

2/3/19

Dear Mr. Zimmer,

As you know, I worked for one of the larger folding carton converters in North America for several years and have used MicroTrak crease rule for over 6 years now. You had asked if I would be willing to write down my experiences and opinions of this unique rule and I am happy to do so. I hope the following will be of interest to your customers and prospects.

We began using MicroTrak at the **recommended height of .005” above our conventional crease height**. Eventually, we found that our best results came from using the rule at an .008” higher height. The ideal heights to use will vary based on factors that experience and trial and error may help determine.

Initially, we were anxious to see if the rule lived up to its primary claim of significantly reducing or totally eliminating score cracking. **In most tough application** we tried, we found that **it totally eliminated cracking, even on the most difficult, highly recycled, even “old,” dry board.** We found it also **worked well on SBS, SUS (very stiff board) and even chipboard.** The higher the caliper, the more effective we found it to be. We used it on **everything from very low caliper, up to and including .030”** plus. It also aided in areas where we had **heavy dark ink lay-downs, either eliminating or greatly reducing cracking** and in the rare case where it only “reduced” cracking, the result still looked better than “normal” cracking because there was a symmetry to the pattern created. We recently used the rule **on steel counters** (which are obviously increasing in popularity) and **it worked even better** than expected in this application too.

Several of our diecutting presses have a short dwell time and in the past, that had caused us various creasing issues. MicroTrak eliminated those issues and created more efficient creasing on both our short dwell and our more commonly used standard dwell presses alike. **The creases created are easier to fold, fold more squarely and yet still maintain excellent stock strength. Easier folding and reduced opening force, often allows a significant increase in the speed of folder gluers, anywhere from 15-25%. MicroTrak also improves the function of automated filling stations.**

Some customers initially voiced concern about the appearance of the patterned “dents” or “dimples” that the MicroTrak creates. However, when we showed them how those **“dimples” virtually disappear when the stock is folded,** that concern was eliminated. Several of our customers specifically require that MicroTrak be used in all of their jobs

We know this rule is more expensive than conventional crease, but we made up the difference in very short order with every application we tried. **MicroTrak definitely represents a superior rule value.**

Our industry has struggled for years with the many creasing issues that occur so routinely in the converting process. Frankly, we have wondered why MicroTrak has yet to become an industry standard. We highly recommend this unique product as the efficient solution to many creasing problems, both flat and rotary. Thanks for providing such an excellent and innovative rule. I'd be happy to discuss my experiences with this product with anyone who would like to learn more about it.

Sincerely,

Reg Cunningham