

# PEOPLES NATIONAL BANK

DON H. KELLY, President

December 18, 1981

I welcome the opportunity to recommend the consulting firm of Profit Motivators, Inc. PMI performed a detailed analysis of our institution during the period of September to December, 1981, and the accomplishments we have made based on their recommendations have been extremely significant.

The majority of our analysis was conducted by David Wolke, and he demonstrated professionalism and is very knowledgeable of banking systems and procedures.

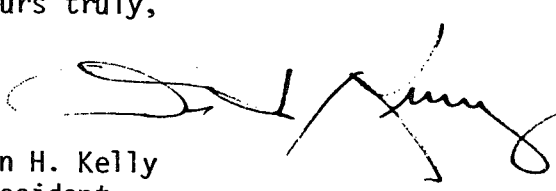
While we, of course, exercised complete control over proposed changes, we approved approximately 85 of 100 suggested changes in our systems and procedures. More importantly, the proposed savings we would realize were far exceeded, and ultimately expect our annual savings to be approximately three times the fees paid to PMI.

We concluded that many of our systems and procedures could be much more efficient, and that even more than I expected, we were considerably overstaffed.

I obviously was indeed well pleased with PMI and have engaged them to perform an annual audit and review.

Should you have any questions regarding their services, I would welcome your call.

Yours truly,



Don H. Kelly  
President

DHK/sq