



August 12, 1996

Ed Rigsbee  
Rigsbee Enterprises Inc.  
Po Box 6425  
Westlake Village, CA 91359

Dear Ed,

Well the dust has finally settled a bit after our Nashville show. It continued to grow, outpacing last year's show with 18,069 attendees, up from 15,508 last year, and 521 exhibitors, compared to 450 last year. This continues to be the largest show in Nashville and our success is due to the hard work of many, including yourself.

Your sessions were well received by our attendees. Our members need this type of information and I appreciate you making it as specific and targeted to our members' needs as you did. I also appreciate all the time you spent researching and visiting various members. I'm sure you felt the benefit too, with an increased knowledge and awareness of what our industry is going through these days and the challenges we face.

I've attached a synopsis of your sessions for your review. I'm only sorry that there weren't more attendees. Sunday morning is a tough time to get a crowd, especially with our members. But again, good job!

Best regards,

A handwritten signature in black ink that reads "Randy Beck". The signature is written in a cursive, flowing style.

Randy Beck  
Director of Professional Development

Enclosure