

July 12, 1995

To whom it may concern:

The AGI Consulting Group team of Bob and Lori Bomes has made and continues to make a very valuable contribution to Walco Electric. Working closely with me and our management team over the past eighteen months, they have produced noticeable results, including:

- integrating separate company functions into a cohesive unit;
- helping us to improve and implement appropriate policies and procedures;
- dramatically improving internal communications;
- increasing individual and group commitment and accountability;
- mutually increasing trust and confidence among all team members; and
- significantly increasing our profit margins to their highest level in at least 10 years.

AGI has done more for us than any other consulting firm and we plan to continue our association with Bob and Lori. I welcome addressing any questions you might have concerning AGI and Walco's experience with them.

Sincerely,



Ellis S. Waldman
President