

October 19, 2007

To Whom It May Concern:

Scott A. Van Steenwyk of A J Machinery Company, visited our company 4 weeks ago on a sales visit, (and) asked if he could be of service to our laser or maybe interest us in another Hankwang laser, trade in our old Mazak, step up to a new machine. I told him we were happy to have the 4000 watt Hankwang but (we) had a few issues. He (Scott) offered the services of Donner Laser Consulting. We made arrangements with Brent to visit our shop. Brent arrived to inspect our machine and found our bellows to be in very bad condition, which is not good for optics or cutting speeds, (two things we felt we had to improve upon). Brent made many phone calls to Scott and Hankwang to have new parts replaced (parts from the head back to the output coupler) as warranty items. He then went to Korea for a week and visited the Hankwang plant. Upon returning from Korea he came to our shop to install new optics and bellows, cleaned everything, WOW!! What a difference, the cut is cleaner and the speeds are faster, for instance, we were cutting 7 ga stainless steel at 70 ipm, today we cut at 120 ipm. Brent is very knowledgable and wants lasers to run well. He will continue to be of service to us and I recommend him to other laser shops as well.

Thanks,

Dave Erickson
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