



**Associated  
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**Chief Executive Officer**

Steven C. Vermillion  
Associated General  
Contractors of Virginia

**Executive Director**

Richard W. Moyers  
Associated General  
Contractors of Virginia

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*Serving the Virginia  
Construction Industry  
Since 1924*

May 12, 2006

Mr. Bob Janet  
2720 Bent Oak Drive  
Matthews, NC 28104

Dear Bob:

Thanks for conducting the program on "*Increasing Sales and Profitability*" for us. As you saw that day, response from attendees was outstanding.

While you are most certainly knowledgeable and helpful (as any good speaker should be), you also have the energy and enthusiasm needed to motivate us to be more creative and focused as we market our products and services. Thanks.

Hope all is going well for you and the "Trips".

Sincerely,

Steven C. Vermillion  
Chief Executive Officer