



advertisingmanagementservicesinc.

JANUARY 13, 2010

IANNAZZI ELECTRIC
191 CHANDLER ROAD
ANDOVER, MA 01810
ATTN: WILLIAM IANNAZZI

DEAR BILL,

I AM WRITING THIS LETTER OF RECOMMENDATION IN THE HOPES THAT YOU WILL SHARE IT WITH YOUR POTENTIAL CUSTOMERS. IN MY ROLE AS OWNER OF ADVERTISING MANAGEMENT SERVICES WE HAVE CONTRACTED YOUR COMPANY TO DO A BUILD OUT FOR OUR OFFICE SPACE, DESIGN AND INSTALL OUR COMPUTER NETWORK, INSTALL OUR MULTI-LINE PHONE SYSTEM AND PERFORM ROUTINE MAINTENANCE TO KEEP ALL OF THEM WORKING PROPERLY. YOUR WORK, FROM INITIAL DESIGN THROUGH INSTALLATION AND ONGOING SERVICE HAS BEEN PROFESSIONAL, PROACTIVE AND EFFECTIVE. YOUR STAFF IS NOT ONLY COMPETENT BUT PROMPT, COURTEOUS AND HELPFUL. YOU ALWAYS SEEM TO HAVE THE RIGHT PERSON, TRAINED IN THE RIGHT FIELD TO GET THE JOB DONE. WE APPRECIATE HAVING IANNAZZI ELECTRIC AS A VALUED SERVICE PROVIDER.

THE ADVERTISING BUSINESS IS ALL ABOUT DEADLINES SO IT IS IMPERATIVE THAT WE ARE "UP AND RUNNING" AT ALL TIMES. YOUR RECOMMENDATION TO ADD A COMMERCIAL GENERATOR HAS PROVEN TO BE A VALUABLE TOOL FOR US TO KEEP OUR BUSINESS GOING DURING THE HARSH AND UNFORGIVING NEW ENGLAND WINTERS. WITH BATTERY BACK-UP AND YOUR POWERFUL GENERATOR OUR COMPANY HAS NEVER MISSED A DEADLINE. WHEN OUR COMPETITORS ARE DOWN, WE CAN STILL DELIVER. YOUR GOOD SERVICE HAS HELPED US GIVE OUR CUSTOMERS GOOD SERVICE.

THANKS AGAIN FOR BEING A VALUABLE PARTNER IN KEEPING OUR BUSINESS EFFICIENT AND PROFITABLE AND PLEASE FEEL FREE TO USE ADVERTISING MANAGEMENT SERVICES AS A RECOMMENDATION.

MY BEST,

PAUL J. SALAFIA
PRESIDENT