

BOYLER'S
ORNAMENTAL
IRON

FINE IRON WORK SINCE 1902

March 3, 1992

Bangs & Company
30 Nancy Drive
Novato CA 94947

Dear Larry:

We would like to take this opportunity to thank you for your efforts to improve our business. It seems that even though we, as a third generation, have brought new life and ideas to a well established business, we also have brought along a lot of old habits and styles from the past.

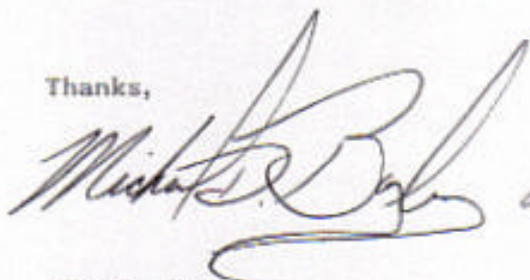
After listening to your seminar at the NOMMA convention and speaking with you one on one, we knew that we were thinking along the same lines. You just knew how to get there.

We had many reservations about working with you simply over the telephone, but I can honestly say that with the addition of the fax transmissions it was "almost as good as being there."

One of the big advantages was your past experience in working with others in our industry. The information was already tailored to our needs as were the systems that we implemented. Had we tried to gain the same knowledge through seminars it would have taken many seminars and hundreds of hours. Even then it is not always easy to pick the right information for your business from seminars that are designed for many different types of businesses.

We have become much more proactive than reactive to our business needs. This along with your coaching and the new tracking systems we have implemented have given us a great amount of confidence that with more hard work 1992 will be our best year ever.

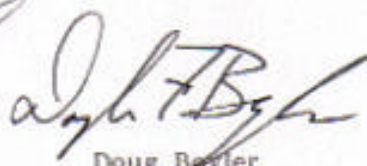
Thanks,



Mike Boyler



Bruce Boyler



Doug Boyler

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