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To whom it may concern,

In my position as president of The Allied Group, I am often asked for a letter of recommendation and, to be honest, it is often a difficult task. Trying to be fair and honest while still being helpful is not always easy.

However.....This recommendation is entirely different. I am pleased and honored to be able to tell you about Larry Rondeau and recommend him to you without hesitation. Larry is one of the most capable individuals that I have ever had the pleasure of working with at The Allied Group.

Larry has distinguished himself in many ways over his long career, but I would like to focus on two of his most important characteristics.

First, he is tremendously creative as a problem solver and as an innovator. Our role with clients is one where we are tasked to find creative solutions. Nobody does it better than Larry. He continually does enormous amounts of research and detailed analysis to arrive at a solution that is both innovative and, most importantly, very effective. This is a huge value to our client relationships and plays a major role in differentiating us from our competitors.

In addition, Larry did a fine job coordinating several large projects for Allied clients. One of these involved producing a large number of publications and forms all needed on a specific date when a health plan decided to open a new division. Another involved printing, storing and distributing gift certificate books for a major New England restaurant chain, which had to be handled like money. A third came about when he sold a program where Allied took over printing and mailing all of the daily transactional documents for the New England division of a national insurer. These were all situations that required problem solving ability and coordination, and Larry handled them well.

Second, he is a person of extreme honesty and integrity. This is essential in long term relationships and, I believe, is becoming a rare quality in today's economy. Larry's clients continually relate to me that he is someone who provides solutions, but also someone they can trust to do what he says and follow up...even if things are not always perfect. It is easy to be honest when things work out great, but the real test is how someone reacts under duress and Larry passes this test with flying colors. This is what clients look for in a long term relationship.

For these reasons and many more, I recommend Larry without hesitation. Please feel free to contact me personally if I can add more details or answer any questions.

Sincerely,

Robert Clement
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