ETNA
SUPPLY COMPANY

Subject: *Szar Communications, LLC*

To Whom It May Concern:

ETNA Supply Company has become a key component in meeting the needs of contractor's, engineers, architects, and homeowners for over 30 years. We offer the supplies you need, when you need them, and have locations throughout Michigan, Northern Indiana, and Northern Ohio.

In 2005, we at ETNA Supply Company, started working with a local ISP (Internet Service Provider) on our current wide-area-network services, who brought Szar Communications in to review all of our current voice services. Szar Communications reviewed our current bills and contractual agreements, then made recommendations for change that would obtain greater efficiencies. These changes had an estimated savings of over $40,000. Etna agreed with the recommendations and asked Szar Communications to move forward.

Szar Communications assisted in coordinating meetings with vendors, and in contract negotiations. ETNA Supply Company believes that because of their experience and knowledge of the industry, Szar Communications helped finalize contractual agreements that were best for ETNA. Szar worked as Project Manager, and as an additional resource to our IT department to make sure everything met our needs.

After a year of implemented services and contacts, Szar Communications followed through in showing ETNA Supply Company, actual savings that were 28.5% higher than the original estimated savings.

Szar Communications has been a valued resource to our executives and staff, and is a resource that we believe has the expertise to guide us in making the best, sound business decisions. Working with Szar Communications is like having additional employees on staff. Our relationship with Szar Communications allows our IT staff to focus on our core objective of keeping our network up and working. We highly recommend this Consulting Service to anyone in business.

Sincerely,

Warren Bogner
Director – Information Technology
ETNA Supply Company

Russell J. Visner   11/06
CEO
ETNA Supply Company