

April 24, 2003

John Hirth
Selling Dynamics, L.L.C.
715 West Algonquin Road, Suite D
Arlington Heights, IL 60005

Dear John,

I wanted to thank you for all of the training support you have provided over the past 11 years. Yes, John it's been that long since our two companies began working together. I actually could not believe it myself.

As you know the economy is not very robust, and in particular the machine tool markets. We are finding ourselves in a real battle for every project. I want you to know that over the past 11 years your training has made us a more professional sales force. Our success today in these trying times is due in no small part to that training. We sure aren't winning every battle but your selling technology allows us to win much more than we lose.

As business improves you can expect Schmidt to continue to upgrade and fine-tune our salesmen as well as our managers. Until then I wish you nothing but success.

Sincerely yours,



Hal Durgin
Director of Marketing & Sales
Schmidt Marking Systems