



March 4, 2005
Toledo Business Journal
27 Broadway Street
Toledo, Ohio 43602
Telex Communications,

When we started doing business with you approximately 10 months ago, I shared with you our goal to create a greater awareness in the surrounding community as to who and what The Douglas Company "is". I am happy to report, that thanks in part to our exposure to your readers, we not only have people aware of who we are, and what we can do for them, but currently we have increased our local market presence significantly.

Although I have heard many times that it is hard to measure advertising dollars, your publication can be credited with playing a major role in our ability to have people recognize The Douglas Company as "A Leader in the Construction Industry". Thank you for helping us to accomplish this goal with such ease!

We look forward to a long and mutually beneficial relationship.

Respectfully,

R. Martin Larnhart
Director/Business Development
The Douglas Company

A LEADER IN THE CONSTRUCTION INDUSTRY
1716 Perrysburg-Holland Road - Holland, Ohio 43528 - (419)865-8600 - (419)866-8835 fax - www.douglascompany.com



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— R. Martin Larnhart
Director/Business Development
The Douglas Company

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419.244.8200**

