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cc M. Rice/Chicago/CanonUSA@CanonUSA, Ricky A.
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bcc
Subject Scanner Systems RFAs Clear \$100 Million Mark!

Everyone,

Please join me in congratulating the Scanner System RFA organization for clearing the \$100 million milestone! This is a tremendous achievement on which they have worked on very hard, for a long time.

The Scanner Systems RFA group actually started many years ago as the sales organization... where Don and Demetri were making calls on their own, setting up new dealers, one by one, state by state.

Carol kept everything organized and the dealers well-supported.... and then Rick joined and added to the momentum!

The business continued to prosper and attracted the focus of additional sales channels to sell Canon scanners.

Don and Demetri worked with Mr. Machida who led the Product Marketing side in working with CINC to secure timely, excellent new products and programs.

So, what Don and Demetri started as a 2-person sales force many years ago.... has now grown to a \$100,000,000 business!

[Congratulations to the Scanner Systems RFA organization on reaching this tremendous milestone!](#)

Geoff

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