

## Information Distribution **Solutions** for the Manufacturing Industry

In today's world, businesses require the ability to deliver information through a variety of mediums: the web, CD and DVD or traditional printed documents.

Midland has created solutions to assist our customers with quicker turnaround of the most current information to multiple media types at any given time. Any combination of the following product and service offerings can be developed into a streamlined and cost effective information management solution for your company.

### **Short-Run Print and Print-on-Demand**

Midland is an industry leader when it comes to short-run and print-on-demand (POD) solutions. We have over 15 years of experience creating solutions for U.S. or global distribution.

### **Short-Run Color**

At Midland we view the addition of short-run digital color as a supplement to the existing publication work we do for our customers. Since our print operating system is completely digital, the electronic workflow allows for variable, or personalized publications with high-impact graphics allowing for full-color targeted communications.

### **Variable Data Solutions**

Our solutions can build publications specific to each of your customer's product configuration by combining variable data from an external file, pulling the latest revisions of all the necessary components, and submitting them to the specified output media, be it print, CD-ROM, DVD, etc.

### **Content Management**

Our solutions will help your company effectively manage and reuse content by streamlining related business processes through applications like workflow. Additionally, we can help you search for and locate, version and disseminate information that supports your end user communities. In one particular example, files are stored in our repository at a component or document level allowing you to update only the portions of the document that have changed, rather than the whole product.

**Just some of  
the manufacturing  
clients who have  
benefited from our  
distribution solutions...**

**Agri-Fab**  
**Allsteel**  
*American-Iowa Manufacturing*  
AMERQUIP CORPORATION  
**Astec Underground**  
**BESTWAY INC.**  
**Bomag Americas**  
Brinly-Hardy Company  
CATERPILLAR  
**Cycle Country Accessories**  
Deere & Company  
FAIR-PLAY SCOREBOARDS  
**Fisher Controls International**  
**Hardi North America**  
**Hitachi Construction Machinery**  
**HYDRO-GEAR**  
Joy, Inc.  
**KINZE MANUFACTURING**  
**Komatsu America**  
**Kondex Corporation**  
KYODO AMERICA  
**McLaughlin Body**  
MITSUBISHI CATERPILLAR FORKLIFT  
**NACCO**  
P&H Mining  
**TRIJICON, INC.**  
Yanmar Construction Equipment