



Fleetwood Folding Trailers, Inc.
258 Beacon Street, P.O. Box 111
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(814) 445-9661 Fax (814) 443-7320

Mr. Donald Cooper
The Donald Cooper corporation

Dear Donald,

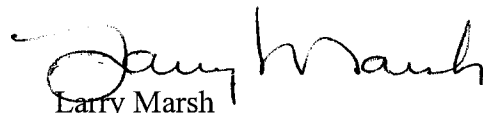
Thank you for your nice followup letter and your complimentary remarks. Coming from a professional, like yourself, we truly value and appreciate the high praise.

We take our dealer meetings and the obligation we feel towards our dealer / partners very seriously, as you discovered. Our desire and mission for every time we have the opportunity to be face-to-face with our dealers is to provide solid, timely and valuable training and education to our dealers and front-line sales people.

Your insights into human marketing for both seminars "How to Increase Market Share in the Face of Ever Stronger Competition" and "8 Essential Steps to Finding and Keeping The Best Staff" accomplished our mission in spades! The subject matter was extremely timely and relevant for our dealers to take back home and implement immediately. I compliment you on your delivery of the message with the perfect blend of humor to punctuate the critical points to be remembered.

Thank you, again, Donald for providing us with a tailored and timely message that was very well received.

Sincerely,


Larry Marsh
Director of Sales and Marketing