



Your Trusted Source™

April 7, 2010  
My Press Needs LLC National Sales Office  
Attn: Rob Weidhaas  
3001 North Rocky Point Drive East  
Suite 200  
Tampa, FL 33607

Dear Rob,

We met for the first time at the 2007 SGIA show in Orlando Florida. You were running a Crest 2535 at your booth. I was so impressed with the quality of the machine, the live demonstration and the classroom tutorial that I left the show knowing I wanted this machine. After I returned home I did a thorough analysis, side-by-side comparison (with four comparable machines), and it still was very obvious the Crest 4056 was the upgrade we needed. The Crest 4056 is a powerful, solid running machine, with time saving options, and is exceptionally quiet and easy for our operators to run.

Here at Gaylord Bros. we run a special barrier board material 65% of the time that uses a custom matrix to achieve a reverse folded box. The auto-chase and the airlift cutting plate have saved us at least 5% on all of these setups. On the remainder 35% of our boxes and folders we achieve nearly 30% savings on our setups due to the auto-chase and the no matrix necessary. Setup waste is nearly non-existent.

Gaylord Bros. and the Crest 4056 have experienced very little down time, mostly due to having a preventative maintenance program in place and our annual service contract with My Service Needs. In less than two years, on a single shift, we have hit over 1 million impressions without any major breakdowns. The Crest 4056 has exceeded our expectations and we are very pleased with our continuing relationship with your business.

Sincerely,

*Mark Bower*

Supervisor of Engineering