

June 12, 2012

To Whom It May Concern:

Re: Mary Mokka

I am pleased to offer an unconditional reference on behalf of Mary Mokka, following the unfortunate news that the Government of Canada will be closing its Consulate General office in Buffalo. Mary has been employed at the Consulate for over thirty years. I have had the pleasure of working closely with Mary over that entire period, due to my own postings in the United States over a period of some fourteen years, and as Deputy Director of the Division at headquarters with responsibility for U.S. offices.

Mary has the well-deserved reputation of being the “go to” person on just about any question related to Canadian exports to the United States, or United States exports to Canada. Mary created a wonderful program “New Exporters to Border States (NEBS)” which for nearly thirty years has been hailed by hundreds of Canadian companies as the best single program in which they have ever participated. This two-day program answers dozens of vital questions for exporters and provides them with bountiful key contacts.

Mary knows everybody! If a company needs help on the intricacies of crossing the border, Mary can introduce them to helpful U.S. customs and immigration officials, the best customs brokers, best bankers, best distributors, best warehouse operators – best everything! I have referred many dozens of companies to her for such advice, and she always delivers. She is a wonderful facilitator.

The breadth of her knowledge, in addition to the breadth of her varied network, makes Mary an ideal candidate for a wide range of positions and responsibilities. She has repeatedly demonstrated flexibility and a superb ability to adapt to new challenges.

I have absolutely no hesitation in enthusiastically recommending Mary. I would be pleased to be contacted for a more detailed personal discussion. My contact information is provided below.

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