



Society for the Conservation of Bighorn Sheep

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To whom it may concern:

Re: Rotational tank molding services from IRM.

SCBS is a 501c(3) corporation that has been involved in desert bighorn sheep conservation in California for over 50 years. Our primary mission is to provide water developments to augment or replace natural water sources that have been rendered unavailable to wild bighorn through human activities. For many years we have utilized commercial upright cylindrical tanks yet have found them to be less than ideal for wildlife water. A few years ago, one of our members decided to design a tank specifically for wildlife water developments with specific features for enhancement conservation.

After our negotiations with another rotational molding company were aborted, we discovered IRM and owner Dan Humphries. Dan went out of his way to understand our special design requirements, connected us with a mold making company and suggested improvements to our mold design for better molding efficiency, use of material and strength. Dan's extensive experience with odd, non-standard mold shapes, his state of the art molding oven and top notch workforce yielded a first article that was perfect. That tank was intended for proof of concept testing but because it turned out so well, we actually put into the ground on a water storage development.

Although we have been in the wildlife conservation business for many years and have utilized a number of different tank designs, we have no experience in the rotational molding business. We now own the mold for this new design and we recognize that other similar organizations are interested in buying tanks of our design, but we are an all volunteer organization and prefer to focus on wildlife water development and not tank sales and manufacturing. Dan and his staff at IRM have stepped in and performed all of the customer interface tasks that are necessary to offer tanks for sale to other organizations as well as arranging the transportation of finished tanks. This saved us the difficulty and cost of customer relations and we allow our mold to be used for a reasonable fee. Our production rates are so low as to barely be called production, yet we never have any pushback or delays from IRM. Small lots, even on a sporadic basis come out of the oven perfect the first time. This has eliminated any scrap tanks and keeps our material cost low, and our satisfaction high.

To date over 70 of our tanks have been cast by IRM in our mold and sold to other agencies and Dan has been completely trustworthy in rendering the mold rental fees to us. When the credit he owed us exceeded our expectations and his comfort level (but not ours) he insisted on reducing his debt to us faster than previously negotiated.

Over time we have had to adjust the tank price as raw materials and energy costs have increased. Cost increases are never a comfortable business proposition, yet we found Dan to be frank and upfront in his cost and price negotiations and we came away from the negotiating table satisfied that we reached a fair decision.

Overall, I am happy to recommend Dan Humphries and IRM for any rotational molding task.

Steve Marschke, President
Society for the Conservation of Bighorn Sheep