

The logo for Varsity Contractors, Inc. features the word "VARSITY" in a large, bold, red, stylized font with a black outline. Below it, "CONTRACTORS, INC." is written in a smaller, black, sans-serif font. The logo is set against a background of diagonal stripes in yellow, red, and black.

**VARSITY**  
CONTRACTORS, INC.

January 2, 1989

To Whom It May Concern:

I have worked with Dennis Parker for almost twenty years, and consider him to be an expert in cleaning products and procedures. Every time I'm with Dennis, I come away having learned something valuable. He is a giver and a doer.

In September of this year, Dennis addressed the management of Varsity Contractors, Inc. at our annual convention in Sun Valley, Idaho. His presentation on chemicals opened up a whole new world for our people, helping us understand how chemicals work in cleaning. His remarks on salesmanship were equally valuable. If you have the opportunity to work with Dennis or have him train your cleaning staff, I'd encourage you to take advantage of it. He's one of the best in the industry.

Respectfully,

A handwritten signature in black ink that reads "Don A. Aslett". The signature is fluid and cursive, with a large initial "D" and "A".

Don A. Aslett,  
Chairman