



December 13, 2017

To whom it may concern:

I'm happy to write this letter in support of Elijah Raffo, who interned for me at Townshend's Tea Company from 7/12/17 to 8/31/17. His task was to reimagine how we utilize our point-of-sale system, and to design a process aimed at improving our inventory management.

I was immediately impressed with Elijah's ability to stay self-motivated and focused. He asked thoughtful questions, sought clarification when necessary, and communicated his progress on a regular basis. He's energetic, passionate, and driven. Elijah would be an asset to any company seeking those qualities in a candidate.

At the end of his internship, we were able to implement a testable beta version of the POS arrangement that he designed at one of our teahouses.

Please do not hesitate to contact me if I can be of further assistance.

Jake Gano

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