



Fiber Optic Components & Instruments
833 Flynn Road
Camarillo, California 93012

805/389-9800
FAX 805/389-9808

June 10, 1996

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

Dear Ed:

I just returned from Lockheed Martin's Astronautics Supplier Conference in Denver where I had the pleasure of accepting their Small Business Subcontractor of the Year Award. I was not only honored but thrilled to accept this award for Rifocs.

I'm writing to congratulate you and say that you also share in the award. The ideas from your book, *The Art of Partnering*, and the knowledge you shared with Rifocs at our dealer conference aided in building this powerful relationship with Lockheed Martin. In fact, I even used the custom overhead slides you produced for our dealer meeting to help in the presentation to Lockheed Martin. It was that meeting that I shared our (your) partnering philosophy that cinched the partnership genesis.

Thank you for all your assistance in helping Rifocs to integrate successful partnering into our company culture. Partnering really does work!

Sincerely,

A handwritten signature in black ink, appearing to read 'Robert Rickenbach', written in a cursive style.

Robert Rickenbach
President