



**First National Bank  
and Trust Company**

July 3, 1990

Profit Motivators International, Inc.  
40 Linden Drive  
Boulder, Colorado 80302  
Attn: Phil Martin, Chairman

Gentlemen:

We appreciate your twelve week effort to help us economize while at the same time showing us how to provide better service to our customers.

Our early skepticism over your being able to accomplish both goals has evaporated. We now expect to earn your fee monthly hereafter!

Your 193 page written report, well indexed, serves us well. All but two of your thirty-seven written recommendations have been implemented.

Specifically we were most impressed by your work in:

- Staffing levels.
- Data processing costs.
- Cash management analysis.
- Hardware and software analysis.
- Reduction in paper handling.

It has been a genuine pleasure to work with practical and tested professionals.

Very truly yours,

David M. Mills  
President & CEO

DMM:mls