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October 16, 2004

Robert Zequeira
Total Cabling Solutions
15712 SW 41st Street, Suite 11
Miami, FL 33331

Re: Thanks for a Job Well Done

Dear Robert and the crew at TCS,

I just want to tell you how much I appreciate the work you guys have done on my cabling for my new office space. I was impressed with you guys right from the first meeting all the way through the entire project.

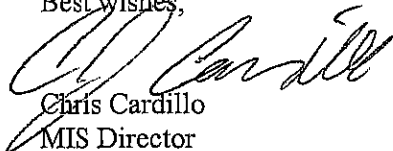
As MIS Director and the Manager of the firm's Move Project, I am responsible for much more than just cabling and design of the server room's rack system. So, I am truly happy to have a vendor that can take charge as you did to eliminate one worry off my plate.

I interviewed 6 cabling vendors. Robert Zequeira was the only cabling salesperson who had the in-depth knowledge of the product, cabling design, server room layout, and came prepared with literature and color photos to describe what kind of work they perform on the job site. Nobody else came close. And I felt he had the best personality for me to deal with on a project of this size. He, like myself, is detail-oriented and a perfectionist. These qualities helped him to design the server room properly, leaving me with no surprises or gotchas. He even analyzed the electrical drawings to make suggestions to the electrical engineer, and suggesting that the electrical box be relocated out of the server room for fear that it may cause interference with the cabling itself. We went through two drafts of the quote, comparing two types of cabling cat6 and cat6e for cost differentials and the differences in technology, which I am sure took a great deal of work.

Javier and Chris did a great job on the jobsite. I had taken a tour of a site that they had cabled at a local bank and knew that their work was extremely neat and professional. And I wasn't disappointed. The cables were neatly combed, punched down and labeled properly and tested rigorously. Javier even threw in a few extra runs in places I hadn't specified during the quote since he was intuitive enough to know I would potentially need them, without charging me an extra dime. And on the jobsite, Javier was flexible enough to make some changes on the fly due to unforeseen construction changes, which made the whole process seamless.

Thanks again to all for a job well done.

Best wishes,



Chris Cardillo
MIS Director
Kozyak Tropin & Throckmorton, PA