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**CONTACT: Rob Weidhaas
856-728-5090
robw@mypressneeds.com**

My Press Needs Gains Customer for Life

TAMPA, Florida, March 22, 2016 – My Press Needs’ (MPN) complete replacement of Empire Screen Printing’s 28”x 41” Crest Clamshell has resulted in a “customer for life.”

That’s according to John Freismuth, president of Wisconsin-based Empire. “MPN’s reputation speaks for itself. I would tell anyone to buy a Crest,” he said.

“The bed of the first Crest we bought wasn’t accurate for kiss cutting,” explained Empire Vice President Jim Schweinfus. “It had two soft plates so MPN replaced one with a hard plate, but that still didn’t work. Rob Weidhaas then decided to come and see what was going on. We were really surprised when he said he would replace the entire press – that’s never happened before!”

Weidhaas, MPN’s president and founder, said, “The platen had a tool mark from machining that made the press .002” out of flatness, and the bottom line is, the press didn’t meet our standards. Our company is built on long-term relationships, and Empire’s success is important to us. We couldn’t ask them to be down for three weeks while we made the repair, even though it was an easy fix and would have made the press like new. I made sure to personally inspect the replacement press at our factory before we shipped it; that’s how committed we are to Empire and all our customers.”

Both Empire executives are impressed with MPN’s response and the new Crest’s performance. “The Crest performs as advertised,” said Freismuth. “We have four other clamshell presses, and all the others combined don’t cut as well as the Crest.”

Schweinfus concurred, “One of the hardest materials we cut is 1.5 ml silver polyester that normally we have to run on the Zund. We don’t have to do that with the Crest. And the make-ready is only ten minutes, where before it was three to four hours. We’re very impressed with the Crest and sold on MPN!”

About MPN

My Press Needs, LLC was founded by Rob Weidhaas in 2000 as a complete die cutting resource to the print finishing, packaging and general converting industries. Today the full-service company specializes in the development, engineering and sales of clamshell presses worldwide, along with consulting and training on die cutting processes. An affiliated company, My Service Needs, services clamshell presses of all types. For more information about MPN, visit www.mypressneeds.com.

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