



To whom it may concern,

Arthur Cramer Company (ACREPS) has been a Manufacturers' Representative for Swiss-Tech, LLC since 1999. Our partnership has been extremely successful for both of our organizations. An excellent rep, like ACREPS, adds value to our organization in many ways. ACREPS knows their territory very well and presents potential customers to Swiss-Tech when there is an opportunity for us to supply precision machined components to the exact customer specifications. The sales force at ACREPS has a strong knowledge of our manufacturing capabilities and our company culture thanks to their frequent visits to our Wisconsin manufacturing location. In addition to bringing new business they also provide continued support to all our existing customers in their territory. Paul Winans and John Ferguson, the owners of ACREPS, have developed a strong relationship with the leadership at Swiss-Tech, enabling them to be able to provide quick and accurate answers to any of our customers' needs.

ACREPS takes the time and resources required to formally market their value proposition utilizing email blitz and social media marketing to target our preferred vertical markets within their territory.

I am pleased and proud to have Arthur Cramer Company as part our professional sales force in the field and look forward to many more successful years together.

Sincerely,

*Frank*

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