



ANDERSON SCALE IS NOW PART OF J.A. KING

October 15, 2014

Dear Valued Customer:

Anderson Scale and J.A. King are excited to announce that Anderson Scale recently became a part of J.A. King. This is good news for Anderson Scale customers, and here is why:

With 75 years of experience in precision measurement, J.A. King offers cutting edge solutions to your production and quality program. To this end, J.A. King has 3 divisions to cover all of your scale and measurement needs:

- o **Calibration, Repair and Metrology Services** offers everything you need to manage your equipment. Calibration and repair with in-lab or on-site service, pick up and delivery, and emergency service available 24/7. All under one of the broadest A2LA ISO 17025 accredited scopes, so that you know you have the highest quality of service to meet even the toughest requirements of your quality system.
- o **Measurement Equipment** we now carry a much wider variety of equipment and are partnered with over 50 leading manufacturers. In addition to the scales and commercial food preparation products you are used to from Anderson Scale, now dimensional metrology, force, torque, process instrumentation and control, temperature, pressure, and many more products are now available to you.
- o **Engineered Solutions** offers turn-key engineering and fabrication support for custom testing machines, process automation and control systems, design and build gaging, data collection systems, and even simple modifications to your equipment to tailor it to your processes.

A broader ISO 17025 Scope of Calibration and Repair:

You now have access to one of the broadest measurement scopes in the industry. With over 150 accredited measurement parameters, J.A. King can fulfill all of your measurement requirements.

- o **Scales:** Analytical Balances; Light/Medium/Heavy Capacity Scales; Weights; Load Cells
- o **Dimensional Metrology Equipment:** Gage Blocks ; Hand Tools; Optical Comparators; CMM's and more
- o **Timers:** Stopwatches, tachometers, RPM and Speed sensors
- o **Pressure:** Gages, transducers, and Controllers
- o **Flow Meters:** Air/Gas Flow
- o **Electronics:** Multi-Meters; Oscilloscopes; Spectrum Analyzers; Function Generators
- o **Torque:** Wrenches; Power Tools, Analyzers; Transducers
- o **Temperature:** Gages; Controllers; Recorders

There is a very real, tangible value in having J.A. King support your measurement equipment. Our value proposition works and we are ready to prove it!

J.A. King Provides:

- o **Quality Systems Integrity**
- o **Reduced Risk**
- o **Best-in-Class Measurement Solutions**

Delivered with World-Class Customer Service and Technical Expertise

The changes you will see:

Anderson Scale will become J.A.King. You will see J.A. King's name on invoices and certificates of calibration and traceability. You will hear "Anderson Scale/J.A. King" when we answer the phone and will start to see the J.A.King name on our vehicles and uniforms.

New Remit To Address:

J.A. King
PO Box 160
Whitsett, NC 27377
Phone: 336.292.0511 or 800.327.7727
Fax: 336.294.9664

New Ship To Address:

J.A. King
680 NE 47th Place
Des Moines, IA 50313

You will begin to see correspondence, letters, and emails with J.A. King's name and logo on them. In addition, if you are a credit card customer, you will start to see the J.A. King on your statement. Also, if you pay via direct deposit or ACH, we will work with you to get the new account information into your system.

The changes you won't see:

You will still have all the same wonderful people working hard to help you; they will now just have many more resources to do so. All the same phone numbers (including your contact's mobile phone) will stay the same. Anderson Scale and J.A. King have the same great customer service ethic, so the level of service you receive will only get better.

We appreciate your help in changing company names and addresses in your system to facilitate a smooth transition. If or when you need anything from J.A. King such as vendor/supplier documentation, insurance information and the like, please do not hesitate to let us know. We are focused on making things easier for you, and we are here to earn your business. If there is anything we can do to support you in the transition, please let us know.

J.A. King is a third generation family business founded in 1939. We have over 75 years of experience in precision measurement and we can add a tremendous value to you and your company.

To find out more about us, or to view our 13 ISO 17025 scopes of accreditation, visit our web site at www.jaking.com. We want to make your job easier and we will work hard to exceed your expectations. Your satisfaction is the most important thing to us. If we are not meeting or exceeding your expectations, please do not hesitate to let us know. Feel free to contact me at my direct number 336.369.1101 or email me at john.king@jaking.com. Again, we are here to earn your business.

Thank You,

John King

President and CEO

J.A. King