

RE:

**Joe Menke**  
**Electronic Security Concepts**  
**8320 E. Gelding Drive**  
**Scottsdale, AZ 85260**

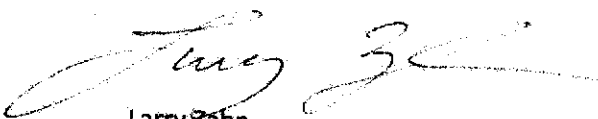
To whom it may concern:

Upon stepping into my position at Nationwide, and for the last twelve years, Electronic Security Concepts has been my integrator of choice. I have dealt with many service providers during my career and consider ESC to be among the finest I have worked with. From day-to-day services to large scale projects/new offices, amongst our seven local buildings, ESC always provides very professional and timely service. They also deliver high quality products and installation at a very cost effective price point.

One of the things I appreciate most about ESC is the ability to reach out to Joe Menke any time and have the ability to deal personally with him one-on-one. Over the years I have walked many projects with Joe and he is very cost conscious, incredibly knowledgeable and resourceful. I have every bit of faith in his recommendations and have never had cause to question the integrity of his work or pricing.

I would highly recommend ESC to others based on my extensive history with this organization.

Sincerely,



Larry Zahn



**Nationwide®**  
is on your side



**Larry Zahn, CPP**  
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