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"service and quality since 1883"

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To Whom It May Concern:

Two years ago, I engaged a consulting firm to help right a steadily declining business. The consultant assigned to my case was Roy Sequeira. We hit it off immediately. Roy had a knack of getting you to understand his point without being condescending, but he made quite sure he got his point across.

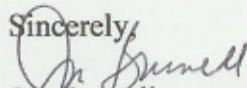
Roy has done a remarkable job here. We have not only addressed the problems, but have worked on ways to prevent them from occurring. I learned more about my business in that time than I had in the preceding 27 years.

Roy has also helped with some difficult problems with my staff. He has shown how these problems hurt my company and other personnel. On his advice, we have transitioned the staff to define and manage responsibilities while giving the employees the recognition they need.

With Roy's help, we have established a system for pricing new work and evaluating existing work to assure that the company remains profitable. In addition, maintaining his cash-flow worksheet has become as normal a chore as brushing my teeth.

Results don't lie and the results have been outstanding. In the first 8 months, we increased sales by \$74,000 and profitability by \$71,000. Those are remarkable statistics. I feel that my company and I are far better off for having hired Roy. I am now able to step back and see the whole picture while having a staff that is more capable, responsible and professional. I am much more enthusiastic about my company and I am constantly looking for ways to improve the "system".

I highly recommend Roy Sequeira as a professional business consultant.

Sincerely,

Jon Brunell
President

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