

Ken Farrington

From: Orville Johnson [padman99@comcast.net]
Sent: Wednesday, December 08, 2010 1:13 PM
Subject: Fwd: FH Bonn's Hot Off the Press Issue #42

Orville Johnson
FH Bonn Company
Regional Sales Manager
cell: 678-472-6202
email: padman99@comcast.net

----- Forwarded Message -----

From: sales@fhbonn.com
To: padman99@comcast.net
Sent: Wednesday, December 8, 2010 11:34:19 AM
Subject: FH Bonn's Hot Off the Press Issue #42

If you can't read this email, [view it online](#).

FH BONN
presents

Hot off THE PRESS

Issue #42
December 2010

"Why should I buy FH BONN products?"

I get asked this question most every day, and usually answer it by talking about how FH BONN products are the industry standard, and how FH BONN products are the best, etc, etc. Recently after being asked this same question, and giving my stock answer, the customer said to me **"Look, that's all well and good, but you still haven't given me a reason why I should buy FH BONN products."**

These statements made me stop and think in his terms, not why am I trying to sell, but why should he buy. After much thought, and soul searching, here are some excellent reasons why you should purchase FH BONN products.

1. **Are your current press pads chosen by the Original Equipment Manufacturers?**

Remember how well the finished garments looked when your equipment was brand new? The touch ups at a minimum, the work flow was at a maximum, your employees were happy to be operating a piece of equipment that allowed them to produce a garment they could be proud of.

Chances are when your new equipment was delivered from the factory it had FH BONN covers and pads on them. When the OEM's design a new piece of equipment they come to FH BONN because we have the expertise of over 63 years of manufacturing press pads, covers, air bags, etc. and they rely on FH BONN to tailor textile products that will enhance the performance of the equipment. Using any other textile product is like purchasing a new sports car and then putting inferior tires on it. Yes, it's still a sports car, but it just doesn't handle like it did when it was new.

If your equipment just doesn't perform like it did when it was new, try FH BONN

products. Our pads and covers will bring back the performance you enjoyed when the press was first installed. Your finish quality will improve, your production will improve, customer satisfaction will improve, and employee morale will improve.

2. **Are your current press pads the best value?**

FH BONN products have some of the highest thread counts in the industry.
FH BONN air bags have double stitched seams and we seal all air bags with a two step system.

FH BONN uses woven flannels for shirt presses.

FH BONN Nomex covers are skirted with Nomex material to prevent premature wear.

All of these factors add up to FH BONN press pads lasting longer, producing more, and lowering your supply costs.

[Hot off THE PRESS, Issue #42, Page #2, Cont'd](#)

3. **How well do your current press pads fit your press?**

All FH BONN press pads are made from patterns. They are tailored to fit your press exactly, NO one size fits all. Better fitting press pads wear longer. Better fitting press pads speed up production by allowing garments to be loaded and unloaded with greater ease. Better fitting press pads improve finish quality and employee morale because the operators aren't struggling to get their work done.

All of the above reasons lead us to the real reason you should buy FH BONN press pads:

FH BONN products will add profit to your bottom line.

[Need I say more?](#)

Please do not reply to this message.
We hope this information proved to be a good resource for you.
If, for any reason, you don't wish to receive Hot Off The Press from FH Bonn,
simply [click here](#) to unsubscribe.
©2010 The FH Bonn Company

Missed an issue?
Read previous issues of "Hot Off The
Press" by clicking [here](#)
