

March 1, 2018

Jim and Josh Kratochvil  
International Revolving Door  
2138 North 6th Avenue  
Evansville, Indiana 47710

Robert A. Johnson  
3720 North Martin Luther King Jr. Dr  
Decatur, Illinois 62526

Dear Jim and Josh Kratochvil:

Please accept this letter of recommendation to use at your discretion as a testimony of my belief in your company and the ability of IRD to deliver a quality, American designed and built product. As a construction administrator with [a major insurance company] for 33 years I managed design and construction projects, from idea to occupancy, in excess of \$500,000,000. As part of these projects, I managed the master agreements for revolving security doors from 2002 until my retirement in 2018. After researching and viewing the handful of other revolving security door companies and products in the very small group of providers, IRD stands as the leader of the industry.

A business decision in 2016 dictated that I re-evaluate the master agreements and research the five manufacturers in the revolving security door industry. Of the five researched, only three were chosen for further evaluation as the other two were deemed not worthy of further review. I visited the factories of three remaining manufactures, including IRD, and was able to see exactly how the doors are built and the materials and electronics used in the doors. Of the three remaining companies, only two are actually built in the United States and of the two, only IRD is an American owner and manufactured product.

I was able to see all three companies' doors in pieces and was able to witness that IRD doors are built to a higher standard with sturdier materials and overall design. From the canopy to the carrier arms to the electronics, IRD is a much superior door over the other manufacturers. In evaluating the electronics, IRD is the only door capable of evaluation from a distance with the internal modem and independent phone line, an invaluable feature that only IRD can provide. With over 80 doors installed, I found this feature extremely valuable with doors located across the United States.

Another superior feature of the IRD door is the adjustable speed of the door with a higher throughput in both directions than the competitors' doors, especially important to a building with nearly 13,000 occupants. The IRD door also provides anti-tailgating in both directions, a standard on IRD doors while an added cost option on others yet not even available on some competitors' doors.

In summary, I highly recommend IRD security revolving doors and in my opinion the best and most durable in the industry. I can be contacted in person at 217.875.0958 or at [raja9b1@comcast.net](mailto:raja9b1@comcast.net) if additional discussion is necessary.

Sincerely,

Robert A, Johnson