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07.23.07

Andy Harmelin
AI Consulting
PO Box 611
Narberth, PA 19072

Andy,

It has been a pleasure working with you. During our initial conversations I was reluctant to have you pursue collections for our two outstanding invoices. As you know, both invoices were 18 to 24 months overdue and my efforts to secure payment had been unsuccessful. Honestly, I was not sure how to proceed.

From the beginning you outlined your unique approach to collections and kept me informed of your progress throughout the process. In both cases you provided the expertise and resources required to receive payment. One of the cases was successfully closed with receipt of payment in full plus interest through your regular collections methodology. The other collections case required an escalated process involving the introduction of legal expertise. Your recommendation of counsel and orchestration of the process went just as smoothly.

While we hope not to encounter the same collections issues with our current clients, time will tell. If issues arise and collections are necessary you will be our one and only call.

Thank you again for your time and expertise.

Regards,

A handwritten signature in black ink, appearing to be 'L. Rossman', written over a horizontal line.

Mr. Lonny Rossman, AIA
Principal