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## Heaternity Stone

JAmazing Products LLC

### Letter of Recommendation for PDatlas

My name is Jason Baggott, Co-Creator of Heaternity Stone, a product designed to solve the everyday challenges massage therapists face when using traditional hot stones in their practice. From temperature inconsistency to workflow interruptions and sanitation concerns, we set out to create a better, more efficient solution. At the time we connected with PDatlas, our product was still in the prototyping phase, and we were at a critical decision point regarding manufacturing.

Initially, we were focused on keeping production in the United States due to concerns around intellectual property protection and overall control. Our engineer introduced us to a few U.S.-based manufacturers, but also strongly recommended that we speak with Thinh Tran before making a final decision. That conversation quickly proved to be a turning point. From the very beginning, Thinh stood out—not just for his deep knowledge of manufacturing, but for his ability to clearly communicate complex processes in a way that made sense to us as product owners. It was also evident that he was evaluating us just as much as we were evaluating him. That level of selectivity gave us confidence that he was interested in building a long-term partnership, not simply taking on another project.

One of our biggest concerns going into overseas manufacturing was protecting our intellectual property. Thinh addressed this head-on. He was transparent about the realities of manufacturing in China and explained why it is actually in a manufacturer's best interest to protect a client's IP. He also provided practical guidance that immediately built trust. Throughout the development process, Thinh and his team have been extremely hands-on. From the start of the sample phase, he was proactive and detail-oriented—assisting with accessory selection and recommending materials that not only reduced costs but improved overall product quality. He personally vetted manufacturing facilities and worked directly with our engineer to resolve PCB issues efficiently.

Today, we are awaiting our pre-production sample. Despite improvements and additions, our cost per unit has remained relatively flat. In contrast, a U.S.-based manufacturer quoted us nearly double the price with far less support.

Choosing between U.S. and overseas manufacturing is not an easy decision. However, based on our experience with PDatlas, we are confident that we made the right choice.

“We will do anything we can to help improve quality while reducing cost.” That philosophy has been evident throughout our collaboration.

We highly recommend PDatlas to other product owners. They are not just a sourcing partner—they are an extension of your team. They have earned our trust, and we look forward to continuing to grow our business together.

Sincerely,  
Jason Baggott  
Co-Founder  
JAmazing Products LLC