



Valley Food Service, Inc.  
261 4th Avenue North  
Twin Falls, Idaho 83301

*Hi Sam:*

*It was good to see you at the NW Region ROA meeting last week and I'm glad you were able to find time to attend. You bring a great product and service to our daily restaurant operations and the vendor show at the ROA is a great way for you to showcase your product with a hands on personal demonstration.*

*As you know, I purchased my first eight camera security system from you last fall and the second this past spring. I have been very impressed with your personal attention to service and I continue to be very pleased with your products reliability and effectiveness. So much so in fact, that I am placing an order for a complete system for each of my three remaining full size stores.*

*We use your security system in a number of ways; as a crew and management training tool, a source of information to validate 800# customer issues and a deterrent to crime, both external and internal. Just recently, we had the unfortunate experience of having an employee who decided to help herself to some funds that were not hers. Upon checking the security recordings, it was very evident as to who did what. We called the local police department to report the issue and press charges. We gave the police a CD with a copy of the happenings surrounding the incident to help them with their investigation. The following day the detective called my store manager to tell them we had her without question and that charges were being filed. The detective also told here that this was the very best security video they had ever encountered and that it would be easy to make the charges stick. Sam, this isn't exactly the way I had envisioned your system paying dividends, but it does work.*

*Sincerely,*

A handwritten signature in black ink that reads "Wm. D. Kyle".

*Wm. D. Kyle, President  
Valley Food Service, Inc.*

*cc: file*