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May 14, 2008

Mr. Alan Cable
A.C.E. Production Technologies
3010 N. First St
Spokane, WA 99216

Dear Alan,

Medco is a mid-sized 100+ person Electronics Contract Manufacturer with a Medium-mix/High volume customer based product line, which includes everything from military to consumer products. As with many Electronic Manufacturers, skilled employees are hard to find. Fortunately, we don't seem to have a problem finding new customers.

So how do you solve the ever-growing workload with the same number of employees?
Automate, use machines to do the everyday jobs, and use your employees to do those jobs that require skilled labor.

Our solution is the A.C.E. Kiss 104.

October of 2007, we received our first 104, which seemed like it was soldering boards even before it was uncrated. Actually, it was processing boards within three days of installation and hasn't stopped yet. We received our second 104 on February of 2008. Again, this unit was up and running within a week and hasn't stopped yet. On an average, we are processing 10,000 boards on each machine per month using a single shift.

Key items that allow us to achieve this production rate on the 104's are:

1. Simple to use.
2. Simple to program.
3. Simple to maintain.
4. And most important, Quality Solder Joints.

Medco is so impressed with the 104 that we are now looking to purchasing our third 104 for sometime in the summer of 2008.

I have to congratulate you and your employees on a job well done.

Sincerely,

Chris Cleveland
Manufacturing Engineering Manager