



# PER HOL CONSTRUCTION LTD.

1450 ROSSLYN ROAD  
THUNDER BAY, ONTARIO P7E 6W1

TEL: (807) 474-0930

FAX: (807) 474-0940

DATE: October 8, 2009  
ATTN: Karyn Loree-Spacek  
RE: OUR XEROX 6204 VS KIP 1880

I am writing this letter to share our experience with our Xerox 6204 vs. our previous KIP copier. We had used a KIP large format copier for several years prior to purchasing our Xerox copier. Some features that were undesirable to us were the speed of the copier, that price of toner and the failure to maintain the machine after our purchase. We went to the show that Xerox had at the Vahalla Inn several years ago when we were looking to upgrade and all the features we were interested in were in the Xerox 6204. We did have companies in town make offers on different machines to us when deciding to upgrade our older KIP to a new model. We need the ability to scan drawings to our computers in pdf and tiff, the ability to print multiple copies in large format at a fast rate, for toner to be inexpensive and for the service after purchase to be available. We are extremely pleased with the customer service after the purchase of this machine and to us this is most important. We cannot wait for copies to be printed out of house and our copiers must be working all the time. We have had no down time trouble with Xerox. We found that although the KIP copier appeared to be slightly, but not significantly less expensive, our KIP copier used a lot of toner. We also found that the rollers on the KIP copier did not seem to last as long as the ones on the Xerox. We have only used a fraction of the toner we went through with the KIP copier and not yet replaced the rollers on the Xerox. We have had our Xerox for several years now and it still produces like the day we bought it. Again I must reiterate that customer service to us is vital and Xerox has always been there for any of our needs, big or small. We are very pleased with Karen and all off the staff and would recommend this product without hesitation. All of our office equipment (large format, fax and photocopier) are all Xerox now.

If you have any further questions please contact myself.

Sincerely,

Marty Farough  
Per Hol Construction Ltd.  
Email: [mfperhol@tbaytel.net](mailto:mfperhol@tbaytel.net)

