



October 8, 2004

To Whom It May Concern

I've worked with Richard Cousin for approximately 5 years. Richard has always provided the highest level of service and is very cooperative to work with. He has been instrumental, and very persistent, in assisting our Purchasing and Engineering Departments in cross approving Transformers and Chokes. Many of these items were single source and MCE did not have specifications to provide.

In order to get his represented product (MCI) approved Richard was consistent and creative. We reached an agreement to work together with MCI's engineering staff and MCE's engineering staff to jointly test and approve products. This was a very slow process and took years to complete. During this time Richard never gave up. I am convinced that without Richard, we would not have completed this process.

Additionally, after the contract was awarded, Richard continues to work closely with MCE Buyers and Engineers to continue developing more business opportunities.

This is a win.. win.. for both parties.

Regards,

Josie Flojo

Motion Control Engineering

Purchasing Supervisor

11380 White Rock Road

Rancho Cordova, CA 96742

Letter Of Recommendation

To whom it might concern:

I am very pleased to write this letter of recommendation for Richard Cousin. Richard was our Sales Representative for N. California & N. Nevada for 10 years and worked under my supervision during that time. Richard grew our overall business and created many new sales opportunities.

From the time Richard started with our company, I was impressed with his drive, determination and tenaciousness.

Richard is;

- Well organized
- Self motivated
- Trustworthy
- Professional
- Dependable
- Diplomatic
- Honest

Richard is talented Sales Representative and I have no hesitation in recommending him highly.

Very truly yours,

William A. Little

Former CEO (Retired)

Redington Counters

Windsor, Ct



October 14, 2004

To whom it may concern,

I have known Richard Cousin since 1997, when he was a manufacturer's representative for a motor company from whom my company had requested information. While I have worked with many different representatives, Richard has stood well above the rest. He was not only responsive to our needs, but he had the business fortitude to see and address issues even before they arose. Because of his strong ability to see the big picture and how all the pieces fit into place, and not just the suppliers he represented, our relationship with him become a valuable asset during our different projects.

Richard is also a person who is driven to see the projects come to full fruition. While others would give us a quote for a particular part or service, Richard knew how to make things happen. He flew to Louisville, KY on his dime to tour one of our assembly plants. He made several trips to Chicago with me to make sure my needs were addressed with the manufacturer. While some might go the extra mile, I think Richard has gone about 12,000 miles on behalf of all three companies in which I have had Richard involved.

I respect not only his business sense and hard work, but also his moral character and our personal relationship. The high values he displays in his work ethics are only a carry over from the rest of his life. I have spent a lot of time with Richard, traveled with him, been in his home, and met his family. He is a good man that would be an asset to any company or project in which he was involved.

I would be happy to talk to anyone who has questions or wants more detail on my interactions with Richard Cousin.

Sincerely,

A handwritten signature in black ink that reads "Jim Wheeler". The signature is fluid and cursive, with the first name "Jim" being more prominent.

Jim Wheeler
President, Pinnacle Equipment
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