

A.L. Sales
P.O. Box 13455
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(916) 921-6729

December 18, 1991

Mr. Ed Rigsbee
Rigsbee Enterprises, Inc.
P.O. Box 6425
Westlake Village, CA 91359

Dear Ed;

It was a genuine pleasure having you spend the day with us on Nov. 17, 1991. Your professionalism, knowledge, expertise, and training provided a day that was not only enlightening for all that participated, but enjoyable as well.

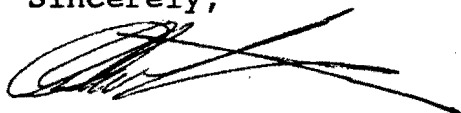
My company has already taken to heart many of the ideas and suggestions that were discussed that day. Our advertising for spring was specifically re-focused along these lines, and our marketing/sales approach by our sales representatives is already starting to pay dividends (even in these current economic times).

Your time spent one-on-one with me, has led me to re-focus some of my companies long-term growth and marketing strategies into areas that had not been previously considered, and to question some current business practices.

We look forward to having you conduct future training and motivational seminars for A.L. Sales, as well as providing consultation expertise on an ongoing basis.

We have also started to make use of your newsletter, by utilizing various ideas, or by forwarding key articles to our sales force.

Sincerely,



Andrew Lambertson
President

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