

# HANNIBAL'S INC.

ELECTRICAL CONSTRUCTION (415) 457-4044 FAX (415) 457-6912

P.O. Box 2191 2123 Francisco Blvd. San Rafael, CA 94901  
License #385357

May 7, 1992

Bangs and Company  
30 Nancy Dr.  
Novato, CA 94947

RE: Letter of Recommendation

Dear Larry and JoAnne,

It is difficult for me to express the thanks we have for you both for guiding us to our continuing success in our business, but I will attempt to do so.

For many, many years, our business had been just making it because we were strictly reactive in the way we governed our day to day actions. With your help, we have changed our actions to reflect proactive management. This enabled us to simply plan ahead and project where we want to be, and to eliminate waste of time and labor. This in turn has made us profitable.

You have also helped us in determining our Business Purpose, Values, and Mission for the first time. This has helped us focus on what was and is the most important reasons for us being in business.

Your direction on Time Management has made me more efficient in my day to day dealings with customers. This has made me quit promising things that cannot be delivered which in turn has made my customers happy. Happy customers are paying customers.

Our business still has a long way to go, but with your help, we will move mountains. Thank you so much for pointing us in the right direction. I would recommend you to any type of business that is ready to make changes to realize the ultimate goal....PROFIT.

Sincerely,

Dan McGoon - President



