

January 24, 2002

Jim,

I am in Lansing, Michigan. I've been thinking about starting a business that does high-volume scanning of mounted slides. I found your web site and I am wondering how you can do 2710 dpi scans for only \$1.40. How do you do them fast enough to make money? What kind of a scanner do you use?

My reason for thinking there is a market for high-volume slide scanning is that I think there are a lot of families out there who have slide collections that are sitting there in the carousels, gathering dust, because it is too much trouble to set up the projector and screen. Now they don't have to. They can get them scanned and show them on their TV. Microsoft just came out with a device called the TV Photo Viewer (about \$130) that allows you to show digital images on TV. It comes with a remote and software with which you create albums and write them to a 3½ floppy. And there are other ways to view scanned slides on TV. There is software that creates albums and writes them to a CD that can then be shown with a DVD player (I've seen it work, but it doesn't work on just any DVD player).

Of course, there are other benefits from getting your slide collection scanned, like being able to give copies to other members of the family. For Christmas, I bought my parents a Microsoft TV Photo Viewer and had a friend scan their collection of 414 slides. It works great. I also gave my siblings copies of all the images on CDs.

The friend who scanned the slides has a Canoscan 4000. It scans 4 slides at a time and does a very good job, but I wonder if there isn't a scanner that will do them at a decent resolution, but faster. The resolution that can be shown on TV is limited to 640 x 480, but we scanned them at 2000 x 2000 to make it possible to print enlargements.

My home phone is 517-323-3897 and my office phone is 517-622-4401.

Steve Harry