



Monday, April 19, 2021

Mr. Dave Rosen,

It is with confidence that I am writing to recommend the services of Sentry Custom Security. It has been a pleasure working with you and your team at Sentry, and I look forward to our continued vendor relationship.

Our college bookstore had an existing Sentry system in place and the control units had become antiquated and non-reliable. This was not the fault of Sentry, simply the nature of aging technology. Having come from another school that successfully used a Sentry system, it was my desire to have our store's system upgraded and functional.

Dave has been a professional and accommodating sales manager. Sentry provided us with a number of upgrade and replacement options. In the end, we were pleased to be able to replace our control units while keeping the existing towers in place. This allows us to regain functionality at lower cost and look at updating the towers down the road during a renovation. The acquisition and installation processes were smooth and we're excited to have fully functional security gates at our store entrances.

Thank you for all you've done to help us through the process. Loss prevention is an important aspect of any retail operation and I firmly believe that Sentry's products and services give us a leg up on successfully deterring theft in our store.

Sincerely,

Ryan Stewart

Course Materials Manager, WSU Wildcat Stores

