

Machines made for business



The HP Laserjet Pro CM1415 colour multi-function printer series features a colour touch screen, reducing both operating and maintenance times.

Southern Business Machines has been supplying high-quality office equipment to Canterbury businesses for more than 30 years and is still leading the industry today.

The company was established in 1976, with directors Des Haines and John Otte employing nine staff from their offices in Ferry Road. It specialises in office equipment, including digital copiers, laser printers, faxes, scanning and multi-function office equipment.

Southern Business Machines became a Canon dealer in 2006, which saw the company grow to become Canon New Zealand's largest privately owned dealership.

Canon makes up about 70 percent of its business today, with other specialty brands including Ricoh, Hewlett Packard, Kyocera, Brother, Pitney Bowes and Dictaphone.

Otte and Haines have been involved in the photocopier industry for 32 and 22 years respectively. Both have an extensive service and sales background and ensure a hands-on approach to office equipment in the Canterbury region.

Haines says Southern Business Machines is focussed on finding solutions for all business situations.

"If it is a home office, small-to-medium business or a multi-national corporation, we can tailor a solution to each individual's needs," he says.

"Whether it is updating their current older equipment or upgrading from black and white to colour, we have the flexibility with both new and second-hand ex-lease machines to find a practical outcome that suits the customer."

Equipment servicing

Southern Business Machines offers comprehensive support and service for all major brands. Its experienced service department can repair most equipment, with the company stocking a large range of spare parts and consumables.

The service department caters for the smallest Canon desktop printer through to the largest high-end multi-functioning office equipment.

Southern Business Machines has been a Brother warranty agent since 1985 and has been a supplier and service agent for Ricoh for 35 years, specialising in older Ricoh copiers, printers and faxes.

Being independently owned and operated means the company can be flexible in the extended range of equipment it services.

"We're locally owned and operated and we have 14 service agents nationwide," says Haines. "We supply equipment throughout the country and we have agents nationwide to service those customers. A few of our largest clients have more machines outside Christchurch than they do here."

Technology is continually changing, with office equipment now much more IT orientated, which forces the technical team to continually upskill.

"Four of our technicians have had more than 20 years in the industry each — that's a lot of experience. Combined with the backing and full support of Canon New Zealand, SBM offers unparalleled service throughout New Zealand."

Success and growth

Despite the economic recession and earthquakes, Southern Business Machines has year on year continued to grow and is looking at taking on some additional sales staff.

Through its new website, www.sbm.co.nz, the company is also boosting interest in its range of high-quality products. This site provides 24/7 access to product information, while enabling its clients to log service calls, order supplies, request quotes and load meter readings any time at their convenience.

"Our aim is to offer a personal touch, as well as a high level of knowledge, professionalism and service back up," Haines says.

We're locally owned and operated and we have 14 service agents nationwide. We supply equipment throughout the country.

Des Haines | Southern Business Machines



office equipment and supplies
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Visit us at www.sbm.co.nz



Multi-functional device

Southern Business Machines offers a wide range of high-quality office equipment from three of its major brands — Canon, Brother and HP. Bringing you colour printing and essential document functionalities in a single compact device, the Canon imageRUNNER C2020 can deliver outstanding productivity through print, copy, scan and fax.

When networked with higher-end imageRUNNER ADVANCE devices, it can leverage on and extend your document infrastructure. Backed by Canon's signature ease-of-use and reliability, the imageRUNNER ADVANCE C2020 is a perfect multifunctional device for your office.

Highlights of the Canon imageRunner C2020 include:

- Up to 20 pages per minute for black and white and colour output
- Brand new intuitive user interface with customisable menu for enhanced user experience multi-function capabilities for copy, print scan with optional send and fax;
- Up to 44ipm in scanning capability

The Canon imageRUNNER C2020 can deliver outstanding productivity through print, copy, scan and fax.

- Standard USB support with optional memory media support
- Compact-sized internal finishers

Canon software

If your organisation would like to streamline and secure its information exchange, eliminate unnecessary manual processes, optimise staff efficiency or monitor its print environment closely to control costs, it can.

All Canon software is scalable to suit your organisation's needs, and offers a variety of options depending on daily staff workflow requirements. We'll work closely with you to tailor a software solution that's just right for the needs of your organisation.

Software packages include: Document distribution; information capture; document management; document accounting; production software; device management; document security; and document archiving.

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THE LAST THING WE WANT TO DO IS SELL YOU A COPIER.

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*2011 GFK customer research

For further information call Southern Business Machines on 03 377 6776

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Brother MFC-7360N Multifunction

The Brother MFC-7360N is a versatile, all-in-one mono laser printer, scanner, copier and fax.

It offers a fast printing speed of up to 24 pages per minute and features a user-friendly control panel with a two-line LCD screen and a 35-sheet automatic document feeder for fast multi-page scanning, copying and faxing.

Network connectivity means the Brother MFC-7360N can be shared between multiple users, while the machine allows users to minimise costs through saving paper and using less toner.

The MFC-7360N comes complete with a range of easy-to-use software utilities to improve productivity. Bundled with the powerful Scansoft Paperport document management software, hard copy documents such as invoices can be scanned, stored and managed electronically for future retrieval.

HP Laserjet Pro

Southern Business Machines' range of HP office equipment includes the Laserjet Pro CM1415 colour multi-function printer series, for printing, copying, scanning and faxing.

This machine features a colour touch screen, reducing both operating and maintenance times.



The Brother MFC-7360N is a versatile, all-in-one mono laser printer, scanner, copier and fax.

It can produce professional-quality marketing materials through the HP ImageREt 3600, which enhances the quality of copied images, text and graphics with automatic copy optimisation.

The CM1415 reduces energy use by up to 50 percent with Instant-On technology.

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