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May 5, 2003

Re: A personal invitation to a P.E.P. Technology Advanced Training Seminar on May 21, 2003

Hosted by Harman Stove Company, Halifax PA

Dear Fellow P.E.P. User:

Greetings! Let me introduce myself. My name is John Braddock and I am the Chief Information Officer for Harman Stove Company, a leader in stove manufacturing innovation and technology for more than 24 years. One of my main responsibilities is to research, evaluate and purchase all of the software for Harman Stove Company – from the front office and engineering, to the manufacturing floor.

I would like to personally invite all users of P.E.P. Technology software to Harman Stove Company on May 21, 2003, when we will be hosting Measurement Masters' Advanced Training Seminar on P.E.P. 2003. Our reason for hosting the event is to use this opportunity to thank Measurement Masters, Inc. for the exceptional experience our company has had using P.E.P. to automate our manufacturing facility.

We have used P.E.P. for our parts nesting on Trumpf lasers now for over 5 years and P.E.P. has consistently performed the job we want it to - day in and day out, 2 shifts and often 3 shifts throughout the year.

Why do we have P.E.P.? Here's the short story. We evaluated our software requirements to run our Trumpf lasers comparing Trumpf's Tops 100 nesting software and other products to P.E.P.'s automated manufacturing software before purchasing P.E.P. Because Tops100 is Trumpf's nesting software we even attended the "week" long training in Massachusetts where we quickly discovered that Tops wasn't really all that "automatic". When we initially saw P.E.P. we were literally "blown away" by it's automatic features and advanced capabilities. When we purchased P.E.P. our operators began cutting production parts the same day. As we gained momentum and more of a "warm fuzzy" feeling about P.E.P. we were seeing total laser cutting times slashed and our scrap for the same parts quantities on a sheet went from the mid 60% to 70%'s to consistent 80%'s and even some 90%'s. Our head raises were virtually slashed by more than half and our last head crash was pre-P.E.P. I don't have to tell anyone how expensive a head crash can be. Not including hardware and labor there's the lost work cell productivity in addition to the cascade effects of work cells farther down the manufacturing process that will have to be rescheduled or expensive outside capacity arranged to meet critical production schedules. We still sometimes experience laser downtime, but for us the downtime has not been software related since installing P.E.P. .

Another area where P.E.P. has allowed us to do what we quite literally did not have the time to do pre-P.E.P. is to be able to give virtually effortless, accurate quotes on outside laser cutting. Where before we did not quote many outside laser cutting jobs because we just did not have the time to gather the data for the quote. All you need is a .DXF or DWG file and the quantities and you can have the quote data in an impressed purchasing agents hand before he goes on break. Now, that's an advantage!

P.E.P. support has always been extremely responsive. In today's fast paced and hard sell market, it's refreshing to deal with a company that's honest, forthright, and the product actually does what it claims to do. I encourage you to take advantage of this training opportunity. By attending this training class and learning advanced features of the software as we have, current P.E.P. users can wind up saving your company tens of thousand of dollars on a yearly basis. Customers that are not current could see significantly greater savings.

In closing I would like to emphasize that by attending this class and walking through our shop you are going to see first hand the automated capabilities that we use daily that will increase your productivity and part quality no matter what your particular application of the software may be.

Sincerely,

John D. Braddock Jr.
Chief Information Officer