



### **Slate Group Continues Growth with the Addition of the FlowMaster High-Speed Inserter**

Gaithersburg, MD, November, 2020 – MCS, Inc. announces Slate Group has invested in a high-speed FlowMaster with Perfect Track and Falcon Inkjet System. Slate Group is a \$17 million full-service commercial print shop offering a wide array of services including; offset printing, digital printing, wide format printing, mailing & fulfillment and creative services. Slate Group distinguishes itself from the competition by focusing on inspiring their customers with fresh ideas in a collaborate environment. Their team is very marketing minded and push the limits to enhance their customers' brands.

Slate Group has been rapidly expanding their in-house technology over the past year by investing \$6 million in new technology and additional square footage at their facility. Trey Laverty, Director of Sales Development stated, "The addition of the FlowMaster and Falcon with Perfect Track as a companion to our existing MCS Eagle inkjet opens up more options for speed, security and variable data work." Laverty added, "Producing work in-house allows us to oversee the live production, share that progress with our customers, staying on schedule and moving quality work faster. Our sales team is thrilled to have the FlowMaster so we can offer better turnaround times to our customers."

Much of Slate Group's growth has stemmed from its customers' needs for full accountability of marketing collateral production and mailing – from print through mailing and fulfillment. High value marketing products are increasingly complex and Slate Group gives each customer a single point of contact for the entire job – with the security that no outside vendors are used. This makes Slate Group an easy company to work with.

One reason the Slate Group chose the FlowMaster for inserting was because it is the most successful advertising mail inserter designed specifically for the mail manufacturing industry. This high-speed inserter delivers double the net productivity of a traditional swing arm and has the flexibility to handle many different types of work. Brad Phinny, COO remarked, "Our customers like hearing that we have this technology and they know that the most experienced mailers in the industry have FlowMasters!". Phinny continued, "We've recently experienced our largest month in company history and we believe that was accomplished by our investment in new technology, relationships with our current customer base and the expansion of business with new customers."

MCS and Slate Group have forged a growing relationship with the addition of the FlowMaster as well as Eagle inkjet and Perfect Match tracking technology. Phinny noted, "We appreciate the MCS team and their interest in us getting the best ROI with our investment".

#### **About MCS**

MCS is the leading provider of solutions for mail manufacturers who specialize in producing the valuable stream of mail communication that reach consumers and businesses mailboxes every day. Advertising and marketing mail as well as transactional mail such as financial and health care- based mail are

becoming more and more sophisticated and MCS has evolved since 1991 to provide solutions tailored to this industry.

More information:

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### **About Slate Group**

Slate Group offers offset & digital printing, display graphics printing, specialty finishing, graphic design, and mailing services for clients all across the nation. Not only do they produce a superior product, their customer service and willingness to go the extra mile for their customers is priceless.

For more information about Slate Group, contact Trey Laverty at 806.794.7752 or at [tlaverty@slategroup.com](mailto:tlaverty@slategroup.com).