



Paper Handling Solutions
2140 New Market Pky. Suite 118
Marietta GA 30067
Attn: Don Barbour

April 22, 2008

Dear Don:

In this day of over committing and under achieving, your company is shining a light to those business owners like me who like plain speaking, sensible solutions for our business challenges and service beyond the sale.

Late last year, Bret came to me and did an assessment of our needs in our color production area. He listened and heard and then he proposed the solution which is changing our business for the positive in so many areas. His advice was to trade the DI press and make the investment in the newer Ryobi 524. Unfortunately, Bret was in the hospital at the time of our purchase decision but I still consider him to be the one who helped us get started. Don, it was you who came and sat with me and went over the facts and figures about the machine. You under sold this machine. It is much more than you said it would be. Our cost of consumable items is way down. Our production time is much less. We are managing many more jobs each week. The best news for me as owner of this business is that our sense of pride throughout our building is up because our product quality is so much better. I simply cannot thank you enough for building the type of company you have built. We can grow and prosper with you as our ally.

So, thank you and your Team for helping me position my company for this decade of growth and prosperity. I am a huge fan of yours and of your entire team at PHS.

God bless you as you continue to make commitments to "doing it the right way"!

With great respect,

Bill Cole
Founder & President
Tri-C