



MANUFACTURING INC.

5 March, 1998

Michael Pierron
Dream Big!
PO Box 494
Appleton WI 54912-0494

Dear Mike:

Things are finally getting back to normal around here, so I thought I would drop you a line to just say THANKS! We have received many positive verbal statements regarding your motivational session. As I am sure you experienced by talking with select members of the Pierce family after your session, some of your stories sure did hit home. Many of the *Commandments* can be directly related to the everyday happenings at Pierce and in our outlying sales organizations.

Soon we will be receiving feedback from our National Sales Meeting via a survey. Respondents are given the opportunity to write comments about each of the sessions they attended. Once everything has been compiled, I will forward any comments that I receive relating to your Dream Big! session.

We spoke several times about your plans to complete a book in the near future. If you find that you have any questions about our company, feel free to contact Kirsten Skyba, Public Relations Manager, at 920/ 832-3155.

Again I would like to say thank-you for taking time out speak to the more than 200 sales representatives that make up part of the Pierce organization. Your inspiring words will continue to motivate for months to come.

Sincerely,
PIERCE MANUFACTURING INC

Tracy Hengst
Sales Associate