

# Ricoh and Lanier become one



**T**he move comes as both companies move aggressively into the document management services and IT sector. John Hall, managing director of Lanier, will leave the business following the integration due to be completed early June.

Lanier was a subsidiary of Ricoh's Asian operation, acquired in 2001, that previously operated in the local market as an autonomous agent. Its integration into Ricoh Australia's operation here is promoted as a logical move as the two have developed greater engagement with the IT sector.

Both companies are active in the commercial printing market and the inplant sector. The Ricoh Pro C5100S engine is a leading contender in production printing while the high-speed Infoprint range engages with the essential and direct mailing sector.

The Lanier production printing business will help create a greater installed

**Long-time collaborators, Ricoh Australia and Lanier, agree to formally merge operations to create a new \$450 million IT company.**

footprint in the sector for the Ricoh brand. The appointment of a new head for the division, a role left vacant following Kathy Wilson's departure last year, has not been decided.

"The integration of the two companies has been very well received by customers and staff," said Les Richardson, managing director, Ricoh Australia.

"We are taking two strong, profitable organisations and building a new, even stronger business in Australia.

"The integration also lets us align even more closely with Ricoh's global programs around delivering managed document and IT services to customers.

We will unite our range of managed services and product offerings under the same brand, enabling us to provide even greater value to customers right across the business technology landscape."

## New green site

The integration move comes hot on the heels of Ricoh opening a new 5 Star Green Star distribution centre at Eastern Creek, Sydney.

The company's new premises are the first in NSW to be awarded the coveted 5 Star Green Star environmental standard. It will now house its warehousing, technical and customer support, spare parts and national training and run-up centre.

Les Richardson said the new distribution centre is a testament to Ricoh's ongoing commitment to carbon neutral operations. He extended his thanks to Smithfield MP Andrew Rohan and partners and site owners Jacfin, represented by Jackie, Priscilla and Ray Waterhouse. According to Richardson,

**Les Richardson, Ricoh managing director (left), and NSW MP Andrew Rohan cut the ribbon in Eastern Creek.**

the green credentials of the building are only a part of the success story.

"We needed a single home for all our technical and logistical functions. Many long-term Ricoh staff have transferred to this facility, but more importantly we've been able to recruit from local community. There is a tremendous talent pool out here in the western suburbs," he said.

As he joined Richardson to snip the ribbon, Andrew Rohan extended his thanks and congratulations to the team at Ricoh for their achievement.

"I also want to thank you for investing in western Sydney. This is the future of Sydney and NSW, where there will be more than one million people in the next 20 years. We are working hard to create jobs and opportunities with companies like Ricoh, and this magnificent building project," he said. **21**