



January 15, 2001

Salt City Records  
2675 West 2365 South, Suite 3  
West Valley City, UT 84119

To Whom It May Concern:

Richards-Wilcox, Inc., has chosen to partner with Salt City Records and Jim Gault in delivering product of our manufacture to the State of Utah.

Richards-Wilcox is a 120-year-old company with nearly 400 employees. Our annual sales approach 60 million dollars annually. Among the products we manufacture are Times-2 Speed Files and Aurora Shelving. The former product dominates the Rotary File Industry with better than a 70% market share. The latter product is also an industry leader placing approximately 30% of all Four-Post Shelving sold in this country.

When we choose to partner with another company we know that everything we built in the past is at stake as a result of that partnership. If our partner fails, we fail. So, we choose our partners very, very carefully. Richards-Wilcox holds 15 public government contracts including eight State contracts and two Federal GSA contracts. In 13 of these contracts we chose not to partner with any individual business. In Utah however, we asked Jim Gault alone to be our partner and to carry our entire office product line to the State using his own financial resources. We did so because Mr. Gault's personal integrity, business acumen, financial strength and sense of customer service were all well known to us. In the entire time that we have done business with him, we have never received a complaint.

If you have any questions concerning this matter, don't hesitate to call me directly. You can reach me at 630-264-4646.

Sincerely,



Patrick J. Reeks  
Government Sales Manager  
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