



August 22, 2023

For the past 30+ years Accelerated Press, Inc. (API) has been providing printing services to brokers, distributors, printers, and end customers throughout Southeast Michigan. Although business has ebbed and flowed with each one of our customers over the years, we have continued to provide printing services and outstanding customer service for a fair price.

With the challenges of the past few years, as well as the need for constant re-investment, many of us questioned the next step. While some may have already heard, today I want to officially share some exciting news - we are merging our operations with ArborOakland Group in Royal Oak. On occasion, Don Kirkland (ArborOakland Group) and I discussed the next logical step, and the timing just feels right. We are also happy to announce that the API team will remain intact, with broader capabilities to serve you.

The two of us (Gaylord and Don) have discussed the below items and agree on the following:

- 1) Nina and Gaylord will remain with the business and will continue to be your personal points of contact.
- 2) Your pricing will remain the same; we will continue to utilize the API quoting system. API pricing will be compared to that of ArborOakland and the lowest price wins!
- 3) Yes, ArborOakland Group has a direct sales team, which also services the Trade with more than 80 broker / distributor / printer customers. ArborOakland Group also has a policy that any salesperson found to be pursuing a customer of a customer will result in them being FIRED. Your business will remain your business.
- 4) We will be terminating operations at the Troy location and the API team will move over to ArborOakland's Royal Oak facilities. Local shipping and delivery will still be available.

What does all of this mean? It means that we will be able to provide everything you have come to expect plus a few additional services. It also means that we will also be more competitive on some of the larger runs that our half size press just was not intended to manage. ArborOakland Group is one of the larger printers in Michigan with more horsepower and capabilities. These capabilities will open new doors for all of us. With that being said, the ArborOakland Group is a good fit for our team and customers.

API and ArborOakland Group value our relationship, and your business is *very* important to our entire team. If you want to learn more about ArborOakland Group, please feel free to check out their website at www.arboroakland.com. It will be business as usual, same team, same products, and same pricing, just a new location. Let's talk soon so I can begin to share more of the good news.

Best Regards,

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