



**ELITE**  
ENVELOPE  
& GRAPHICS, INC

**Web® Corp**  
Cold Web Printing Division

As a Member of The Board of Directors for PINE (Printing Industries of New England), I am interested whenever a new vendor joins our organization with oft-heard promises of 'reducing costs' and/or 'recouping money' for our members. I am also somewhat skeptical when promises are made in the vein of "this is not a project": Very few things are as easy as they're said to be during the sales process. So when a consultant from NASC presented to the PINE Board of Directors in late March I took up his challenge to personally 'kick the tires' to see if the promises would be met before recommending the service to PINE's members.

I am pleased to report that NASC accomplished the stated goal of PINE -- "Enhancing member Profitability". Elite Envelope received a sizable historical credit on its gas and electricity accounts. Carmine Nuzzi, the owner of NASC, engaged in his proprietary processes to achieve that end which also resulted in correcting the errors causing the overcharges: and that will lower our future expenses by more than 7% each month going forward! Since NASC works on a contingency basis for a percentage of the historical refunds only, the future savings are ours to keep. Best of all, as promised, it truly was not a project; it required effort by my team that could literally be measured in minutes. And the savings more than covered our entire year dues for PINE.

I recommend that every PINE member contact PINE's direct NASC representative, Michael Macchi, at 203-854-8503, ext 3007 or at [mmacchi@nascaudits.com](mailto:mmacchi@nascaudits.com) to have their utility invoices reviewed with the PINE discount. There's nothing to lose and much to potentially gain, since NASC's success rate for the printing industry is >75%!

Sincerely,

David Theriault