



7/10/09

Metzger Inc
4955 Chestnut Ridge Rd
Orchard Park, NY 14127

Dear Peter and Jane:

I want to personally thank your company for the exemplary RFP you forwarded to Design House recently. I just exited a frustrating meeting this morning where our sourcing department was clamoring about a "procurement" company that forwarded 40 raw pictures from their I-Phone without any data and asked us to go hunt these products down and provide a quotation for them. You can only imagine how vague the instructions were.

We have learned over the years with this process that when garbage goes in, garbage usually comes back. At Metzger Inc, your painstaking attention to detail, all spec's and designs for reference as imbedded pdf's, count required, delivery requirements and not to exceed price points allows an educated response from us or any capable vendor. Your RFP certainly differs from the typical poorly thought out request noted above which "allows" us to get it wrong and being forced to re-addressing the same quote numerous times while deadlines have been missed.

As a supplier who sees all sorts of requests for quotation nationwide, we felt compelled to compliment you on your professional approach. Your client receives access to competitively generated results, apples to apples. We look forward to working with your company!

Regards,

Richard E. Kellaher

Richard E Kellaher
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