

Tom DeGaetano
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Faber Industrial Technologies
1521 Hillcrest lane
Downingtown, PA 19335

To whom it may concern,

I'm writing on behalf of Mr. Ted Guarriello and his interest of becoming one of your faculty staff members at Hagerstown Community College. I've known Mr. Guarriello for close to 20 years. Most of our communication has been through my type of Industrial technical sales of Automation products to the company that he is now employed.

There are several reasons why I believe Ted would be an outstanding addition to your staff. First and foremost is his extraordinary technical background and understanding of these technologies through many years of experience. He has implemented various leading edge technologies to his process that many in his industry had not yet visited. Technologies such as industrial computers that utilized an operating system which proved to be very solid, motor control technologies like AC drive vector solutions as well as many closed loop servo technologies that allowed his plants to run much more efficiently and with great consistency. He also demonstrates a keen sense of mechanical understanding that has allowed him to design some very creative solutions.

Along with his knowledge and understanding of these technologies, I have had the pleasure of dealing with Ted during the selection processes of all given hardware. Without hesitation, I can say that he not only understood the needs for these technologies but could convey his thoughts to others so that they could see and understand his vision and expectations for the equipment.

In closing, Mr. Guarriello's hands on approach, forward thinking of technology and excellent communication skills would make him an excellent addition to any teaching staff. It is rare that in my industry that you can find a person to which I can not only call a great customer but a friend as well.

Sincerely,

Tom DeGaetano
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