



Eastwind Corporation

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This is in response to your request for a reference letter, in regard to the Special Order Detectable Warning Panels your company provided for us on the Government Center MBTA transit project in Boston, Ma.

This was my first project with Detectable Warning Products, LLC. (DWP). Our GC, Barletta Heavy Construction, made a recommendation for us to use DWP. They turned out to be a great asset to us. The owner Rocco DeLuca stayed on top of this project with me from the design stages, to Post delivery of materials.

He was committed to regularly touching base with me, sending me reminders of open items and continually provided information, samples and adjusted pricing. He also worked with our General Contractor and the owner of the project to assure the specifications were in line with the product they would eventually produce and deliver.

The manufacturer themselves had given us a lead time of 6 weeks. With DWP as our distributor/liaison, the special order materials were produced & delivered to us in 4 weeks!

After the original delivery, we needed an additional 15 panels. We called to order them, and Rocco had them at our office before 11am the next day. He kept the same volume price we had on the original order, as well as the free delivery.

Seeing that they directly distribute every type of Detectable Warning Panel, we wouldn't use any other company for these panels on future projects.

Very truly yours,

Earl Fagan President