

W.S. BERMAN ASSOCIATES, INC.

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March 7, 1988

Mr. Richard Eannarino
President
New England Sun Control, Inc.
25 Thurber Boulevard
Smithfield, RI 02917


Dear Mr. Eannarino:

I am writing you this letter in regard to a meeting my wife and I had with Wayne Luther Saturday, March 5th. We were grateful for his having visited us on a weekend as we both work Monday through Friday and our evenings are often quite busy.

Awkwardly, we were one hour late for our appointment. Wayne had waited for us to arrive and appeared to be unaffected by our tardiness. His presentation of 3M products and sincere desire to aid us in selecting the proper application for our needs was apparent.

As an owner of a small service business for 12 years, it was discovered early that the success formula derived from people first and product reliability a close second. It appears New England Sun Control has discovered the same formula, and I am hoping the product performance is equal to your Account Representative and his presentation.

Sincerely,



William S. Berman
President
WSB/lfb