

THE

# STEBBINS ENGINEERING AND MANUFACTURING COMPANY

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To whom it may concern,

The Stebbins Engineering and Manufacturing headquartered in Watertown, New York was introduced to mast climber technology 10 years ago and selected Hydro Mobile, La Assomption Quebec as our vertical access equipment provider. Stebbins is a 128 year old, MCAA specialty masonry engineering and construction company. Our interest was based upon specialized characteristics unique to the construction of massive acid containment and process storage vessels we supply to the Power, Mining and Paper Industries using unit masonry as formwork. Since our relationship with Hydro Mobile began, we have phased out frame scaffolding and exclusively use Hydro Mobile mast climbers to build inside walls as well as outside walls contiguously in rectangular and round structural designs.

Our selection of this supplier was not based on a specific cost justification. Nor was it based on load capacities, height constraints or the usual list of technical evaluations. It was based on the degree of commitment we received from Hydro Mobile Senior Management and their engineers to our most important requirement which is ... provide a safe place for our employees to work while lifting, landing and installing thousands of tons of reinforcing steel, hundreds of pallets of chemical resistant unit masonry and pouring thousands of yards of concrete while working outside, 15 stories or taller in all four seasons.

During early discussions with HM it was decided that the "new" M2 model was our best fit. Procurement began, hundreds of layout drawings were changed and user training began in Canada and on our job sites. The level of customized training we received provided the confidence Stebbins needed to execute fast track projects at dramatically increased productivities. Most importantly of all, the number of incidents, strains and accidents on our jobs usually related to material handling was practically eliminated.

If a user reference can be measured in dollars and cents, please consider the following: our fleet of Hydro Mobile motorized units (M2s, Ps and Es) now exceeds 100. We own hundreds of bridges and close to two miles of 5'- tower sections. We ship to job sites all over North America and are planning to ship to South America and the Asian Pacific rim in the near future.

In 2008, Stebbins returned the commitment and agreed to become a distributor for Hydro Mobile and created The Great Lakes Scaffolding Company; which is now one of the largest mast climbing sales and service providers in the North Eastern United States.

Please contact me if you have any questions or require more information regarding the above.

Sincerely,



Anthony M. Marra  
Executive Vice President  
**The Stebbins Engineering  
and Manufacturing Company**