

Nick Woods
Graphic Arts Equipment Ltd
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Perivale
Middlesex
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Thursday, 19 February 2009

Dear Nick,

Just a short line to let you know that all of us at the Colour Factory are absolutely delighted with our New Horizon BQ 270 perfect binder which has quickly settled into an invaluable machine for our business.

With the current climate we are now looking more than ever to keep work in-house and save money where possible, by investing in the Horizon BQ 270 perfect binder it has not only given us the opportunity to save on cost by finishing all our binding in-house but it has also opened up many new doors and is winning new work for us all the time; if volumes continue to increase we will need to look at your bigger BQ 470 binder.

The machine installation was first class with your demonstrator Frank who was extremely professional and able to answer all our many questions, additionally the service and help we have received since has been second to none.

We still can't believe how easy this machine is to work, I don't know why but we always thought of perfect binding as being very difficult, the machine has dispelled this myth and could not be easier to set and run.

I trust this letter finds you well and business remains good, I have seen from the trade magazines over recent months G-A-E have been installing a number of new machines.

I look forward to speaking with you again soon and always feel free to call in whenever you are passing.

Kind regards,


IAN DWYER
Director