

THE WOOSTER BRUSH COMPANY

October 29, 2008

Painting America for Over 150 Years

Tom and Dale Chasteen
The Hardware Conference
91900 Oversees Highway
Tavernier, FL 33070

Dear Tom and Dale,

Thank you for your time and efforts in putting on an event unlike any other in our industry in which vendors, distributors and retailers can come together to discuss and share the issues that we all deal with on a day to day basis.

In today's economic environment, everyone is faced with challenges. The Hardware Conference provides an opportunity for all to see the business challenges that others are facing and the steps that are taken to overcome them. During their meeting, vendors share with each other industry trends and can receive important information and ideas on a wide range of topics from freight issues to optimum pack quantities to packaging. No topic is considered off limits.

The roundtable discussions bring the retailers, vendors and distributors together. This forum is usually an eye-opening experience. Retailers and distributors gain a better understanding of why vendors institute certain policies and procedures. Vendors get a real feel for what retailers want and expect from their suppliers.

The vendor exhibits offer an opportunity for retailers and vendors to have one on one discussions relating to current or new assortments, new products, product knowledge or any other topics that need to be addressed.

Lastly, the social events provide an excellent opportunity to continue to make new friends and business contacts while renewing existing ones.

As the motto states, The Hardware Conference is truly "where relationships are formed."

Thank you for including us in this wonderful event. We look forward to participating in the coming years.

Sincerely,

THE WOOSTER BRUSH COMPANY



Casey Mathews
National Account Sales