

National / AZON Closes 2020 with Best Month on Record for Contex Large Format Scanners

Wide range of scanning solutions meets changing landscape as home office, specialty, and archiving projects drive sales in 2020; sales for personal large format scanners jump by nearly 70%

Troy, MI — February 18, 2021 — National / AZON, a leading distributor of technology for the reprographic, graphic arts, and sign-making markets, today announces that December 2020 was one of the best sales months ever recorded for Contex large format scanners. The company also reports that sales of Contex scanners remained steady throughout the year despite the impact of the COVID-19 pandemic. National / AZON attributes its success to its dedicated sales team and to Contex's versatile range of scanning solutions.

Throughout 2020, the market shifted from high-volume production scanners to home-office and portable devices. Sales of the entry-level Contex SD One scanner series grew by nearly 70% over 2019, while reprographic and data management companies, among others, continued to invest in Contex's mid-range, high-production large format, and specialty scanners — the IQ Quattro X scanner series, HD Ultra X scanner series, and IQ FLEX flatbed scanner — at a steady pace.

“The collective experience of the team at National / AZON proved invaluable for the company in 2020. They quickly responded to the shift in the market with solutions for new requirements. We congratulate National / AZON for their continued success,” comments Steve Blanken, General Manager, Contex Americas.

“In 2020, we made sure that we went back to basics: connecting with our resellers and the scanning community. We saw an increase in specialty scanning and archiving projects as organizations took advantage of downtime. Reprographic shops were also looking for a more productive set of input devices for the coming year,” comments Rich Gigl, Senior Vice President, National / AZON.

In Q4 2020, National / AZON started offering webinars, which helped the scanning community connect with experts for their remote projects.

Contex has a strong R&D department driven by customer and market feedback. Its scanners are

suitable for a wide range of applications including CAD and engineering, document archiving, maps and GIS, artwork and photo, book scanning, and more.

For more information, visit www.azon.com.

About National / AZON

National / AZON is a leading distributor of hardware and software products, with a special focus on the reprographic, graphic arts, and sign-making markets. Sales and distribution points across North America allow National / AZON to continuously expand and innovate to meet the ever-changing needs of large format printing and scanning professionals. With an intense focus on customer satisfaction, National / AZON has gained a nationwide presence in the marketplace and will continue to provide products and services that enable success and profitability in the print-for-pay and graphics industries. For more information, visit www.azon.com.

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