

### Association for the Perioperative Practice (AFPP)

Communication plays a large part of any association's work in supporting their members. AFPP had already been using a franking machine for processing their mail, meaning they already had the benefit of the Royal Mail discounts awarded to franking machine users. When they came to look for a replacement franking machine they investigated alternative suppliers and Frama was one of those. They chose Frama based upon **"excellent value for money and professional company representation which was informative and not pushy"**.

### Manning Stainton Estate Agents

Manning Stainton is an independent Estate Agency with offices across Leeds, Wakefield and Wetherby. They wished to save money on their mail communications and chose Frama franking machines for their branches. **"We found Frama through an Internet search and after having 3 product demonstrations; we felt that the Frama product was well presented and that the model and package on offer would be the best buy for us"** As Manning Stainton took machines for each of their branches, the Frama machines have provided a solution right across the business. Manning Stainton was pleased to report that their Frama machines have been "trouble - free".

### Hull City Council – Hull Central Library

When Hull Central Library (part of Hull City Council) looked at changing their franking machine, they sought a supplier who could offer them the right replacement at a price which was competitive and remained so in the running of the machine. Frama were invited to tender as an approved supplier of Hull City Council. After making the comparisons, Hull Central Library decided to choose Frama as our offer represented better value for money.

### Rullion Alltrades Ltd

With over thirty years' experience as a leading UK recruitment organisation Rullion Alltrades are headquartered in Cheshire, where they already use a Frama franking machine. When the branch in Glasgow were looking to replace their machine they were recommended to seek a quote from Frama. They chose Frama for **the quality of the product on offer and the reassurances from Head Office of the good service Frama provide**.

### R Yates & Sons Ltd

R Yates & Sons run a traditional Country Department Store with Clothing, Shoe, DIY, Garden Centre, Bicycle, White Goods and General Household Departments. They already use a franking machine from another supplier but were looking for a renewal and sought other quotations. They found Frama on the Internet and were pleased with the **"unique touch screen facility on the machine and the value to the business of having no re-crediting charges"**

### The Christy Group

The Christy Group designs & manufactures accessories for the UK high street. Having suffered bad service from their previous franking supplier, The Christy Group looked for an alternative that could offer them better support and customer care. They chose Frama for this reason.

### **Nidd Valley Medical**

Were already reaping the benefits of using a franking machine but were finding their machine costly to run and their supplier to be 'pushy'. When the time came for a replacement machine, they went out to three suppliers but chose Frama because they felt they were given a more comprehensive demonstration with the opportunity to find out more about the machine's features. The final decision to frank with Frama was made based on **"good value and the easy to use touchscreen facility"**.