



July 24, 2019

RE: ELUS Company

To whom it may concern:

I would like to make a recommendation on behalf of the ELUS Company. The ELUS company has provided Marmon Utility with a superb level of sales support for many years.

A quality rep agency is a professional sales organization with deep understanding of and connection to the customers that matter to you most. They will bring a high level of efficiency to your sales process. Marmon Utility believes that we are as good as the service we give to our customers. Having a world-class rep organization representing our company is critical to our success.

The ELUS Company definitely qualifies as a superior sales organization. They have a large, professional and experienced sales force that provides us great coverage at our utility accounts. They develop in-depth knowledge of the customers and consistently put us in a position to win business in the highly competitive utility cable market.

I highly recommend The ELUS Company to any manufacturer looking for excellent representation in the Midwest. Please feel free to contact me directly if you would like to discuss their organization or performance.

Sincerely,

A handwritten signature in blue ink, appearing to be 'SRJ', is located below the 'Sincerely,' text.

Marmon Utility LLC
Regional Sales Manager – Power Cable
Hendrix/Kerite MV Underground Cable