



Deem LLC  
6831 East 32<sup>nd</sup> Street  
Indianapolis, IN, 46226

Erik Merz,

Deem LLC has been an authorized systems integrator and representative of Circon Systems Corporation LonWorks based hardware and software components since 2005. Our association with Deem has been one of great pride as we are extremely pleased with the efforts you have undertaken in your market place to provide "best-in-class" service and support for your clients now and in the future. You have access to worldwide technical and sales support resources that never leave you without an answer or solution for any of your engineering challenges. Coupled with these tools is our Complementary Products Program's extensive offering of proven and supported peripheral devices that extend your technical and competitive advantage providing the confidence to capitalize on the burgeoning open systems market.

I look forward to continued success between our two organizations. Please do not hesitate to call upon me if you have any questions whatsoever.

Sincerely,

A handwritten signature in black ink, appearing to read "John S. Cain". The signature is fluid and cursive, with the first letters of the first and last names being capitalized and prominent.

John S. Cain  
Director of Sales