

# **TIPCO**

## **TECHNOLOGIES, INC.**

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*Customer First, Always!*

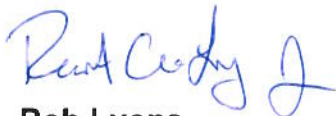
Dear Team Adaptall,

Please accept this as a note of thanks for your above-and-beyond investment of time and preparation in assisting TIPCO Technologies with our metric fluid conveyance program. Prior to entering our partnership with Adaptall, our metric offering was undefined, confusing, and less than TIPCO's standard of service excellence. Adaptall invested in training for all levels of our organization and bundled a metric offering that has assisted TIPCO in winning new business.

TIPCO Technologies operates 9 full service hose centers and we proudly promote a section of each hose center as *Metrics Made Easy*. After partnering with Adaptall 18 months ago, our sales of metrics has grown 70% and our value proposition to the customer base has increased dramatically.

Please accept my endorsement for the Adaptall innovation, training, and breadth of offering. TIPCO Technologies is proud to call Adaptall a partner in the ever growing metrics opportunities.

Sincerely,



**Rob Lyons**  
President  
TIPCO Technologies, INC.

Corporate Headquarters: