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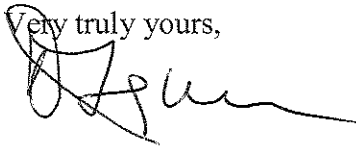
To Whom It May Concern:

Preferred Sales has been a manufacturer's representative for AFL Telecommunications for over 25 years. Preferred Sales was one of the first rep firms that AFL hired and our relationship has grown to the benefit of our customers and both of our respective companies. Preferred Sales is our largest manufacturer's rep firm, in both sales revenue and geography.

The strength of PSA centers on their people. They have high caliber people in all of their regions that are committed to servicing "our" customer's needs with proven industry knowledge and outstanding service. I have been impressed with PSA's commitment in meeting all of their commitments to customers and to their manufacturer's like AFL. The success of our relationship relies on trust, execution, and meeting the needs of customers.

Preferred has a line up of many great companies that they represent and support. We are very pleased to have in place a company like Preferred and consider them an extension of our company. We pride ourselves to align ourselves with the best companies and we feel we have that in place in with Preferred.

Very truly yours,



Jody E. Gallagher
President & CEO