



RE: Richard Cousin and Bontrol Systems

This is a formal and personal recommendation for Richard Cousin and his company Bontrol Systems.

We engaged Richard early in the development of our proprietary hardware/software platform. During the early challenges of finding the right engineers, contract manufacturers and component suppliers, Richard went above and beyond as a manufacturer's representative. Working with our VP of product development, Richard proved to be very trustworthy and helped Resun8 form a strategic alliance with the companies he represents. Richard proved himself to be a great resource and a trustworthy businessman through his willingness to leverage his network of contacts and open doors to key vendors and contributors, along with his expertise in all these areas.

Richard is about a fair deal and getting the job done, above and beyond!

Richard is a true professional and ally. He truly cares about his customers and delivers on his promises.

I strongly recommend Richard Cousin and Bontrol Systems. Feel free to contact me directly regarding this recommendation.

Sincerely

Matt Furry

CEO | RESUN8  
The People Piece of the Internet of Things

[www.RESUN8.com](http://www.RESUN8.com)



# INFINITBYTE®

THE LAST FLASH DRIVE YOU'LL EVER NEED

6 May 2018

## Letter of Recommendation

I have had the privilege of knowing Richard Cousin and utilizing the services of his company, Bontrol Systems over the past 3 years. Prior to being introduced to Richard, my company found itself bogged down in the design/prototype phase of our product development. This was primarily due to inexperience in the realm of designing for manufacturability and with the manufacturing process as a whole.

In working directly with the initial manufacturer, little insight was provided into the process or manufacturability of the design of our product. This led to unnecessary delays and expenditures and ultimately questioning whether or not we had a viable product to begin with.

Upon being introduced to Richard, it became clear it was time to partner with him and ultimately connect with a one-stop shopping manufacturer he represents. It became clear from the first two meetings that both he and the manufacturing team were completely vested in seeing our product to a successful conclusion. This relationship has led to several redesigns of the product, which have significantly reduced costs and improved the quality of the product and manufacturability.

If I had not connected with Richard, I question how much more time and money would have been wasted; more importantly if the product would have ever seen a successful conclusion.

Since my connection with Richard, I have referred him on several occasions to include a referral to the University of Nevada, Reno College of Engineering. It is without any hesitation that I recommend Richard and Bontrol Systems to any company or team who is currently in the design/prototype phase of product development. The value that Richard's connections and insight bring to the table cannot be overstated.

Jason Penrod  
President/CEO  
InfinitByte  
*A Veteran Owned Company*



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,

A handwritten signature in blue ink, appearing to read "David Reilly".

David Reilly

President

Synergetics Inc.

831-648-877s x101



305 South Soderquist Rd  
Turlock, CA 95380 USA  
Phone: 800-800-1822 • Fax: 209-669-3369

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 worked 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

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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**

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**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.

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-Korff 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*