



To whom it may concern,

Over the past 6 years we have purchased several digital colour machines from AOS Sales (Xerox). To be bluntly honest, a few years ago we were seriously considering opening our eyes to other digital print solutions from companies such as Canon, Xanté, and others. We really thought there was a better financial solution for us than Xerox without sacrificing quality. After careful evaluation of the digital solutions these other companies had to offer, we decided to stay with Dave Shaw and his staff as AOS Sales.

We have recently upgraded from a Docucolour 12 & 3535, to a Docucolour 242 with an external Fiery Rip. This move has allowed us to grow our digital business exponentially. We do not consider ourselves to be a “copy shop”, however the ability to provide our offset customers with quality short run digital/variable colour printing has been a profitable move.

As we continue to find new avenues to build our digital/variable business, I am confident that AOS Sales will be able to provide quality products to fit our digital printing needs.

So, am I glad we stuck with Dave and his staff - Yes.

Sincerely,

SCOTT BAUGHN  
Bertie Printers Limited