



September 14, 2018

RE: Letter of Recommendation – Gaylor Electric

To Who It May Concern:

In 2017/2018 AmesburyTruth (AT) constructed a greenfield facility to support our consolidation and growth plans which included combining four facilities across the eastern half of the United States. In doing so AT had a very aggressive timeline and budget with the expectation of high quality work being completed on time, in a safe manner, with creative solutions, clean appearance and within the agreeable cost. Due to the original building electrical contractor's inability to meet these criteria's AT onboarded Gaylor to support these initiatives.

Weston Short from Gaylor Electric's engineering department immediately got to work evaluating the state of the job and filling in these gaps. It was quickly apparent that this was the right choice due to the team's ability to quickly turn around budgets and timelines with creative cost-effective solutions and dispatch a team of electricians to AT to get to work. Gaylor also helped drive the infrastructure design of the complex utility structure for AT's Plastic Extrusion lines. They worked together with the building contractor (Ryan Companies) as well as the other sub-contractors for water, sprinkler, compressed air, exhaust, networking, process water, etc. to pre-design and fabricate an economical solution to run our utilities in order to not only save cost but also create a clean looking solution and expedite our ability to transfer equipment in from various sites.

During installation of the infrastructure and equipment Ron Blythe led the charge and accepted every challenge we through his way. Ron, aka "The Bull" led the pack of contractors and helped push the team including the riggers to meet AT's aggressive timelines with the high expectation of safety and quality. Even when outside of scope Gaylor was more than willing to dig into problems whether equipment or infrastructure related. Gaylor did a great job rounding up resources to get the job done and had no issues with staying until completion even if it meant late nights, weekends or holidays to meet the objective. I can honestly say we owe a lot of our start up success to Gaylor Electric and they are a great company to have on your side. This letter just doesn't seem to do them enough justice.

We truly look forward to working together again.

Sincerely,

Marshall Zastrow
Director of Operations

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