

I
S INDUSTRIAL SUPPLY, INC.
I

4601 State Ave., Suite 42
Kansas City, KS 66102
Phone: (913) 287-3100
Fax: (913) 287 7113
www.Industrial-Supply-Inc.com

July 13, 2004

Dear Eric,


I wanted to take the time to drop you a note thanking the entire EZGSA team, and especially Charles Nelson, on your excellent work in helping Industrial Supply, Inc. obtain it's **third** Federal Supply Schedule. From the beginning of the process through contract award, EZGSA always "kept us in the loop." The EZGSA team worked with us to get all the needed requirements accomplished.

Charles's handling of a challenging situation and his ultimate skill in negotiating with the contracting officer was evident in some of the concessions we did not have to make before coming to an agreement with the government.

I look forward to working with EZGSA and Charles over the next year as we work on the various administrative issues that a contract of this size requires.

I wish you good fortune in the years to come. Thank you.

Sincerely,


John Lauve
Senior Vice-President
Industrial Supply, Inc.