



June 4, 2004

**Letter of Reference for The Ray Morgan Company**

To Whom It May Concern:

We have had the pleasure of working with The Ray Morgan Company (RMC) for approximately five years. We purchased a black and white copier from RMC and their sales force was very patient with us and allowed us to visit their showroom and run a number of tests on the same model copier we were looking to purchase. We ran many copies in different set up modes and RMC was happy to accommodate us. When we purchased the machine we contracted for service and supplies and we have been very pleased with their response time for repairs and for delivering supplies.

This year we were in the market for a color copier with finishing capabilities and RMC was the first company we called. Although we looked at a number of competitive models, we once again purchased a machine from RMC as they had the best price for the machine and the service. The sales staff once again was very patient with us and they assigned a team of experts to answer all our questions and to assist us in setting up our print runs. We could not be happier with the finished product we are getting that rivals much of the offset color work we were having done at specialty print shops.

RMC has been able to provide all of our supplies in record fashion and even when we have called in an order late in the day the supply group manages to get our supplies out to us when we need them. Many times RMC has even had the supplies hand delivered to our office the same day or first thing the next morning. Lori Guthrie has been our contact for our supplies and she brings a pleasant and "can do" demeanor to the phone every time. It is always a bright spot in our day when we get a chance to speak with Lori as she reminds us of what true customer service is all about.

I would be pleased to answer any questions you have regarding RMC and our business dealings with them. You may call me at one of the numbers below during normal business hours.

Sincerely,

Nicky Trevino, CMA  
VP/CFO  
AFC Finishing Systems