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This letter is intended to state, in some small way, the value of a partnership with Otis Instruments. My name is Clint Anderson, and I am the Director of Operations at Dawson Associates Inc. I have been in the industry for twenty years, and I have been with Dawson for nine of those years. Dawson Associates is a distributor and service provider for Otis Instruments.

Otis is one of the finer companies with whom I have had the pleasure of working. Their commitment to quality and a reasonably priced product is an example that every manufacturer, within the safety industry, should strive to obtain. We have had customers that have switched to Otis, from a competitive product, because the Otis products continually outperform others.

I would also like to comment on Otis Instruments' sense of honesty and fairness. Otis is one of those companies that does exactly what they say they are going to do every time. They are committed to being fair to the distributors they partner with and to the end users that utilize their products.

Otis also strives to be a leader of technology within their field. They are continually engineering new products that lead the industry in cutting-edge technology.

I would strongly recommend any company to consider partnering with Otis Instruments if they are presented the opportunity to do so.

Sincerely,

Clint Anderson
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