



Measurement and Control

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To Whom It May Concern:

It is with much pleasure that I write a letter of recommendation for Loyd Searle.

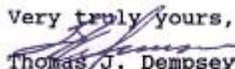
Loyd Searle was engaged as a Consultant and Product Launch Manager during the fall of 1991. This was an extensive launch involving hundreds of variables and tasks to introduce a complex distributed control system. When he started, little had been done and we only had about one and a half months to get ready for the national ISA show in Los Angeles and then another major show in Paris two weeks later. Even though time was limited, Loyd accomplished our goals and delivered high quality work.

He wrote the copy and supplied the creative direction for all of the advertising, brochures, and public relations. He prepared computer generated slides on short notice in English and French for both press conferences and designed the trade show booth displays in both languages. Several emergencies occurred in Paris which required materials on very short notice. Again Loyd found the resources and delivered. He was a resourceful manager and rallied personnel from six different departments to construct both the U.S. and French trade show booth and demo displays.

I was pleasantly surprised when he had a group photo taken and a story published in our Company newsletter giving everyone credit. This product launch occurred simultaneously with the development of the Company's Annual Report so that marketing communication resources were limited. Although the situation was not ideal, the results were impressive. Loyd is easy to work with and he continually surpasses expectations.

The Measurement and Control Division (MCD) is one of the four principle divisions of Analogic where gross sales exceed \$150 million annually. Our group is a leading manufacturer of instrumentation and computer control systems that are sold worldwide to the process control industries.

I recommend Loyd highly for any job for which he applies and am sure that job will be well done.

Very truly yours,

Thomas J. Dempsey
Vice President

TJD/t