



The Library Network

Libraries Working Together

41365 Vincent Court, Novi, MI 48375
Phone: (248) 536-3100 Fax: (248) 536-3097

TLN Volume Discount Copier/Printer Vendor Contacts

Canon/Kyocera/Lexmark/Ricoh/Samsung Products

Applied Imaging, 46620 Ryan Court, Novi 48377
(offices also in Grand Rapids, Muskegon, Kalamazoo, Lansing, Traverse City)
Scott Barabas, 248.560.1522, sbarabas@appliedimaging.com
Discount: 65-75%; available Statewide

Canon/Kyocera Products

Leader Business, 7885 Jackson Rd, Unit 3, Ann Arbor 48103
Bobby McMacken, 734.253.2534, bmcmacken@leaderbusiness.com
Discount: 40% off Canon and Kyocera; available in SE Michigan only

Konica/HP Products

MBM Computer System Solutions, 375 Robbins Drive, Troy 48083
Mary Ellen Rollins, 248.597.1095 x3105, merollins@mbmsolutions.com
Discount: 70% Konica, Discount pricing on HP; available Statewide

Ricoh Products

Ricoh USA, 26800 Meadowbrook Rd, Ste 101, Novi 48377
Michael Lotito, 248-596-8156, Michael.lotito@ricoh-usa.com
Discount: MIDeal pricing; up to 64% off; available in SE Michigan only

Toshiba Products

Toshiba Business Solutions, 37987 Interchange Drive, Farmington Hills 48335
Andrea Hannibal, 248.427.5473, cell: 734.330.0304, andrea.hannibal@tbs.toshiba.com
Discount: up to 75% off; available Statewide

Xerox Products

Michigan Office Solutions, 40000 Grand River, Ste 500, Novi 48375
Julie Ward, 800.442.9070, Direct: 248.251.5654, julie.ward@mos-xerox.com
Discount: up to 50% off; available Statewide

All Vendors perform free onsite assessments of your copier/printer equipment. There's no obligation to buy. Managed print services are also available for managing toner replacement and equipment support. Please contact the vendors direct for assistance with a solution that fits your library's needs.

If there is 6 months or less left on your current lease, it may be in the library's best interest to get a buyout for the remaining 6 months and invest in newer technology.