



November 13, 2017

To Whom It May Concern:

I recommend Richard Cousin of Bontrol Systems.

Richard Cousin continues to assist me in product development as he has for several years. His knowledge of the products he represents has saved me significant time and effort. His follow-up on small details always goes beyond my expectation.

Sincerely,

A handwritten signature in black ink that reads "Allan Gardiner". The signature is written in a cursive, flowing style.

Allan Gardiner

Founder

PhotoMed Technologies, Inc.



Electronic Manufacturing Services ●
SYNERGETICS

To Whom It May Concern:

I'm writing to recommend Richard Cousin of Bontrol Systems.

I have been working with Richard for over 15 years. During that time he has grown our business with profitable, long term customers. I've found him to be conscientious, hard working and a pleasure to work with. He can be counted on to assist or take the lead in resolving issues quickly and in general maintaining the customer satisfaction essential to our business.

I consider Richard to be a vital part of our business. His character and work ethic are attributes that are not lost on our customers and I have come to rely on.

Sincerely,

David Reilly

President

Synergetics Inc.

831-648-877s x101

To Whom It May Concern:

The purpose of this letter is to personally recommend Mr. Richard Cousin.

I have had the opportunity to work with Richard for over 15 years and he possesses an exceptionally strong work ethic and problem solving ability. His leadership abilities and interpersonal skills are an invaluable asset. Richard's team player attitude enables everyone around him to excel.

For the past several years he has work directly with the engineering department on multiple new product designs. Richard. Cousin is a unique individual with a positive attitude, who can accept responsibility to complete projects with little oversight or direction.

I would like to highly recommend Richard Cousin and his company, Bontrol Systems, to any company or individual seeking these qualities.

Sincerely

Troy M. York
Sr.Engr. / Project Manager
Formax Technologies Inc.
(209) 669-3330

PS: Please feel free to call me in regards to Mr. Cousin

Letter Of Recommendation

To whom it might concern:

I am very pleased to write this letter of recommendation for Richard Cousin. Richard was our Sales Representative for N. California & N. Nevada for 10 years and worked under my supervision during that time. Richard grew our overall business and created many new sales opportunities.

From the time Richard started with our company, I was impressed with his drive, determination and tenaciousness.

Richard is;

- Well organized
- Self motivated
- Trustworthy
- Professional
- Dependable
- Diplomatic
- Honest

Richard is talented Sales Representative and I have no hesitation in recommending him highly.

Very truly yours,

William A. Little

Former CEO (Retired)

Redington Counters

Windsor, Ct

Richard Cousin

Subject: Richard Cousin

October 8, 2004

To Whom It May Concern

I've worked with Richard Cousin for approximately 5 years. Richard has always provided the highest level of service and is very cooperative to work with. He has been instrumental, and very persistent, in assisting our Purchasing and Engineering Departments in cross approving Transformers and Chokes. Many of these items were single source and MCE did not have specifications to provide.

In order to get his represented product (MCI) approved Richard was consistent and creative. We reached an agreement to work together with MCI's engineering staff and MCE's engineering staff to jointly test and approve products. This was a very slow process and took years to complete. During this time Richard never gave up. I am convinced that without Richard, we would not have completed this process.

Additionally, after the contract was awarded, Richard continues to work closely with MCE Buyers and Engineers to continue developing more business opportunities. This is a win.. win.. for both parties.

Regards,
Josie Flojo
Motion Control Engineering
Purchasing Supervisor
11380 White Rock Road
Rancho Cordova, CA 96742



October 14, 2004

To whom it may concern,

I have known Richard Cousin since 1997, when he was a manufacturer's representative for a motor company from whom my company had requested information. While I have worked with many different representatives, Richard has stood well above the rest. He was not only responsive to our needs, but he had the business fortitude to see and address issues even before they arose. Because of his strong ability to see the big picture and how all the pieces fit into place, and not just the suppliers he represented, our relationship with him become a valuable asset during our different projects.

Richard is also a person who is driven to see the projects come to full fruition. While others would give us a quote for a particular part or service, Richard knew how to make things happen. He flew to Louisville, KY on his dime to tour one of our assembly plants. He made several trips to Chicago with me to make sure my needs were addressed with the manufacturer. While some might go the extra mile, I think Richard has gone about 12,000 miles on behalf of all three companies in which I have had Richard involved.

I respect not only his business sense and hard work, but also his moral character and our personal relationship. The high values he displays in his work ethics are only a carry over from the rest of his life. I have spent a lot of time with Richard, traveled with him, been in his home, and met his family. He is a good man that would be an asset to any company or project in which he was involved.

I would be happy to talk to anyone who has questions or wants more detail on my interactions with Richard Cousin.

Sincerely,

A handwritten signature in black ink that reads "Jim Wheeler". The signature is fluid and cursive, with the first name "Jim" being more prominent than the last name "Wheeler".

Jim Wheeler
President, Pinnacle Equipment
(916) 771-9802
jim@epinn.com

November 17, 2013


Dear Richard,

It is hard to adequately put our appreciation into words. Your generosity in being willing to come look at my sewing machine lift problem amazed Art and me. Then to fix the lift, after determining that the Merkel-Kovff motor was fine, by securing and replacing the broken pin was beyond anything we could have expected.

Such generosity inspires us and others to do like wise. You truly live the values of your Eagle Scout Charge.

In anticipation of all the activities ahead for Troop 282 and as a token of our appreciation please accept a second donation.

Sincerely,

 and Margaret Wehr

Robert J Garay

9/26/17

rgaray58@gmail.com

Reference Letter for Richard Cousin

To Whom It May Concern:

I have known Richard for over 15 years in the scientific instrumentation market as Vice President of Swift Optics, Inc. and Solaris Scientific, LLC. As a manufacturers representative Richard has always been able to find solutions to demanding requirements in a quick, concise and detailed way. He is a patient listener with the dogged determination to see projects hit milestones on time and on budget.

As a product designer and specifier, ideas are often just that and he has always been a good sounding board whether they become reality or not. He understands that today's brainstorm is tomorrows finished product.

On a personal level we have become great friends over the years. During a recent serious illness Richard visited me during my long hospital stay. I will always appreciate that gesture. It is with great pleasure that I would recommend him and his firm Bontrol Systems, Inc. for your next project.

Sincerely,

Robert J Garay