



“You know what feels good? People come to me for solutions. To facilitate them. To be the person everybody can count on to interact with the purpose of our wide format printer, which we call ‘The Beast.’ And it’s all thanks to Kelley Connect.”

- Mel Donner, Project Manager, Joseph Hughes Construction.

Joseph Hughes Construction: 41 years in business, specializing in commercial construction across the greater Northwest, including tenant improvements, remodels, office space, assisted living, and multi-family. Sounds like a busy place.

“You know what’s terrible?” asked Mel Donner, Project Manager at Joseph Hughes Construction. “One page a minute. That’s terrible. When you have a 230-page plan the Site Supervisor needs the next morning, you stand there, all night, waiting. It’s awful.”

That’s the problem with time – we’re all allocated the same number of minutes each day, we can’t make more, and once they’re gone, we can’t get them back. Yet people are counting on us to deliver results. This is why the wrong wide format printing solution hurts the bottom line of our partners in architecture, engineering, and construction – time delays due to specialized printing problems cost money.

“Now we’re just enthralled with ‘The Beast,’ our HP PageWide XL 5100,” said Ms. Donner. “Before, I was so frustrated, not just with the waiting but also because our 15-year-old HP plotter would delete the entire scan if there were a paper jam. You’d lose everything. It would make you want to go have a drink.”

This is where our decades of thorough wide format print solutions expertise come in handy. At Kelley Connect, we provide the best, most reliable equipment and software – plus access to supplies and service – so our partners can focus on their work.

“I don’t think The Beast has ever jammed,” explained Ms. Donner. “The technology won’t suck in a sheet unless it’s aligned. It prints up to 20 pages a minute, and holds four 500-foot-long rolls of paper. It’s beautiful.”

Then there’s the whole thing with the weather around these parts.

“Accommodating different paper types is huge because of our weather conditions,” laughed Ms. Donner. “This thing can print polypropylene, which doesn’t tear, and can get wet. It’s indestructible, as in it doesn’t disintegrate in a rainstorm. So great for those year-and-a-half-long projects.”

Sure, there are solutions out there on the Internet that might save our partners some money, but we find that the absence of exemplary training – not to mention full-service support and supply solutions – costs them more in the long run.

“I’m a huge planner,” said Ms. Donner. “Kelley Connect gets me my back up ink and paper right away. I’m happy about that. Same with maintenance. But the kicker is Kelley Connect comes in-person to train the staff. Kelley Connect wants to be involved with their partners, especially when it comes to complex machines like The Beast.”

That’s how we roll at Kelley Connect. We’re the experts at what we do, so our partners can focus on being the experts at what they do – without feeling frustrated and awful – and deliver results for their clients.

Wonder what happened to that 15-year-old HP plotter, though...

“Here’s the other thing. The people at Kelley Connect are just wonderful. They salvaged our old plotter, and we were able to give it to one of our subs who could make use of it. That’s above and beyond,” concluded Ms. Donner.

[Learn more](#) about Kelley Connect’s wide format print solutions.