



February 23, 2019

Office of the Chief Information Officer
% Jeff Franklin
1305 E. Walnut Street
Des Moines, IA 50319

Dear Mr. Franklin,

As the Executive VP of Demco, I am pleased to write a letter of reference on behalf of Premier Communications.

Demco and Premier Communications have had a long and successful business partnership through the years. Premier has always demonstrated a customer first approach, striving to better the products and services they offer. As a local manufacturer of agriculture products, RV and trailer component products, we rely heavily on both the voice and internet services provided by Premier. Premier has consistently gone above and beyond insure these services are always up and running. They do this by having excellent employees and investing in their network.

Premier also is very supportive in our local community. While Demco is located in Boyden, Iowa with approximately 750+ residents, we realize that Boyden is not the largest community Premier serves. With that said, they still support local causes that are important to our community vitality. Recent prime examples are the splash pad and basketball/tennis court areas that were recently installed in our local park. Premier stepped up and supported these projects in a big way. Large or small, Premier consistently supports things that are important to our community.

Premier truly is a great partner not only for our business but also for our community.

Sincerely,

Kevin Ten Haken
Executive Vice President

Doing Our Best to Provide You the Best

www.demco-products.com

800.543.3626 • Fax: 712.725.2380