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February 1, 2007

Tom Smith
Director of Sales
NACM Gateway Region
2275 Cassens Dr. , Suite 107
Fenton, MO 63026

To Whom It May Concern:

I am writing this to endorse and promote the many advantages of belonging to an industry credit group through NACM Gateway Region.

We have belonged to the electrical distributors group for over twenty years and the benefits have been invaluable. These benefits include:

- Monthly networking with peers in the industry to discuss credit and payment issues.
- Opportunity to clear prospective customers to initiate new accounts.
- Discuss topics vital to our positions and departments as credit professionals.
- Educate and gather information through NACM seminars and workshops that is provided to the group as requested.

I would recommend to anyone, joining a NACM Credit Group as a partner in making their company better informed for all credit related decisions.

Sincerely,

Glenn H. Lohse
Credit Manager

GHL/bmc

Electrical & Plumbing Distributor