

July 22, 2009



Dear Colleague,

I don't typically read endorsements, let alone write them. But, this is a worthwhile exception.

We use Automation Solutions, for core elements in our production AND client support efforts. They are like having an internal control department, and the relationship we have is the culmination of a search that Carousel went through over a couple of years to find the right fit for our company. I know "fit" is a word that is thrown around a lot. It is the right one for what we found.

We needed a responsive can-do team that has hands-on experience and who we could trust with deadlines, budget, and client-facing challenges.

We design our products here and have them built in China. China has their strengths, but electronic controls and interfaces aren't in the list. Prior to using Automation Solutions we ran into serious challenges with cost, code, and client experience. Now we have the mechanical component handled in China and add the electronics here. With AS's help, we do that at a substantially reduced cost and have improved code compliance that has expedited our export opportunities. Additionally, the fully integrated interfaces they design are an enhancement to the client experience and a value-add selling point.

I said it is like having an internal department. It is actually like having a best-in-class department. Simply put, Kip, the principle, and his team make me look good. I trust them to directly handle our clients' challenges that arise. Automation Solutions goes above and beyond in dealing with our clients' control/interface concerns. Their responsiveness has made them a critical component to maintaining the quality brand we are developing.

Carousel USA is a privately-owned company which designs, manufactures, and installs heavy duty commercial revolving platforms, as well as residential systems. All of our products are tooled using state-of-the-art computer equipment with software packages for Computer-Aided-Design (CAD), 3-D mathematical modeling and ANSYS Finite Element Analysis (FEA). The application of modal analysis, stress and strain analysis as well as rotor dynamic analysis of drive trains and transmissions, are major contributors towards the reliability and quality of our products. These are just a few of the reasons blue-chip companies and high caliber residential clients rely on us.

We can't afford to risk failure in any component of our product. That is the type of trust we have and the results we receive and what you can expect from Automation Solutions. If you are seeking to optimize your existing team, enhance your current offering, or add a best-in-class element to your team, I believe Automation Solutions will be the successful conclusion to your search. I recommend you call them and find out.

Sincerely,

A handwritten signature in dark ink that reads "John Thomson".

John Thomson
Carousel USA, Owner