



**THE ERRINGTON GROUP**

Printing & Marketing Solutions

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To: Whom it May Concern

Re: Dave Shaw, Advanced Office Solutions & Xerox Canada Ltd.

Our family owned company has done business with Advanced Office Solutions and Xerox Canada for several years now.

As a small operation we first utilized a low-volume high-quality colour printer, the Xerox 3535. We have since grown significantly and now find ourselves utilizing higher volume equipment, including a Xerox DC252 and a Xerox DC5000AP with plans to add our second DC5000AP shortly.

We provide our customers with an experience and product second-to-none. They rely on us to keep them current in their business and marketing applications and we in turn rely on Xerox hardware, software and services. It is an intimate business relationship that requires open lines of communication, the ability to execute on required actions & a steadfast commitment to mutual success.

We have found the Xerox technology enabling and Dave Shaw and his team at AOS very accessible and, most importantly, **able** to ensure we pay a fair price, receive the service and support we require and are educated properly on the market dynamics and trends inherent to our trade.

All things remaining the same, we would recommend Xerox technology and AOS as an inseparable pair if you wish to realize the same values that we have.

Regards,

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