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February 22, 2011

Mark Kenczyk
TableForce
10351 Concord Road
Jonesville, Michigan 49250

Dear Mark:

It is my pleasure to recommend TableForce as a premier supplier for negotiation training. During the past three years, TableForce (formerly Garcia and Associates) has partnered with me to deploy negotiation training to over 650 procurement professionals. I emphasize the word partner since I see TableForce as an extension of the TE team.

TableForce takes the time to learn about the culture, strategy and initiatives of the customers they serve. In doing so, they can help the client reinforce key messages and talk in the customer language. TableForce also distinguishes themselves by customizing exercises to the client's industry and products to make the negotiation exercises more real and credible for their students.

TableForce has delivered their training to TE procurement professionals from over 30 countries. They successfully adapt the pace and examples to meet a culturally diverse audience. Students from all cultures find the course both valuable and enjoyable.

In summary, I highly recommend TableForce and am willing to provide more specific feedback upon request.

Regards,

A handwritten signature in black ink that reads 'Karen M. Leggio'. The signature is written in a cursive, flowing style.

Karen Leggio

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