

H.C. MILLER PRESS

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As H.C. Miller Press enters its 15th year of service to the print industry, they have developed a reputation with their customers, their vendors and, not too surprisingly, their competitors, which finds them in a position of respect and leadership. This is not surprising, since their core values statement focuses on "Honesty, integrity, and ethics in all aspects of doing business; customers, suppliers and Employee/Partners."

"Whether you talk to someone who has bought from them; sold equipment through them; or even their competitors – I have never heard anyone say anything bad about them. I don't think there is another company like them, to be honest." – Pat Taylor, Etiflex S.A. de C.V, Mexico City, Mexico

H.C. Miller Press also understands that their success was largely built upon delivering on customer expectations and being dependable.

"Their overall reliability is superior. If I were to put a value on it, I would rate them as an 8 on a 10 point scale." – Dave Fulwiler, WS Packaging, Algoma, WI, USA

Of course, key in any successful relationship is the need to find what the customer wants and at the best price. And conversely, selling the customer's equipment at the price they are looking for.

"They understand that we have requirements to sell our equipment and they do not try to sell below our expectations, and we have had a lot of companies who try to do this – they want to sell it and sell it fast, regardless of price." – Bob Kieger, Creative Label, Kirkland, WA, USA

H.C. Miller Press also understands that to have long-term success, it is not built simply on selling or buying used equipment – it is partnering with their customers to find operational solutions to improve performance and profits.

"Their people develop a relationship with us that creates confidence and trust. They are able to make suggestions or recommendations that make our operation more efficient and profitable." – Chris Merlic, Label Solutions, Dallas, TX, USA

Their knowledgeable staff also supports their customer/partners with technical counsel on many issues and is relied upon for their honesty and integrity in helping solve problems or making suggestions.

"Yes, if I don't know something, I call Tim, Scott or Cindy (H.C.M. Press). I will have the phone in my ear and tools in hand and it is as if they were right here ... virtually 'hands-on' the problem." – Mike Brownrigg, MacArthur Corporation, Grand Blanc, MI, USA

They understand that their global customer/partners' testimonials are the strongest evidence of superior performance in the industry. Hopefully, that recognition will result in you making a phone call the next time you have a used equipment need or simply are looking for sound, honest technical advice. Their bilingual staff and their global networking extends to every continent ... a reason to give them a try but not the reason that everyone stays with H.C. Miller Press.

"They are very knowledgeable and their integrity, follow-up, and attention to detail set them apart." – Rick Schneider, Techni-Flex, Appleton, WI, USA

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