

# Clairemont Equipment

RENTALS • SALES • SERVICE

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May 1, 20015

Ref: Mr. Dan Samford

To Whom It May Concern:

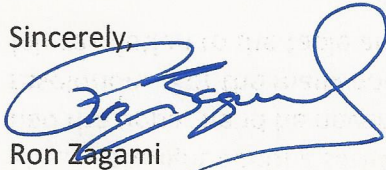
Having been a Komatsu distributor to Herzog in Southern California for the past 26 yrs, I can say I have known and dealt with Herzog prior to Dan's arrival; I must say a welcomed arrival. Dan has responded to us as though our needs and Herzog's needs were one in the same; in fact they usually are.

Dan brought prompt, clear, and concise communications in all our dealings. In fact Dan has always brought about a satisfactory conclusion to every difficult situation that arose. When he had the upper hand he never used it, rather he sought to work out a prompt, fair and amicable resolution. For the many and constant challenges with vendors it seems Dan always brought a fair resolution to the table and compromise with satisfaction became "normal".

As a supplier it is often a customer's lack of communication or perhaps even a lack of integrity that can mess up a deal; you won't find any of that with Dan. It is clear to us that we as well as Herzog have benefited greatly because of Dan's skills, knowledge and overall business acumen. Dan is prompt and fair dealing with the facts leading to justifiable conclusions based upon all facts and sometimes handshake agreements with his replies and negotiation. Dan is always fair, but certainly not a pushover. He knows his project needs; when it comes to ordering he knows which of our products or our competitors' products make his job easier.

In summary, Dan makes us work for every deal, but does so with the facts, never a heavy hand. His knowledge of finance combined with industry product knowledge makes it easier for us to get it right the first time. Dan has always been aboveboard and a man of complete honesty and integrity in every deal with Clairemont Equipment a real win-win for all parties.

Sincerely,

  
Ron Zagami  
President

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