



September 13, 2006

Mr. Tom Chasteen
The Hardware Conference
91900 Overseas Highway
Tavernier, FL 33070

Dear Tom:

You, Dale and your staff did it again; this year's Hardware Conference was a huge success! Each year the benefits and the experiences provided by the conference in Marco Island get better.

There are a few things that make The Hardware Conference a success for All Points. First, the vendor meeting provides a forum where you facilitate industry trend updates, as well as collecting a comprehensive list of questions important to the vendors to better understand how to improve selling hardware dealers through warehouse or drop-ship programs. Also, the group meals and exhibit hours allow us to meet with existing dealer friends as well as make new contacts. The open dialogue sessions with vendors and dealers allow us to hear the dealer's comments regarding the vendor questions that were generated at the beginning of the week. Finally, the resort is a great location to learn at the meetings, have fun with the family and relax at the end of the day.

The Hardware Conference offers vendors a unique opportunity to network with dealers and gain knowledge how to better serve their stores. We had a great time this year and look forward to forming many new relations in 2007!

Best regards,

Andrew Lee
Sales Manager

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