



Datakey Electronics, Inc.  
403 West Travelers Trail  
Burnsville, MN 55337-2554  
(T) 952-746-4066 or 800-328-8828  
(F) 952-746-4061 or 866-289-4212  
[www.datakeyelectronics.com](http://www.datakeyelectronics.com)  
[info@datakeyelectronics.com](mailto:info@datakeyelectronics.com)

April 22, 2004

BOSS Control Systems  
ATTN: Mark Antczak  
20978 Okinawa Street North East  
East Bethel, MN 55011

Dear Mr. Antczak:

We're writing to let you know how pleased we were with the retrofit you recently completed for us, and to give you a few of the reasons why we're so pleased. Datakey Electronics' products have been around for 28+ years and we rely on our quality manufacturing capabilities to keep us around for another 28+. As a manufacturer of rugged and reliable memory keys and tokens, we rely on our pinning machine for precisely cutting and placing extremely fine wire in our Keyceptacles®. Our goal was to increase the efficiency of our pinning machine without investing in a new mechanical system. The initial problem with this project was that the old controllers were password protected by the original supplier so we needed a completely new control system. We searched for quite a while for a vendor willing to do exactly what we were looking for at a cost-effective price. Most were unwilling to quote the project, or not willing to quote *exactly* what we wanted.

**Then we met with BOSS Control Systems.**

It was a pleasure to work with a company that took into account all the needs of our business, from the owners to the people running the equipment. As the owners, we appreciated your willingness to create exactly what we wanted. After our initial meeting, we received a comprehensive quote within three days, as well as prompt response to requested changes. Total scheduled completion time for the entire project was four weeks; however you managed to complete the project *early*. The retrofit of the control system was 1/3 of the cost of a completely new machine. Datakey Electronics saved money while improving productivity.

Our production management team appreciates how the new control system provides data on material usage and units produced. Output has increased 25%, allowing our pinning machine to keep up with our overall manufacturing cycle time, whereas it used to be a bottleneck.

Our process engineer managed the retrofit project and worked with the BOSS Control Systems people on a daily basis. This interaction allowed him to keep us up-to-date on how smooth the project was actually going versus established schedule and budget. He was very pleased with the overall quality of the electrical and software workmanship, the documentation package, the "after sale" technical support and felt BOSS went above and beyond expectations. The source code and excellent documentation you provided will make support and upgrades very easy.

The equipment has been up and running smoothly for four months now and our operators feel that the new touch-screen interface makes set-ups faster and easier.

Please feel free to share this letter as our sincere recommendation of BOSS Control Systems expertise and service.

Thank you,

Eric Jennings  
President

Adriana Jennings  
CEO