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TOWELS, MATS, AND WASHABLE
GARMENTS FOR ALL BUSINESSES
AND PROFESSIONS

ESTABLISHED OVER 80 YEARS • PROMPT ECONOMICAL SERVICE

July 9, 2003

To whom it may concern:

My name is Joel Pitney and I am the General Manager of California Linen Supply Company, located in Oakland, California. We are a family-owned business and have been serving customers in the Greater Bay Area for more than 80 years. Our plant serves over 1500 customers, and produces approximately 60,000 lbs of linen per day.

Several years ago, we realized that our soil count system was outdated and needed to be upgraded. The space that was available to install a new soil count system was very limited, so I began looking for equipment that would reduce the number of operators that counted our soiled linen. Several vac systems were available at the time, but one system in particular seemed to have an edge over the other systems. The Automation Dynamics System offered a double advantage over the others. Not only did the Automation Dynamics System boost our productivity, eliminating almost half of our soil count station operators, but it also eliminated approximately one-half of the three people that work on the conveyor belt. Currently, over 40% of our soiled linen is transported directly from the soil count station into storage slings, without anyone other than the soil count station operator touching the linen.

Automation Dynamics has lived up to their reputation of being a leader in technology, and a company that supports their customers. We are saving on labor as anticipated, and are very satisfied with the 2.5-year return on investment goal that was originally calculated.



Joel C. Pitney
General Manager

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