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## Contex Reports Units Sold up 112%

January 29, 2019

[RSS](#) [Print](#)

Scanner manufacturer Contex reported strong growth in 2018. The company saw its total unit sales increase 112 percent, led by sales of the HDiFlex, HDultra X and SDOne scanners.



"We are grateful to our customers for helping to make 2018 one of the best in recent years," comments Steve Blanken, General Manager, Contex Americas. "Our R&D team listens to customer feedback and is always one step ahead to give users the best scanning solutions available in the market."

Blanken provided the following details about its most rapidly growing products:

- \* Our HDiFlex 18X224 inch flatbed scanner, this growth was 125% YOY and the growth was mostly in the specialty scanning service businesses as well as the university libraries. The specialty scanning services consist of originals that people do not want to run through a sheet fed device, these markets include Fine Art, delicate, fragile or very sensitive originals like old historic documents or maps. Because this is a specialty scanning product the profit when charging for the services from this scanner are higher.
- \* The New HDultra X 60 inch scanner exceeded our previous year's sales of 54-inch scanners 125% and this was all in the last quarter of the year when the product was launched. These markets included GIS, Government, Service bureaus and Oil and Gas.
- \* Finally our SDOne series of scanners had the best growth. This was 192% YOY. This scanner was designed for convenience and portability so this scanner got us into a lot of new small architecture markets where the offices are only a handful of people but need on demand scanning. This scanner was also wildly successful in the small government office markets like recorder of deeds offices, real estate offices, small law firms. The MFP version of this scanner SDOneMF went into the market to attach to a lot of stand alone printers turning them into full blow MFP's, this market being the small office market, quick print market and convenience market.

### What's Ahead

Contex is slated to release several new wide format scanning solutions in 2019. Also, on the heels of the successful VIP event in Las Vegas, the company will host more VIP events and webinars this year.

For more information, visit a [www.contex.com](http://www.contex.com) or send email to [salesamericas@contex.com](mailto:salesamericas@contex.com).

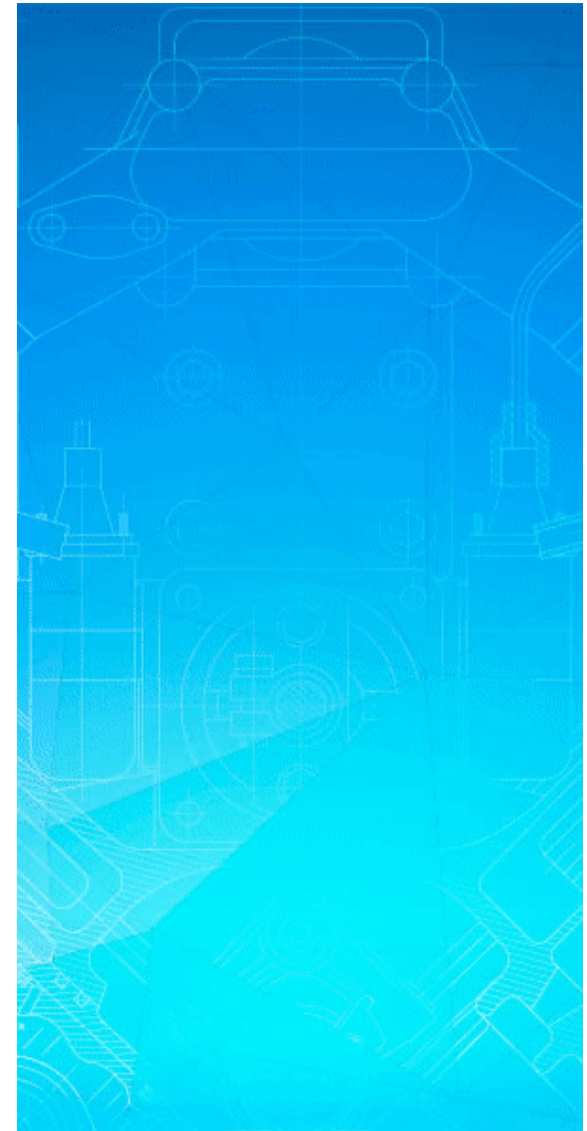
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January 29, 2019

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Industry News



First Two  
Webinars of  
2019 Scheduled

Get ready to learn! Two APDSP member webinars have been planned for 2019. Both are now open for registration. [Read more](#)



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## Construction Input Prices Continue to Fall in December,

### Says ABC

Construction input prices declined 1.7 percent in December on a month-over-month basis yet are 3.5 percent higher than the same time last year, according to an Associated Builders and Contractors analysis of U.S. Bureau of Labor Statistics data released. [Read more](#)



## RSA Announces Three New

## Board Members, and 2019 Board of Directors

The Reprographic Services Association (RSA) announces the appointment of three new members to its Board of Directors, as well as the full slate of officers and board members for 2019. Joining the Board this year are John Davis, Jr. from Alabama. [Read more](#)

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## ReproMAX Announces Board of Directors For 2019

ReproMAX announces the appointment of two new members and new co-chairmen of their Board of Directors for 2019. Ken Hildebrand, President of Commercial Digital Print and Wade Sparks, President and CEO of Riley's were named to the board. John Bingham, [Read more](#)

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## Contractors Lose Confidence in Q3 but Remain Upbeat

While construction industry leaders remained confident in the third quarter of 2018, optimism slipped relative to the second quarter, according to the latest Construction Confidence Index released today by Associated Builders and Contractors. [Read more](#)

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## Hackworth Acquires Copico

APDSP member Hackwork Graphics & Printing has acquired the Suffolk, Virginia based copy shop Copico. [Read more](#)

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