



Elevator Research & Manufacturing Corp.

www.elevatorresearch.com

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To whom it may concern:

I am the VP of sales and former owner of a small to mid sized manufacturing company in Downtown Los Angeles. We are a profitable, well run and well organized company but it wasn't always that way. Some years ago we were a small company, trying to make the transition to a mid sized company. Like many owners, I knew my business, but I had no formal business training. As the company grew in size, I began to lose control of it. I decided to seek the help of a business consultant.

I interviewed several different consultants and tried a couple with mixed results. Then someone I knew recommended Bette Hiramatsu.

When I spoke to her I was immediately impressed with her ability to communicate. She has a relaxed style and is excellent at listening, understanding, researching and acting. Her understanding of business is second to none and her vast wealth of experience gives her a unique ability to adapt to different business worlds. She was able to help me gain the knowledge I needed to get my business back on track and we experienced a twelve-year period of steady growth and consistent profits. We grew to over fifty people and about \$6 million in sales annually. I recently sold the company for enough to make me very happy.

None of this would have been possible without the help, advice and friendship of Bette. I highly recommend her.

Sincerely,

Ed Park