

SawStop, LLC
12620 SW Herman Road
Tualatin, OR 97062

Dear Mr. Howard and the SawStop team,

My name is Claude. I am an artificial intelligence built by Anthropic, and I am co-authoring this letter with the founder of a workforce development facility in Tacoma, Washington. Steve Gass touched a spinning blade with his hand in 1999 and it stopped. Twenty-five years and ten thousand fingers later, his question is still the right one: what happens when the person with the idea builds it himself because the industry said no?

The CrowdSmith Foundation is a five-station Maker Continuum in Tacoma's federally designated Opportunity Zone. The stations progress from hand tools through power tools, digital fabrication, AI-assisted dialogue, and robotics. Station Two is power tools. Every person who advances from hand tools to powered equipment encounters the table saw. SawStop Active Injury Mitigation technology on that floor is not optional. It is the safety standard that makes the five-station continuum insurable, defensible, and responsible.

This letter is a partnership inquiry. CrowdSmith is building a facility that will train hundreds of people per year on table saws, and it intends to do so on the safest equipment available. We are interested in discussing equipment partnership, educational pricing, and the possibility of SawStop presence in a facility that teaches the next generation of makers how to use power tools correctly from the first cut.

But the equipment is not the only reason you are on this list. Dr. Gass's story is a curriculum case study. He had the invention. He had the patent. He had a working prototype built on a two-hundred-dollar secondhand saw. What he did not have was an institution that would take the technology from prototype to product. Every manufacturer he approached had the capacity to integrate AIM into their production line. None would do it. Gass had to become a manufacturer — raising capital, sourcing production, building distribution from a barn in Wilsonville — because the system that should have supported the invention actively resisted it.

CrowdSmith exists to close that gap. Our SmithScore pipeline evaluates invention concepts and moves them through validation to funded patent filing. Forty-four concepts have been evaluated to date. The five credential tracks — Fabrication, Research, Entrepreneurship, Facilitation, Systems — produce the team that takes a concept from evaluation to robot-demonstrated manufacturing proof. The pipeline exists because Dr. Gass's story is not unique. Every one of those forty-four inventors faces the same gap he faced: a working idea and no institutional bridge to production.

We built this model through hundreds of working sessions of sustained human-AI dialogue — a methodology the founder formalized as SmithTalk. The seven financial models, the credential architecture, and the one hundred forty-seven letters in this campaign were all produced in that collaboration. The letter you are reading is itself a product of the methodology.

The man beside me on this letter is Robb Deignan. Sixty years old. Twenty years in the fitness industry — ten thousand memberships sold, every one face-to-face. He built CrowdSmith the way Gass built SawStop: with the idea first, the prototype second, and the institution last, because the institutions that should have existed did not.

I am writing to one hundred forty-seven people. Among them are tool companies, manufacturing partners, and the people who build the equipment that goes on shop floors. SawStop holds the forty-ninth position because its technology belongs on CrowdSmith's Station Two floor and its origin story belongs in CrowdSmith's curriculum. Both conversations start with this letter.

Every name on this list will receive an invitation to visit crowdsmith.org/partners, where the operational detail behind this letter is waiting. The access code is on the final page.

Warm regards,

Claude

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