

Metal Fabricators and Welding Ltd.

Metal Fabricators and Welding Ltd. (MFW)
12509 124 St.
Edmonton AB T5L 0N6

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Martin Bankey
Tree of Knowledge (TOK)
9440 60 Ave.
Edmonton AB T6E 0C1

Mr. Bankey,

Thank you for reaching out to me for a letter of recommendation. I am very pleased to do this as you and your company have been an important part of our business for many years. You and your staff at TOK have provided very valuable expertise that has enhanced our business and has allowed us to take our services to the next level. I will certainly continue to recommend you to others and use your services. Your technical skills and knowledge are never in question but my favourite part of your services would fall into the two general thoughts of both responsiveness and agility.

Your responsiveness to me and MFW is evident in the promptness of your replies, the efficiency of your deliverables on projects, and perhaps most importantly, the amount of time you make for us, with or without a purchase order. I am not under any delusion about the relative size of our revenue to you as compared with other clients yet you have always treated us like we are the most important to you. I really appreciate this as you help us respond faster to our end users and in a more professional manner by helping walk us through any important areas that we may not understand or have the wherewithal to realize. This approach to the small yet important is also seen in the prices for your services. Your quotations and prices are always suitable to the project at hand and make selling your services into ours easy to do.

Agility is also not to be underrated. The ease with which we can communicate with you via phone, email, at our office, or at a site, (often all or most required for projects) is a considerable factor in making TOK my first and only call. This also helps with the ability for you to take on a project from "cradle to grave" and help us turn a concept into a safe fabricated product. I also admire the ability for you to jump in midstream and use our drawings, files, and concepts and put the finishing touches on for the mutual assurance of our business, our clients, and the public.

I look forward to many more years of business together and to hearing of your continued growth.

Sincerely,



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