



The Valspar Corporation

Packaging Coatings Group
1501 Reedsdale Street
Suite 400
Pittsburgh, PA 15233
Phone 412-231-6100
FAX 412-231-6446

October 25, 1996

Mr. Guy Hale
Alamo Learning Systems
3160 Crow Canyon Rd., Suite 250
San Ramon, CA 94583

Dear Guy:

It is with pleasure that I endorse the Alamo Learning Systems Fast Track ISO 9000 Registration Program.

All four of the Valspar facilities, which we did concurrently in 1994-1995, have experienced excellent annual surveillance audits in 1996. What this means to me is that we not only achieved registration but also built a viable Quality System in the process.

I am certain that if we had not used the Alamo Learning Systems approach, successful registration in our organization would probably have taken at least three years and we would probably still be plodding along rewriting procedures to this day.

I want you and all the people in your organization to know that I do not hesitate to recommend your approach to customers or suppliers who find themselves in the situation such as we were in when you first addressed us in Pittsburgh.

Thanks to you and all the folks at Alamo who helped make our partnership successful.

Yours truly,

Jack R. McCall
Manager, Total Quality & Training

dmr