



To Whom It May Concern:

Founded on the principles of integrity, innovation and quality, Cochran, Inc. is a Pacific Northwest tradition. A full-service company, we offer expertise in electrical design, construction and service, voice and data structured cabling systems, and security systems. We handle projects ranging from one-hour service calls to complex, multi-phased design/build projects and have tackled some of the most complex and varied projects in the Pacific Northwest.

One of our specialties is working with Owner Clients in the pipeline and petroleum tank terminal industry. We have been a member of ISNetworld since 2008 and our relationship with ISNetworld has given our company additional exposure, opening new doors of opportunity to work with a wider variety of Owner Clients within the industry.

Working in the pipeline and petroleum tank terminal industry, we have many requirements that pertain to the Department of Transportation-Pipeline Hazardous Safety Materials Administration (DOT-PHSMA). The innovative data-systems of ISNetworld have allowed us to easily input our health & safety information through one streamlined process. Through ISNetworld, we have been able to stay competitive within the industry.

Cochran, Inc utilizes the Review and Verification Services (RAVS) component of ISNetworld, ensuring that our HSE and Insurance information is accurate and available to our Owner Clients. Their streamlined system allows us to submit our documents one time for the use of all of our Owner Clients. ISNetworld is continually updating their website to keep pace with fast-growing technology. We are able to ensure that our information is up-to-date and accurate at all times.

ISNetworld has a knowledgeable Customer Service team who assists us with our account at our request. We have been impressed with the timeliness that our inquiries are handled.

Overall, our relationship with ISNetworld has enabled us to successfully compete in an aggressive business market. If I can be of further assistance in providing information about ISNetworld, please feel free to contact me.

A handwritten signature in black ink, appearing to read "Renee Doane". The signature is fluid and cursive, written over a white background.

Renee Doane
Office Manager
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