



## Alcoa Fujikura Ltd.

Telecommunications Division

Post Office Box 3127

Spartanburg, South Carolina 29304-3127

(864) 433-0333

To Whom It May Concern

It has been my pleasure to have been acquainted with Native Tele-Data Solutions, Inc. (NTDS) since August of 1995. In this time period, I have personal knowledge of NTDS's technical knowledge through providing them with telecommunications equipment and materials. They have shown an excellent understanding in this industries' ever-changing rules, regulations and requirements. Lyle Steeber personally has achieved the honor of becoming a Registered Communications Distribution Designer (RCDD). This accomplishment places Lyle among the rare few individuals that have both the technical knowledge and experience to achieve this certification.

As relates to managerial experience, NTDS has shown the ability to deal with the adversity of being a small company in an industry of giants. They are committed to a level of quality that distinguishes them many others in the industry. This reputation for excellence is due to a management decision and the supervisory attention to detail.

NTDS has always honored their financial obligations within the promised payment schedules. This has resulted in my personal recommendation of NTDS, to others, as a company any client or customer can rely on to live up to their commitments. This quality has provided NTDS the recognition within the community as firm you can trust.

Sincerely,

A handwritten signature in black ink, appearing to read "Dennis L. Manes".

Dennis L. Manes, RCDD  
Western Regional Manager