

## Retail/Executive Placement Associates

Executive Search and Recruitment, Background Screening

Established 1983

To whom it may concern:

In April of 2007, I decided to move my office to a new and much larger space. One of my major concerns was finding a vendor well versed in both telephone and technological communication.

I spent over a month researching and speaking with vendors and looked at every phone system imaginable. I feel very fortunate to have decided to use **Delta Telephone and Cabling** as represented by **Mitchel Shafer**. He understood my needs and priced a system accordingly. I purchased a very utilitarian and timeless system made by Nortel Networks and have not regretted it for 1 single minute in the 15 months we have been using it. I also find the high speed Internet access he recommended, through ATX/Broadview, to be as good as any that I have used with a superior Customer Support team.

All the support work, including extensive cabling was done in accordance with the original contract, earlier then promised. The training and service both at the onset of the installation and also on a continuing basis has been terrific. **Mitchel** has been a pleasure to deal with and even now, in the rare situation where I need to speak with him or a service person from his firm, I get an immediate call back.

I looked at systems that were cheaper where the Marketing Rep. promised me the Sun, Moon and Stars. Delta's system is not the cheapest, and Mitchel didn't offer me anything more then his normal service, which compared to most other people I run into these days, is head and shoulders better then other people in the same business.

I recommend you consider using Mitch and his company. Please feel free to email me at [msuss@executive-placement.com](mailto:msuss@executive-placement.com) or call me at 301-287-8306(my personal line).

Sincerely,  
*Mark*  
Mark Suss  
President