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Ian Hunter, CTS-D, *Principal*
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RE: Letter of Recommendation for PCD, Inc.

To Whom It May Concern:

It is with great pleasure that I am recommending Henry Beaumont, John Rudolph and the entire team at PCD for any project involving construction and/or design of media systems.

As a theatrical and AV consultant based in downtown San Francisco, we have completed dozens of highly successful projects over the past 20 years with Henry and his team. Project types include:

- Performing Arts Centers (PAC)
- Regional Theatre Facilities
- TV / Broadcast Studios
- Movie Theatres w/ Film Projection
- University Sports Facilities
- Recording Studios
- Educational Facilities
- City Council Chambers

In all cases, PCD has delivered throughout the bidding and construction process.

We routinely recommend PCD to our clients, big and small, public and private. In my mind, there are a few distinct traits that set PCD apart from their competition:

- 1- Their engineers pay close attention to the details that make good projects great and identify and solve detailed issues on paper before they start construction.
- 2- Their in-field personnel are highly professional and take time identify potential field issues before they become problems.
- 3- They have an overarching “long game” approach, which shapes their entire business model. They are very interested in all parties (owners, consultants, general contractors, architects) being highly satisfied at the end of the project. This builds lifetime customers.
- 4- As a consultant, we feel like we have a partner in the construction process, rather than an adversary.

I highly recommend PCD for any project and am happy to discuss further via phone or e-mail.

Best regards,



Ian Hunter, CTS-D
Principal