


FOREMOST[®]
INSURANCE COMPANY

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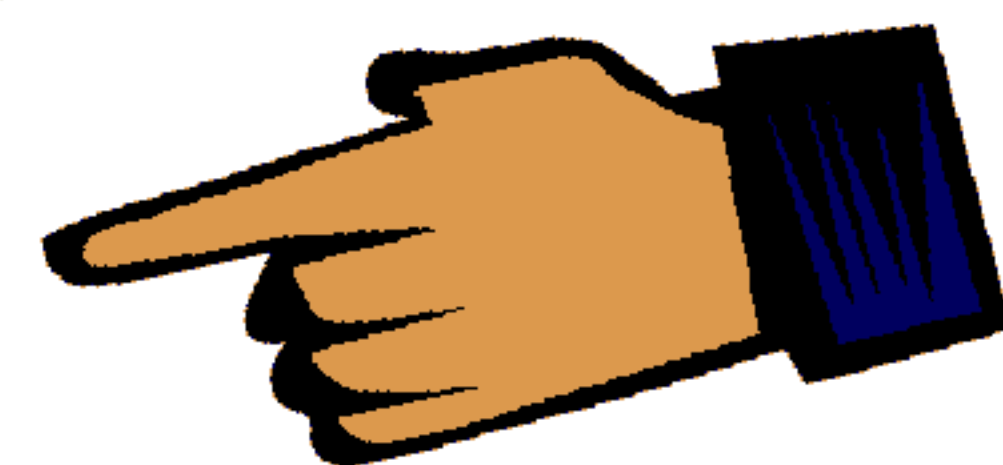
October 19, 1987

S & L Mobile Home Sales
Attn: Leslie Kovach
2100 S. Green
Purcell, OK 73080

Dear Les:

Just a quick note to let you know how much I appreciated all the hard work you and your staff put forth on our fair project. It sounds like to date, we have nearly 10 sales as a result of the fair and many more possibilities.

It have become very evident that your marketing strategies payoff when you put the amount of effort required. I realize that this sometimes takes an extreme amount of time and effort however, you always seem to do whatever it takes to get the job done correctly. Your constant energy and imagination seems to revitalize a seemingly sluggish business. Instead of selling repossessions you are selling a "lifestyle", which is a breath of fresh air for most lenders.



I look forward to our other ideas that we discussed and hope they are as successful.

Best Regards and Good Sales.

Sincerely,


Bill Giswold
Retail Marketing Representative

BG/tkt