

Lexmark's leadership in retail printing solutions lands 3-year MPS contract with TBC Corp.

LEXINGTON, Ky., June 16, 2011 [/PRNewswire/](#) -- TBC Corporation, one of the largest marketers of automotive replacement tires and services, has named Lexmark International, Inc. (NYSE: LXX) as its managed print services (MPS) provider, awarding the company a three-year contract to improve and optimize its printing environment and reduce print output costs throughout its more than 800 U.S. retail tire and automotive maintenance stores and Wholesale Division.

After a thorough assessment of the Company's current capabilities and technology, Lexmark was able to:

- Optimize the printing environment in TBC Corporation's retail operations by deploying innovative, award-winning printing technology and ensuring the right devices were being used in the right locations, and
- Proactively manage their consumables to streamline processes associated with maintaining a stock of toner cartridges and other parts. Lexmark now knows exactly when supplies are low, ordering and shipping them automatically to the retail stores when needed. Keeping a costly inventory of supplies on hand is no longer necessary.

With this MPS deployment now complete, TBC Corporation's retail stores are printing more efficiently. Lexmark will implement the same proven MPS strategy with TBC Corporation's Wholesale Division, which includes the TBC Brands, Carroll Tire Company and Treadways business units.

TBC Corporation's retail group markets its products under the well-known brands Tire Kingdom®, Big O Tires®, Merchants Tire & Auto Centers® and National Tire & Battery®.

Supporting Quotes:

"Lexmark's expertise and ability to go deep into the vertical markets we serve enables us to immediately deliver savings in both time and money to our customers upon deploying our industry-leading products, software and services in their printing environments," said Marty Canning, Lexmark executive vice president and president of Imaging Solutions and Services. "In fact, this expertise has led 90 percent of the top global retailers* to rely on Lexmark's technology to help manage their unique printing needs."

"Printing work orders and customer invoices in our stores is a critical part of our retail operations," said Steve Smith, chief information officer of TBC Corporation. "We wanted to reduce our costs and keep our store personnel from having to deal with printer issues. We engaged multiple printer manufacturers and conducted extensive product testing. Unlike other manufacturers, Lexmark conducted a thorough assessment and gave us a clear picture of our current operations, helping us prioritize the operational changes that would have the greatest positive impact on servicing our customers."

About TBC Corporation

TBC Corporation (TBC) is one of the nation's largest marketers of automotive replacement tires through a multi-channel strategy. TBC is headquartered in Palm Beach Gardens, Fla. The Company is a wholesale supplier to independent regional tire retailers and distributors throughout the U.S., Canada, Mexico as well as South America, Europe and the Middle East. Additionally, TBC's wholesale group operates Carroll Tire, a regional tire wholesale distributor servicing independent tire dealers across the United States. TBC's retail group operates more than 820 tire and automotive service centers under the brands Tire Kingdom, Merchant's Tire & Auto Centers, and NTB-National Tire & Battery. The Company also maintains nearly 500 franchise stores under the Big O Tires brand. Visit www.servicecentralauto.com for a location near you.

About Lexmark

Lexmark International, Inc. (NYSE: LXX) provides businesses of all sizes with a broad range of printing and imaging products, software, solutions and services that help customers to print less and save more. Perceptive Software, a stand-alone software business within Lexmark, is a leading provider of enterprise content management software that helps organizations easily manage the entire lifecycle of their documents and content, simplifying their business processes, and fueling greater operational efficiency. In 2010, Lexmark sold

products in more than 170 countries and reported more than \$4 billion in revenue.

To learn more about Lexmark, please visit www.lexmark.com. For more information on Perceptive Software, please visit www.perceptivesoftware.com.

For more information on Lexmark, see the [Lexmark Facebook page](#) and follow us on [Twitter](#).

For more information about Perceptive Software, please visit the company's [Facebook](#) and [Twitter](#) profiles.

Lexmark and Lexmark with diamond design are trademarks of Lexmark International, Inc., registered in the U.S. and/or other countries. All other trademarks are the property of their respective owners.

* Global retailers are based upon food and drug store, general merchandiser, and specialty retailer revenue according to the Fortune Magazine's 2010 Global 500.

SOURCE Lexmark International, Inc.

For further information: Melissa Lucas, +1-859-232-5806, mlucas@lexmark.com

<https://newsroom.lexmark.com/newsreleases?item=41906>