

# SCALE MANUFACTURERS ASSOCIATION

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To whom it may concern,

It is my pleasure and honor to recommend Aquarian Technology Systems and specifically Dave Baldwin for your consulting needs. While acting President of SMA I had engaged Dave to do some work for us. Initially, this was just to act in a Futurist role as we pulled together our strategic planning for the future. From there the relationship grew and we ended up utilizing Dave's services over the next several year period to help us really evaluate our association's needs and devise an action plan to bring our initiatives to fruition.

Throughout the process Dave exhibited exceptional communication skills, professional experience and plenty of patience while we attempted to figure out the best direction for our organization. I was especially impressed by his ability to take in conflicting views and tactfully lead the group towards a consensus. So, it is without hesitation that I provide a professional reference for both Aquarian and Dave.

If you have any specific questions about our experiences with Aquarian please feel free to call me at (714) 651-6818.

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Steven M. Parkman  
Past President – Scale Manufacturers Association  
COO – Rice Lake Weighing Systems