

Col-Tec

From: Aaron Constant <aaron@puritancapital.com>
Sent: 04 December 2020 13:09
To: Col-Tec
Subject: Re: Col-Tec Collators

Good morning Paul -

Thanks for reaching out. It's good to hear from you. It sounds as though your situation is similar to ours.

In March we reduced our staff by 1/3rd from about 65 to 40. Cut out third shift in our press department and second shift in our bindery department. We also reduced hours when necessary to align with volume. The last two months we've been working overtime which is good! Not a lot but enough to make us feel better about the situation. Busy is good!

We're finding clients (print buyers) to be non-comital to projects with many projects delayed or pulled. Some clients have even pushed out their print until late 2021. The event driven markets we print for such as elaborate invite packages for the educational and tech markets has gone away entirely so markets have shifted. The art market with catalogue production is making a return and our educational market with colleges is gaining momentum as they still need to market to potential students. I think we are fairing better than many out there but the overall consensus is everyone is down about 30%.

This second wave of Covid is starting to get out of control and it's going to get worse before it gets better but we haven't experienced any stay at home orders (yet) and we were deemed essential in the first phase back in March so I presume we'd be deemed the same in the event of another order. We'll see.

Collator continues to run great and we continue to be pleased with it. It does exactly what we need it to!

Thanks again for checking in. Keep in touch as it's great to catch up. In the meantime stay safe and I wish you all well through the holidays!

Aaron Constant
Operations Manager
Puritan Capital

On Dec 4, 2020, at 7:34 AM, Col-Tec <col-tec@btconnect.com> wrote:

Dear Aaron

In what has proven to be the most difficult of trading years for the majority of businesses around the world, not least in the UK and the USA, I hope this contact finds you well.

I think we are over the worst here at Col-Tec but the next few months will still be a tough challenge. Whilst new machine sales have been slow despite developments such as Smart Collators, we have had a reasonable turnover in selling cheaper used models and have managed to keep $\frac{3}{4}$ of our pre Covid staff levels. All considered that is a very good result.

How are you, business and the collator? Would be good to hear from your side.

Best wishes

Col-Tec

From: Andy Landers <andrewla@knowclassic.com>
Sent: 14 February 2018 19:43
To: Col-Tec
Subject: RE: Classic Graphics

Paul,

Hope all is well and you guys at Col-Tec have had a great start to 2018. The machine has been running great, we just hit the 800,000 cycle mark today and are on track to put over 1 million cycles on the machine in the first year. I will need to look further into the Operators Manual for the service checklist just to make sure the operators are following the checklists accordingly. I will also have to take a look at the existing contract and what the new will look like and at what price? I will try to get back to you soon, if you have any idea what the new contract would look like please send it over and we can go from there. Thanks again for your wonderful service at Col-Tec it is always appreciated.

Andy Landers

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From: Col-Tec [mailto:col-tec@btconnect.com]
Sent: Friday, February 09, 2018 8:04 AM
To: Andy Landers <andrewla@knowclassic.com>
Subject: FW: Classic Graphics

Dear Andy

Can you believe it is almost a year since Carl and Simon came over to install your Col-Tec collator. It would be nice to hear how you are getting on with the machine in production, and are you aware of the service checklists to be found in the Operator's Manual?

I look forward to renewing our contact and hope this email finds you and your family in good health.

Best wishes

Paul

Col-Tec

From: "Col-Tec" <col-tec@btconnect.com>
Sent: 30 January 2009 10:19
Subject: Col-Tec Install

Paul

It was my pleasure to host Simon. He really put forth an out-standing effort towards helping us get a very difficult job to run. He never displayed any frustration and remained supportive the entire installation and training. As you can see by the hours he logged, we put in some long ones last week. You have a very good person there.

The level of detail your company took in refurbishing this machine is very impressive. You can ask Simon but I'm the type to crawl under a machine now and then and did so under the Col-Tec. A very pleasant surprise to see the results of your efforts. I usually won't buy equipment without inspection nor would I contract for services of a company never visited, but you all exceeded my expectations. Please be sure to pass this along to the folks involved with the refurbishment.

Jonathan Niezing

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From: Col-Tec [mailto:col-tec@btconnect.com]
Sent: Monday, January 19, 2009 11:59 AM
To: Jonathan Niezing
Subject: Col-Tec Install

Hi Jonathan

On behalf of Simon and myself, thank you for the courteous attention given to him while he was attending the installation. How are your operators getting along now that Simon has left and can I ask if the refurbished machine (early days I know) meets with your expectations?

Regards

Paul Bailey

30/01/2009