

August 18, 2003

To Whom It May Concern:

Dowling & Dennis has worked with my company, Venetec International, Inc., for three years now. When we started, we were a struggling start-up company with good products but relatively poor product-visibility and poor company-visibility. Today, our StatLock products are recognized industry-wide as the gold standard, and Venetec is recognized as a world-class organization. It is a long climb from nowhere to somewhere in any industry; in our case, the climb was immensely facilitated by the brains, skill and industry of Dowling and Dennis.

Some specifics. It was D & D that recognized before any other smaller players in the industry that the Safety movement was real and significant. They prevailed upon us to position our products as needlestick safety products and worked with us to get both governmental recognition and customer recognition on that basis. They lobbied at state and federal levels, and achieved CalOSHA recognition as well as official language from the US Congress acknowledging the safety aspects of our catheter securement products. They also lobbied Kaiser, the world's largest private HMO, and positioned our products into their safety programs. Sales through Kaiser are correspondingly growing steadily.

D & D then recognized before anyone else that the Patient Safety wave was the next crest to ride. They got us a place as the only device company in the industry represented at the Solutions conference sponsored by the National Patient Safety Foundation and Joint Commission for Accreditation of Healthcare Organizations. We now stand at the forefront of the patient safety movement, the only device recognized by those organizations as a solution to medical errors, assuring patient safety.

Liz and Greg have also worked steadily to keep Venetec in the limelight. It is fair, I believe, to say that as a result of their continual flow of thought-leader letters, news releases and print coverage that Venetec is perceived by all in the industry as a rising star, and as a stellar acquisition opportunity in the near future.

As a CEO for nearly a decade, I can tell you that there are no two more competent and intelligent people that I have ever worked with. They not only know how to do their business in a crisp and cost-effective manner, they also know how to work with temperamental personalities, people under stress, people of all sorts to get a company and its products to the promised land.

Call me anytime if you need more information. I owe it to Liz and Greg and their entire organization for all they have done and continue to do.

Sincerely,



Steve Bierman, M.D.  
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