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Dear Colleague,

I am writing you today to introduce and recommend Automation Solutions. We have worked with them for over 9 years.

We began with Kip and Automation Solutions as we were expanding our product offerings and reached the limits of our integration and automation abilities. They allowed us to focus on our strengths in the mechanical arena and to leverage their electrical expertise to provide our best product.

As we continued, the relationship expanded. They earned the trust to become our primary program provider. They are trusted to take projects from basic premise to turnkey solution. Additionally, they made significant contributions in our custom segment of business. They provided key advantages in their approach to integration in the development of new machinery which led directly to new revenues.

As importantly as what they did on the development side, they provide outstanding support. We trust them to handle customer facing support issues and they actually assisted in the role of service call associate. They have worked with our international team of service techs through all hours of the day. They are consistent in representing the Carruthers brand to the best standards whether it is with a customer, vendor, or value add channel.

Since 1950, Carruthers has been designing and manufacturing innovative food processing equipment and our mission is to be the leader in providing solutions to the world's food processing needs. We constantly seek to evolve processing technology in niche markets and to expand the number of such segments in which we are effective. Since we compete on a world stage, there is no choice but to be "World Class" in every aspect of our affairs. We do not compromise either the quality of products or services for the purpose of short-term gain. We constantly seek perfection as our ultimate goal in all aspects of our products and operations.

So, we can't accept anything but the best in our service providers. That said, to compete we need to have strong performance with regards to cost effectiveness. Automation Solutions has always worked with us to provide excellent value. We were even able to customize the financial arrangement to fit our requirements; for us that was retainer and volume pricing. Your solution may be different but, I am sure it will be fair.

I highly recommend you get in contact with Automation Solutions so that together you can determine exactly how they can help. I am confident it will be worth your time and will only be a benefit. We are certainly thankful we did.

Sincerely,

Bob Zschoche

Research and Development