



Power/mation[®]

Providing innovative automation solutions with exceptional customer service.

Mr. Mike Inman

October 19, 2011

TableForce

Dear Mike,

I speak for the entire Power/mation organization when I say thank you for leading our sales force through the TableForce Negotiation Training. I have never witnessed such an overwhelming response for any type of training like we received from the Power/mation Sales Team. You did a fantastic job of teaching the negotiating techniques by providing excellent reference materials, real world examples and relevant role playing exercises that were thought provoking and really drove the point's home.

It has only been a couple of months since we have completed the training, but the difference in the Power/mation Sales Team has been tremendous. Not a week goes by without someone sharing a success story that is directly attributable to your training.

The comment that I have heard over and over again from our team is that this is the best training that they have ever attended.

I commend you on the excellent job that you did and I look forward to the opportunity to work with you again in the future.

Regards,

Jim Gottschalk

President & CEO

Power/mation