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To Whom It May Concern:

Fitco was engaged in early 2012 to recruit a Northeastern China Sales Manager. In the process of undertaking a comprehensive and diligent search across the industrial valve industry in the Northern China region for all possible talents, Fitco successfully identified and persuaded a quality professional engaged by a leading industry rival that a career with Bray represented an optimal career progression; even though the same individual had previously rejected considering a move to us when approached by another search firm we had engaged for a similar position, a tribute to Fitco's excellent professional process and the persuasive and influential capabilities of its researchers and consultants.

Since his hiring our business has significantly prospered across the Northern China region and Bray has experienced a very nice return on our relatively small investment in Fitco who have delivered a business outcome of great value to our China business through finding, persuading and then bringing on board an outstandingly successful candidate.

In conclusion, it was an exceptional experience working with Fitco, a highly professional boutique search firm with a personal touch. I have no hesitation in endorsing the ability of Fitco to find and persuade the best talent in a specific industry sector once a professional assignment is given to them to secure top talent.

Yours faithfully,

Michael Davenport

Bray China Controls Co. Ltd.

Director of Sales and Marketing