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**NACD**

**EDUCATIONAL  
FOUNDATION**

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February 7, 2005

Mr. Jeff Vogelsang  
Managing Partner  
Promontory Point Partners, LLC  
5537 S. Hyde Park Blvd.  
Chicago, IL 60637

Dear Jeff:

Thank you for the excellent presentations you made at the National Association of Chemical Distributors annual meeting this past December, in Dana Point, CA. Having heard you twice at TEC meetings in Wisconsin, I was certain that your two concurrent presentations would be a great fit with our meeting theme, "Tools for Tomorrow's Chemical Distributor". You did not disappoint me---or our members.

We had 22 speakers at our meeting. All presentations were rated by our attendees. You received the highest rating of all our paid speakers! I've personally heard from several members who have implemented your tools already. Honestly, I think every one of our members, and for that matter, business leaders from any industry, could benefit from hearing you every year. Your experience and advice on how to avoid becoming a turnaround will always be timely.

We put a lot of time and effort into planning this year's event and it was critical to me that our members have a great time and get business tools that they could actively use in their everyday lives. Your engaging, lively presentation met all of my goals and you helped our association achieve an excellent result.

I'd be delighted to provide an enthusiastic, personal endorsement of your topic and presentation. Please don't hesitate to ask. Thanks again.

Sincerely,



Steve Quandt  
Chairman, National Association of Chemical Distributors

An Educational Foundation of the National Association of Chemical Distributors