



Long Island Association, Inc.  
80 Hauppauge Road  
Commack, Long Island, NY  
11725-4495

Michael P. Pinnata  
Office: 631-493-3030  
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Dear Sir or Madam,

I have known Nelson Wax since he started his employment at the Long Island Association. Nelson has been a hard working and dedicated employee of the Long Island Association. I have had the pleasure of working with Nelson on numerous occasions. He has successfully streamlined many of the duplications within the Long Island Association. We have all been fortunate enough to reap the rewards of Nelson's Project Management, Manufacturing and Operations expertise.

As Director of the LIA's Business Improvement Services, Nelson was the catalyst and driving force behind the Long Island Association's Business Improvement Services. He was responsible for the marketing, sales, and the forging of strategic alliances within the Long Island Association in order to launch this start-up operation.

Nelson Wax is an intelligent, honest, and highly respected individual within the LIA. He is a superb team leader as well as an outstanding team player. I highly recommend him for employment within your company.

If you need to speak with me directly, please call me at 631-493-3030.

Sincerely,

Michael Pinnata  
Executive Vice President  
Long Island Association

*Serving Long Island since 1926*