



A DIVISION OF OCEAN INDUSTRIES, LLC QUALITY PRODUCTS FOR GROWING BUSINESSES

January 2, 2019

To Whom It May Concern:

Acu-Gage Systems and Silvaco reached an agreement in May 2017 for Silvaco to be the exclusive Acu-Gage dealer in the Northern California area. I stated this at the time and I'll reiterate it here: Pete Silva is an exceptional manufacturer's representative and we at Acu-Gage are very thankful and fortunate that he has chosen to represent us. Here are some of the reasons why we are grateful, in no particular order:

* Pete Silva always has the client's best interests at heart. He strives to provide superior products and services that benefit the client, first and foremost. If Pete doesn't have a product offering that is a "fit" for a particular project, he'll seek out a solution outside his product line.

* You can understand a lot about a dealer when you see the respect he has when checking in for a client visit. The reps who can "walk in the back door" and know the names of the shipping supervisor, quality manager, operations manager, and the president are truly a partner with that client. That respect from the client is obvious to anyone who accompanies Pete on a visit. That is the type of partner relationship that Acu-Gage values, and the type that is very evident with Pete's relationship to his clients.

* Pete knows the Acu-Gage System from competing against it (very successfully in the pcb market) for many years in the Northern California area. Acu-Gage uses the same digital readout and software system as his previous line, so there has been a seamless transition into selling and marketing Acu-Gage as the non-contact video coordinate measuring machine offering for Silvaco's product line. Acu-Gage's diverse clientele will allow Pete to expand Silvaco's depth and breadth of client support beyond pcb's into gaskets, labels, membrane switch, graphic overlays, flexible circuits, medical devices, and a whole host of other applications.

* Lastly, in the almost 30 years I've been with Acu-Gage Systems, I've worked with a lot of dealer organizations. I've seen many who've been successful, and many who haven't. Pete Silva shares all the characteristics of the best sales reps. He's persistent, diligent, consistent, and organized. Pete has a proven system, and he faithfully works that system to support his client and prospect base. I have really enjoyed my site visits with Pete (first time I've ever seen a domesticated squirrel, but that's a story for another time) and he and I have a really good working relationship.

I am very much looking forward to collaborating with Pete for many more years to come. And I am proud to say that Silvaco is the exclusive Acu-Gage Systems dealer for the Northern California area.

Best regards,

A handwritten signature in black ink, appearing to read "Jack Kane". The signature is fluid and cursive, with a long horizontal stroke extending to the right.

Jack Kane
President
Acu-Gage Systems