



WILLIAM R. GOTTSBALL
President

To Whom It May Concern:

Over the past five months, we have been working with representatives of Profit Motivators International. We are pleased to recommend this organization to you. We have found them to be very professional in their approach and successful in their endeavors.

Our cost savings has been more than initially expected and our operation efficiency has improved dramatically. We especially are pleased with the manner in which these individuals have worked with our employees to create a willingness to improve our organization.

The personal dedication and positive enthusiasm shown by this group warrants serious consideration by any organization. We have no reservations in recommending Profit Motivators International to you. Should you desire to discuss this further, please contact us.

Sincerely yours,

William R. Gottshall
President

WRG/cr