



SOUTHERN GLAZER'S WINE AND SPIRITS  
14343 N. Kelly Ste 500  
Oklahoma City, OK 73114

To Whom it may concern,

I have been working with Joe for about 4 years now and he has saved me on multiple occasions. He has always been able to provide me a solution when I have approached him. There have even been some tight and impossible deadlines, but Joe has found a way to provide some sort of solution for us. Since I have known Joe, he has always been one of the most positive and outgoing personalities that is contagious when you talk to him. He would always send pictures or text with ideas of ways we can help improve our business through branded merchandise. I could give him the worst description for what I am needing, and he blow my expectations out of the water. I have a hard time endorsing people, not knowing if they will provide the same customer service to my referral as they do with me, that being said I would and have referred Joe to several of my colleagues as well as friends and family that need any sort of branded merchandise. His continuous effort to grow my business is the reason that keeps me coming back.

Joe is always extremely positive, and that positivity is contagious to those around him. You will be very satisfied with him. If you have any questions, please feel free to reach out to me directly.

Thank you,

A handwritten signature in blue ink, appearing to read "Justin Cochrane", with a long horizontal flourish extending to the right.

**Justin Cochrane**

*Trade Development Manager - Beam Suntory*



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