



We thought we were trapped. Our company had a long-term lease on two Canon copiers from IKON. We had what was originally thought to be a good deal on IKON's Images Plus Agreement. We learned the hard way that the Images Plus Agreement tied us to copiers that were nearing the end of their economic life. Not to mention they were grossly overcharging us for copies; \$0.024 per copy when we were using roughly 100,000 copies per month. We had 25 months left on our lease when I called the Ray Morgan Company.

Brock O'Harran and Darren Kascht listened to the situation we were in and explained to us there was a way to get new equipment and lower our lease payment. They read the fine print of our contract with IKON and found a loophole that allowed us to lower the volume on the IKON machines and move a majority of our work over to the RMC machine at one-third the cost per copy. All tolled, we now have three machines in place of two and are saving roughly \$7,500 over the next two years.

We could not be happier with our new Canon IR 6020. The machine was delivered ahead of schedule and training thus far has been superb. Darren and Brock have been with us every step of the way and have done a great job looking out for our interests.

I would highly recommend the Ray Morgan Company as they have over-delivered in all of our dealings with them.

Regards,

A handwritten signature in black ink that reads 'Brent Kocal'. The signature is written in a cursive, flowing style.

Brent Kocal