



**CLIMAX®**  
Portable Machine Tools, Inc.

July 6, 2009

Hello,

I am writing to recommend Automation Solutions. During the approximately 6 ½ years that Climax has been using Automation Solutions as our Systems Integration vendor of choice, our own business has grown from \$8 MM to \$30 MM in annual sales. By drawing heavily on the extensive technical expertise and unparalleled level of customer service that Automation Solutions has applied to every project we have done with them, Climax has been able to support the dramatic growth of our own company without adding any in house engineering or shop personnel. Automation Solutions is not just a strategic partner, they are more like an extension of our own team.

Climax routinely takes on projects that are highly cost competitive, technically challenging and which must be completed in very short lead times. Automation Solutions has delivered successful projects, on time and on budget, every single time. In addition, they have contributed very creatively in helping to find new ways to achieve our desired results. Together we have delivered completely new technologies into the marketplace, giving our customers better results, shorter turnaround time on their own work, higher precision, better accuracy, and the ability to perform repairs on more complex geometry than was ever previously possible.

Climax pioneered the portable machine tool concept more than 40 years ago. Today our family of standard tools is unsurpassed in its combination of power, precision, portability, and reliability. Our ability to custom engineer unique machine tools to solve one of a kind machining problems has made Climax the foremost portable machining consultant and training center in the world.

Automation Solutions models this same customer-centric approach. Their highly responsive support of our clients is a critical component in our relationship. We trust them to deal directly with our end-user and they consistently raise the bar on their level of support. By plane, car, and phone they do what has to get done to make sure that our client experiences the best result.

In addition to providing unfailingly high quality and outstanding service, Automation Solutions has consistently been very cost competitive. I know before I ever check that they are out to earn my business on every new quote. I also know I can trust them when I am in a hurry and need to essentially throw a project over the fence and genuinely not worry about deadlines being met. Our relationship has always been mutually profitable and I look forward to many more years of successful collaboration with Kip and Automation Solutions.

Sincerely,

David M. Briggs  
Sr. Controls Engineer  
Climax Portable Machine Tools

*Bringing the solution to you.*