



1736 Tehama Street
P.O. Box 994148
Redding, CA 96099-4148

(530) 229-1400
(530) 229-1402 fax
tomnandrews@juno.com

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To Whom It May Concern:

This letter will serve as a reference for Carl Ragsdale of Ray Morgan Company. Recently our office acquired a new Canon 3100N Imagerunner from Ray Morgan, and we have been very satisfied with its performance and features. Our previous copier was analog, and we were ready to update our system to digital and combine our various office functions into one system. We find the color feature to be especially useful for some of the documents we need for our cases, and the quality is outstanding. In addition, we are realizing the cost savings of doing our own color copies as opposed to taking them to an outside vendor. We also appreciate the cost savings of using the unit as a printer as opposed to our desktop printers that have expensive toner cartridges.

In summary, the system is working very well for our small office. There have been no major problems, and a few minor glitches were taken care of right away by the company. Carl has been great in answering questions and helping us to utilize the system to its full potential. We are still learning but feel comfortable with it at this point.

Very truly yours,

A handwritten signature in cursive script that reads "Judy L. Pedersen".

JUDY L. PEDERSEN
Office Manager

:jlp