



It's all about learning.

Tequipment, Inc.

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To Whom It May Concern,

April 9, 2010

We have been a customer for a little over three years, and in that short time, we have really established a great relationship with our Sales Rep. We love the service we receive, and we love the products even more!

Tequipment started out 38 years ago providing Career & Technical Education tools (automotive labs, robotics labs, electronic circuits labs, etc) to vocational schools and technical colleges. It was just 11 years ago that we decided to expand our services by offering other classroom products such as interactive whiteboards, projectors, document cameras and more. We even started offering installation services to our customers, which meant we needed cables.

The bulk of our work is installing A/V equipment in K-12 classrooms, so we're always looking for an economical solution without compromising on quality. Our mantra is to "keep it simple." We don't go over the top with room controls or complete A/V systems, which is why the Classic Series is perfect for what we do.

Your company has kept things simple and straightforward by offering this new twist on traditional cabling. The low profile connector is a tremendous help when connecting to a wall plate because it provides extra room in the wall box for a cleaner, more reliable connection. Installers truly appreciate how the Classic Series makes the job easier.

Also, being able to combine specific Classic Series products into one kit simplified our procurement process. The product is delivered to schools in one box instead of separate pieces, and it saves the installers a lot of time, which adds to our efficiency. The kits even make things cheaper for our clients!

In three and a half years, I cannot recall a time that we've had a bad cable from you guys. The performance has been extremely solid to say the least. We've never had to revisit an installation because of the cabling.

Thanks for everything!

Sincerely,

A handwritten signature in blue ink, appearing to read "Keith Elgart".

Keith Elgart
Chief Executive Officer