

# *Richards Sheet Metal*

PRECISION METAL FABRICATION

May 12, 2016

Donner Laser Consulting  
Mr. Brent Donner  
1510 S. Minnesota Street  
P.O. Box 845  
New Ulm, MN 56073-2215

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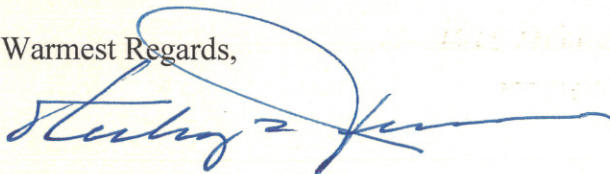
RE: Recommendation

Brent,

In the fabrication business the need for a competitive advantage is imperative to stay in business. At Richards we have tried to do that by having the best equipment that money could buy and have the best people to back it up. We greatly accentuated that model when we became acquainted with you and the services you offer to Trumpf laser owners. Your understanding of the equipment, processes, and procedures necessary to make the best cuts possible with these lasers is second to none. Our 5000 Watt Trumpf 3050 laser is cutting better at 11 years old than it did when it was new. Add to that the training you did with our operations and maintenance personnel we find that we are more profitable than we previously thought possible.

Without reservation, I can recommend Brent Donner and Donner Laser Consulting to anyone looking to improve their efficiency, quality, and longevity of their equipment.

Warmest Regards,



Sterling N. Jensen  
President/CEO  
Richards Sheet Metal Works, Inc.