



# McMillan Electric Company

PRECISION ELECTRIC MOTORS

June 9, 2016

To Whom it May Concern:

Please accept this letter as an affirmation of the Contract Manufacturing Services ITTI has provided to McMillan Electric Company since 2006.

We are a high volume manufacturer of electric motors. In 2006 we developed and patented a high efficiency electric motor that uses 50 to 70% less electricity than most other motors in the marketplace. Our customers were excited about the energy savings associated with this product.

The only down side to this new design stems from the fact that the purchase price is higher than a traditional motor due to the electronics incorporated in the motor. The energy savings quickly pay for this difference, however, we were experiencing initial purchasing resistance due to the higher price.

This is where Askok and ITTI stepped in to help McMillan. We needed a low cost provider of PCB electronic circuit boards in order to minimize the price difference between our high efficiency motor and the traditional design. Ashok spent a great deal of time in India searching for a high quality PCB vendor. After interviewing dozens of candidates he selected three that he thought were exceptional. McMillan personnel, along with Ashok, interviewed each of these applicants and eventually selected our current vendor AIE.

From the beginning people at AIE were exceptional to work with. They were small but they were eager to grow. They were willing to work with us when our volume was low in order to incubate growth in this new product line. They were also trustworthy and willing to protect our patented intellectual property.

Ashok introduced AIE to ISO quality systems that enabled them to build high quality products from the very beginning. He provided guidance to AIE in the writing of work instructions as well as the documentation of all production processes. These quality documents enabled AIE to meet specific quality goals while achieving an exceptionally low defect rate.

We are truly grateful to Ashok for bringing us an exceptional vendor and for his efforts to incorporate a culture of quality throughout AIE. I am happy to say that our high efficiency motor now represents more than 50% of our company's total sales. We could not have done this without the input and professionalism Ashok Thakkar and ITTI brought to the table.

Sincerely,

Doug McMillan  
CEO McMillan Electric Company