



Gardens Imaging Solutions, Inc.
6913 Belair Road
Baltimore, MD 21206

*Serving Design Professionals
Since 1919*

“Tomorrow’s Technology for Today’s Imaging Needs”

From our President;

The History of Gardens Imaging Solutions, Inc.

Since our inception as a company, we have maintained the main stay of our company name “**Gardens**” as a tribute to its history and its longevity. When we were founded in 1919 by the Milburn family. These two brothers organized the company originally to become a process house for images for the Baltimore Sun newspapers.

During the late 1919’s and early 1920’s it appeared that the type setting world was growing at a pace faster than most could keep up with. (In 1907 the projected photostat was introduced; The **Photostat machine**, or **Photostat**, was an early projection photocopier created in the early decade of the 1900s by the Commercial Camera Company, which became the Photostat Corporation. The “**Photostat**” name, which was originally a trademark of the company, became genericized, and was often used to refer to similar machines produced by the Rectigraph Company, provided by Wikipedia). It is apparently clear that preparing images to reproduce for print was needed faster than the traditional methods. Thus, the birth of the Photostat system.

As these two young entrepreneurs were getting their start the most important aspect of the establishing the business as it appeared was the location, as the location was everything in a traditional analog business as it was the early 1900’s. Literally one block from the original Baltimore Sun printing facility was the original home of “Gardens Blueprint & Photo-Print Co.”

The next most important to identify was the company name, back in the early days it was not un-common for business to be named after a person, place, or thing. Keeping with tradition the decision for the company name was made because of its location.

It was decided that the name would include Gardens in it. During May of 1919, then Mayor of the City of Baltimore dedicated the “**Gardens Park**” that was to be then called the “**Preston Gardens**” directly in front of the new start up location for “**Gardens Blueprint & Photo-Print Co.**”.

(Dedication footnotes)

1919 May 15: Preston Gardens dedicated

Mayor, James H. Preston reportedly wanted the park to have a cruciform plan in honor of Cardinal Gibbons, but others prevailed, and the park was designed as an oblong shape. The park, initially called Preston Terraces, was completed, and dedicated in 1919. In its original form, the park had a small parking lot at its south end facing the courthouse, a landscaped island south of Saratoga Street, a long segment of parkland between Saratoga and Orleans Streets with a parallel landscaped median strip with a center sidewalk bordered by trees in the southbound lanes of St. Paul Street, and a wider, shorter landscaped park space north of Orleans Street. The large park sector had winding paths, four stone stairways, and lush plantings and trees.

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For nearly 101 years “Gardens” operated out of this 3-story street front 12,000 sqft building offering the traditional services. Once the 1980’s rolled around the needs of its customers became much more high-tech and deadline demanding. By this time **“Gardens Blueprint & Photo-Print Co.”** morphed into a greater offering company than original mission required. During this time CADD technologies was in full swing. The design industries were re-inventing themselves and offering greater quality design build services than ever before.

As it was the original mission of time **“Gardens Blueprint & Photo-Print Co.”** to offer stats and copies to a limited marketplace. The new demands were now for the company to have the ability to reproduce images from any medium on to any media. During this same time the customer base of **“Gardens Blueprint & Photo-Print Co.”** changed as did the name.

In late 1978 while the markets were being energized by technology it was decided to rename to take on a more responsive position in the marketplace. The new name became **“Gardens Reproductive Arts, Inc.”** the oldest independently owned company was embarking upon new methods and business strategies to move the company into the 1980’s and beyond. The company grow from one location to two, with the establishment of an uptown location on Maryland Avenue to service the Charles Village clients.

It was also experiencing a customer base change, from only providing coping services to limit market, now the market had expanded in the Architectural, Engineering, Construction and Development markets with a venture into local government business. During this period the company got very aggressive in competition for state and local printing contracts. For the next 15 or more years the experience of growth was good and consistent.

The next step of growth was just on the horizon for **“Gardens Reproductive Arts, Inc.”** the need to begin the process of their first acquisition in the Baltimore market by acquiring **“Bateman Blueprint Co”** again expanding their customer base. Shortly after that acquisition **“Baltimore, Photo & Blueprint Company”**. By this time **“Gardens Reproductive Arts, Inc.”** had become the largest and most active company in the industry that was native to Baltimore.

Once again, the industry made the noises that a name change was going to be needed to help keep its place in the market. Rather than change the name it was decided that it would give birth to a dba/name. The approach to such an arrangement was new to the business however it was an important and a productive move. Once again during the early 1990’s birth was given to **“dba/Gardens Reprographics”** to assist it in moving its business model forward.

As time evolved and the industry once again presented even greater challenges and demands for moving into the digital imaging business. This changed the entire prospective of the business. The general opinion within the industry was square footage space in a building to store drawings in was becoming far too expensive and very time consuming. The technology is and was developing at a faster rate than had been anticipated to begin to make documents accessible via a digital file. It is equally as important to be able to share and collaborate those documents quickly and easily with others in the design and construction phase of a project. During the winter of 2000 one of the largest and most successful mergers took place in the Baltimore market. As Gardens Reprographics was the oldest independently owned and operated printing facility in Baltimore it was now time to become the strongest and most

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technically experienced in the area. Negotiations began to merge and become one stronger and better company.

It was announced on December 22, 2000, “**Charm City Digital Imaging, CDI Baltimore, Inc.,**” (formerly, **NGI Baltimore, Inc.,**) owned by William (Bill) Sparwasser and Gardens Reprographics would merge into the NEW company “**Gardens Imaging Solutions**” we would go on to operate the company as **Gardens Reproductive Arts, Inc., dba/Gardens Imaging Solutions** until August 1, 2021.

The company has changed ownership as former owner Harold Dahl has retired and the company has been taken over by William (Bill) Sparwasser as the President/CEO and BJ Sparwasser as the Vice President/COO. Additionally, the new operating corporation is **Gardens Imaging Solutions, Inc.** We have also re-located the business to a location in Baltimore County after 102 years. Our new location is at 6319 Belair Rd, Baltimore, MD 21206

As with all transitions of the business it was important to re-establish the business and re-define goals and objectives of the business. As we have seen a very heavy shift in the direction of the business since about 2017. It is important for us to clearly re-define our role in the marketplace here in Baltimore.

It is our intention to maintain the core services that brought us to reach a 103-year-old milestone. Our core customers still have very defined needs and demand for printing services. We will maintain those services if the ability to produce them remains intact and affordable to our clients.

As we look forward the greater opportunities we see are in the areas of scanning, archiving, document management, digital print management, small and wide format color graphics printing and presentation finishing service.

We have expanded those services by enhancing our high-speed color copy services by installing a 60 copy per minute canon color copier that can print full bleed 11”x17” documents. Our traditional black and white equipment has been upgraded currently we can produce about 200 copies per minute. We have installed the NEW Canon Colorado 64” wide hi-resolution color printing equipment.

To these services we are enhancing our Virtual Plan Room Services to allow for the distribution of both hard copy projects as well as digital bid sets. This will allow for a completely automated solution to plan room information management and document distribution. This system will shortly allow for orders to placed completely on-line with the ability to pay for these and any other services we offer with your credit card at the time of check out.

As this industry continues to change so does the demand for the highest quality equipment to provide the fastest turnaround time with the great features available. More important is the level of commitment that we make in hiring that highest quality and experienced employees. It is my goal as the owner of Gardens Imaging Solutions, Inc., to seek-out and hire the best and most important piece of the puzzle, the “**Best of the Best**” associates in the business. The

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most important asset we have is the ability to employ the best trained and highest quality personnel available in the industry.

It is indeed my pleasure to provide you with this clip of history for **“Gardens”**. For 103 years, we have maintained a very important piece of history in our company. On May 15, 1919, when Mayor, James H. Preston dedicated the **“Preston Gardens”** it was important to understand that over time things change. What has been important to the three generations of owners is that we will maintain the distinction that Mayor, James H. Preston offered to the City of Baltimore by the dedication of the **“Preston Gardens”**. We too will maintain our comment by maintaining the name in honor of Mayor, James H. Preston and the professionals and citizens of Baltimore.

We look forward to another 100 years!

Sincerely Yours,

William L. Sparwasser
President/CEO
Gardens Imaging Solutions, Inc.