



## JHBERTRAND INC

Dear Medical Client,

Are you looking for a small, specialized cGMP supplier that will fill in the gaps that exist between you and your top notch medical printers? Do you suspect that you are giving them projects that don't exactly meet their capabilities? Or, maybe worse, are you giving them projects that they secretly don't want? All suppliers have business that they have to take because they are afraid to say no. The bigger the account, the worse the problem is.

When you place orders, you don't want your suppliers fretting over them. It reduces their effectiveness and leaves you open to criticism. It might even interfere with a more "important" order. Today, particularly in the medical business, things have to be done perfectly. There is a push to maximize all production. By matching the orders with the right suppliers, the system runs better. This means you don't get those painful "need to reprint" or "we can't do it" calls.

### **We'll complement your excellent medical printer by doing the work that they don't want to do.**

JH Bertrand is a family business that loves to fill in the gaps. When it's "exotic", "too hard to run", "can't be run on press", "too short a run to run", "too large a run for the press" or simply "impossible"...that's our specialty. **[Consider having JH Bertrand run it for you or your medical printer.](#)** JH Bertrand supports some of the largest printers in America. Our quality and communication skills are excellent. We thoroughly enjoy partnering with other printers.

Please call me today so we can discuss this idea.

Sincerely,

Jeff Bertrand  
CEO