



PRECISION QUINCY

Customer Focused. Engineering Driven.

Monday, March 28, 2011

To whom it may concern,

As the President/CEO of Precision Quincy Corporation (PQC) I am exposed to a lot of different kinds of information and a lot of personalities who present that information. As one can imagine it is a real challenge to decipher what is real and what is not with regards to data and how it relates to both day-to-day and long term operations. To this end it is important to have people around you who can supply good council provide accurate intelligence so that timely decisions can be made for the benefit of all.

One of the more challenging, yet, most crucial areas that requires my attention is that of the corporate financial status. In these economic times it has never been more important to have my finger on the pulse of my company's finances, one wrong move and the life of my employees will impacted greatly, and not in a good way.

In the area of financial analysis, I have found that David Mayo provides the perfect level of council and analysis so that the right decisions can be made. David has the unique ability to make the numbers speak, to really break them down as management tools, not just columns or rows on a spread sheet.

By his personality he never makes one feel inadequate with their questions, but rather he sees every opportunity as one for education and imparting knowledge. Not once did I find him to play his cards close to the vest or withhold information for his own long-term benefit. He is open and clearly takes a position of trying to empower his clients to become better managers through a greater financial understanding, not creating a position for himself from which he cannot be easily dislodged.

It is noteworthy that his knowledge base is not limited just to that of financial. Mr. Mayo also has a solid understanding of ERP software, specifically Epicor, and was very helpful in its implementation not only from a software/process standpoint, but from an implementation/management position, as well.

It is without reservation that I can recommend David Mayo to any organization, of any size or at any level of complexity, which are in need of these kinds of skills and insights.

Cordially yours,

John J.W. Guanci, III
President/CEO
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