



MID-STATE SUPPLY OF WAUTOMA

DIVISION OF YELLOW THUNDER CORPORATION

Wholesale Plumbing • Heating • Electrical • Cabinetry & Tools

Located at
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January 10, 2002

Mr. Mike Pierron
3633 S. Christopher Court
Appleton, WI 54915

Dear Mike:

On behalf of our sales staff, I would like to commend you for your presentation on 'Priority Management' at yesterday's Joint Sales Meeting. It appears that our salespeople are rejuvenated with a sense of renewal- and your program did much to stir the senses of sales excellence. Please consider this letter as a rousing referral to non-competing distributors throughout the Midwest!

Best regards as you journey into this new career.

Sincerely yours,

A handwritten signature in black ink, appearing to read 'Pete Duesterbeck', written in a cursive style.

Pete Duesterbeck
Sales Manager