



JOHN W. DANFORTH COMPANY
GENERAL CONTRACTORS FOR MECHANICAL SYSTEMS

Industrial Piping • Power Plants • Heating/Air Conditioning • Plumbing • Air and Water Pollution Control

September 15, 2004

LOEWKE ASSOCIATES
190 Murray Street
Rochester, NY 14606

RECEIVED
SEP 21 2004
R. MICHAEL LOEWKE

Attention: Mike Loewke

Re: **RESULTS OF SEMINAR**

Dear Mike:

As you are aware, John W. Danforth Company was pleased to take your seminar titled "Survival in the 21st Century" twice. I already wrote you a letter regarding our feelings on how helpful your seminar was to our company.

Now I have an update and an actual story of **RESULTS which were achieved using the information provided at your seminar.**

We had a job at Batavia Downs for the State of N.Y where the State would not pay us and additionally attempted to back charge us thousands of dollars. Our old approach would have been to get our lawyer involved to solve the problem. This time armed with our new knowledge regarding notice and these provisions of the contract which I learned at the seminar, I met with the State officials to discuss the charges and lack of payment.

After this meeting the State agreed with our position and it also agreed that it no contractual right to charge us back charges and agreed to release our final payment.

I have never had a seminar or training that had such an immediate positive impact on my company. Your seminar saved thousands of dollars in legal fees and wasted time not to say a word about improving our cash flow.

Very truly yours,


Kevin Reilly
CEO/Chairman

P.S. The hand out (resource guide) which we received at the seminar was also extremely helpful in this matter.

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