



The
**PORT of
MIAMI**

OFFICE OF THE DIRECTOR • 1015 NORTH AMERICA WAY • MIAMI, FLORIDA 33132-2081 • (305) 371-PORT (371-7678) • TELEX 4931214

Robert Weiss
Saftron Safety Railing Corporation
12391 S.W. 130th Street
Miami, Florida 33186

Dear Mr. Weiss:

It was a pleasure speaking with you regarding the railing you installed at The Port of Miami Customs Shelters No. 1-4. It isn't often that we get the type of follow through your company displays and are glad to forward this recommendation of your product.

As you are aware, the original wooden handrailing in this area was deteriorating and becoming a hazard. In our search for its replacement, we had to consider a number of things. The amount of traffic through the area annually, the amount of abuse the area in question gets during the normal course of traffic, and the exposure to salt air environment and weather. Several alternatives were considered but none had the necessary weatherability and non-corrosive qualities of your product. After two years in use, we are happy to say the railing has performed wonderfully, well beyond our expectations. It has done every thing you promised. It has not chipped, faded, corroded, rusted, peeled, etc. It looks just as good today as the day your crew finished installation, and held up to some serious abuse.

We know that your product has been used successfully by other city and county departments with equal success, and you can add our name to your list of satisfied customers.

Please feel free to have any potential clients, who are skeptical about your railings durability, contact us. We will be glad to sing your praises, and that of your fine product.

Most Sincerely,

Stephan I. Rich
Contracts Administration

