

Thank you P.E.P. Technology,

My name is Mike Brown and I am the General Manager of the Infra Metals Tampa facility.

I have been asked by P.E.P. to describe the savings we are seeing here at Infra Metals Tampa since we installed the P.E.P. Technology software six months ago.

P.E.P.'s PART QUALITY and FASTER CUTTING

PLASMA CUTTING RESULTS

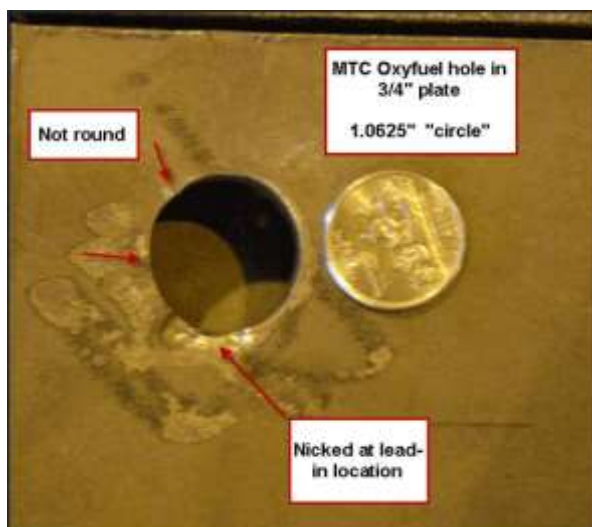
Before purchasing P.E.P. our 15 year old MG table was only able to produce acceptable plasma part quality on parts up to 1/2" thick. All thicker parts had to be cut with oxyfuel.

After purchasing P.E.P. we are now able to plasma cut 3/4" material with the same cut quality as 1/2" plasma plate. This allows us to do a 10 minute oxyfuel job in 1.5 minutes with plasma, slashing the cut time and **increasing production by 666% (6.6 parts in the time it took to cut 1).**

OXYFUEL CUTTING RESULTS

The quality of the holes and the sharp corners is equally as impressive as the speed of the plasma cut parts. The 1.0625" holes on the two parts below are cut out of 3/4" plate. The P.E.P. cut quality was exceptional, while the MTC cut quality on the left is typical of what we were used to seeing.

MTC's Cut Quality



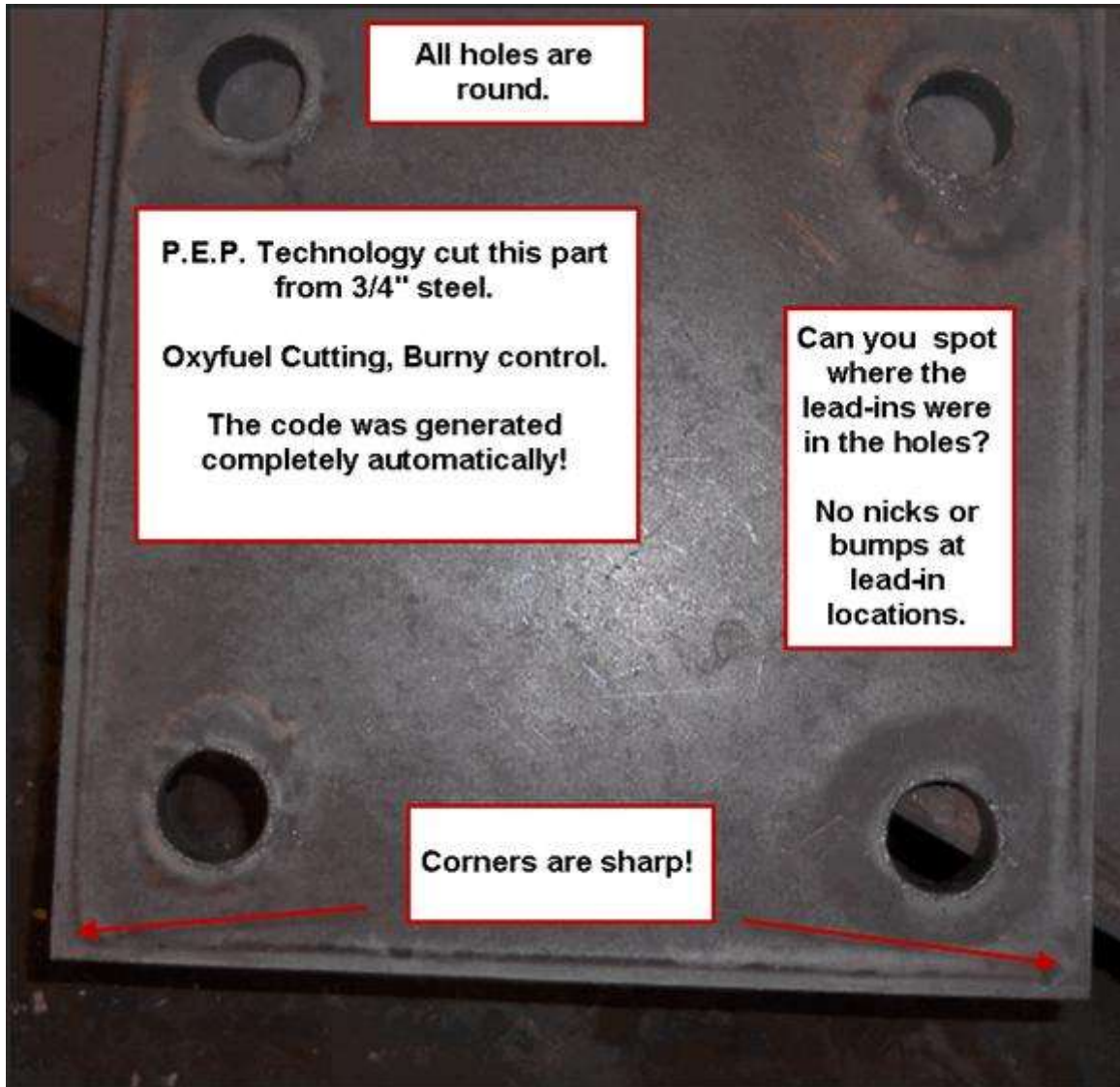
P.E.P.'s Cut Quality



When the shop workers saw the quality of the part below, they were so excited, the resistance to change on the shop floor evaporated!

Table operators with 20 years of experience said, "I can't believe this part quality!"

Another commented, "Those corners are so sharp, it would rip my jeans!!"



QUOTING IMPROVEMENTS

The Bullet Quote feature is fantastic. We are getting **accurate** material and time costs within minutes and we are turning out quotes much faster! For example, an inquiry such as this one previously took us an average of 45-60 minutes to generate a quote. PEP slashed that time to 2-3 minutes.

The 26 P.E.P. DRAWINGS were converted from DXF CAD files (supplied by our customer) in **14 seconds!**



The 4 P.E.P. NESTS created, sequenced and lead-ins assigned – **2:17 (min./sec.)**



THE QUOTE

A finished QUOTE was calculated from the material and machine run time in the nesting report, total time 20 seconds!

We had a quote in less than 3 minutes start to finish!

Because we KNEW exactly how much material and time it would take, we aggressively priced this inquiry at lower than usual margins to establish the business, and still KNEW we would make a profit.

Because we had the quote back to them in 10 minutes, not hours or days, we got the order!

P.E.P. Technology is great! P.E.P. Technology has been extremely responsive and has made numerous customized “fixes” to our P.E.P program. Your support is fast to respond and we are delighted with the improvement in our productivity in the shop and in the sales office!

Thank you!

Mike Brown
General Manager
Infra Metals / Tampa