphcom

Graphcom is an unconventional marketing firm: equal parts creative studio and production powerhouse. We help tell stories that change markets, minds, and behaviors—and we do it all in-house. Get to know us; we think we'd make a good team.

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