



July 30th, 2014

To Whom It May Concern,

Our company, A&R has been working with Superior Packaging Solutions for more than a year now. During that time, A&R was looking for a potential supplier to come up with a custom & creative packaging solution for our product called Super Kwik Patch (SKP), a vinyl fabric backed tape with heavy duty adhesive on the back. We had been successful in selling SKP, but we did not have retailer friendly packaging that could really stand out to potential customers in retail.

We introduced SKP back in 2007 and have been selling them directly, online portals, and through preferred distributors. Although we had been successful, we knew that we had much more potential granted SKP has many applications and many returning customers to date. Before meeting with Nick and Rich from Superior, we met with several local packaging suppliers, but none stood out more than the other. It was then that the Richard, the owner of Superior Packaging and Nick, our sales rep, visited our company to introduce themselves as if they knew we were looking for a packaging supplier! Since then, Superior Packaging has become our go-to supplier that we very much count on.

There are several reasons why we decided to do business with Superior Packaging over the other suppliers we met with. –One of the main reasons was that Superior Packaging Solution came to us. This demonstrated that they wanted to do business with us and were ambitious in growing there customer base as well. The fact that Richard made a visit along with Nick to us demonstrated us that they wanted to win our business. We get hundreds of salesman knocking on our doors to try to get our business, but there is not so many that actually bring the owner of the company.

During their visit to A&R, we showed them a tour of our facility and told them about our company and the current projects we are working on. Rich and Nick listened to us and tried to understand what we want to accomplish, rather than trying to sell their products. Richard then told us about his company, philosophy, and their scope of capabilities.

Due to the fact that they left us with positive impression, we started working together on SKP packaging project. Our sales rep, Nick has been very responsive, professional, and available throughout this SKP project. Unlike other commodity products, we had several specifications that the packaging needed to meet. Based on such specifications, Nick narrowed down our options and provided samples for us to try out. Superior Packaging even helped us to come up with a whole new design of the packaging to match with our high quality product we promote.

The result of the packaging and creative new design provided by Superior Packaging has come back tenfold. Our retail friendly SKP products are much more appealing, and we have several well-known distributors being interested in carrying SKP. It is also worth mentioning that we now use two e-commerce power-houses; E-bay and Amazon and our order keeps coming non-stop. I credit Superior Packaging for the share of success we are experiencing with our SKP and appreciate their collaboration effort with us on this project.



For above reasons and many more, I highly recommend the products and services provided by Superior Packaging Solutions. As a former purchasing manager at A&R, I have dealt with over 200 suppliers. With that said, I can assure you that the caliber shown by Superior Packaging Solutions is hard to find and definitely the one we intend to keep.

Should you have any questions, please feel free to contact me at 909-829-4444.

On behalf of A&R Tarpaulins, Inc.

Sincerely,

A handwritten signature in black ink that reads "Yukasa Shida". The signature is written in a cursive style with a large, prominent 'Y' and 'S'.

Yukasa Shida, MBA

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Marketing