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William Garcia
Director
Primoris Group International, Inc.
8906 E. 96th Street #285
Fishers, IN 46038

Dear Bill,

It was good to hear from you the other day and wanted to take the time to thank you again for the negotiation training workshops you have provided us in the past. I believe to date you managed to train the entire purchasing department and a good portion of the sales group as well.

Bill, I've had the opportunity to attend many different types of workshops over the years and I believe that your real world experiences, coupled with your ability to keep the subject matter entertaining, have led to a high retention rate throughout our organization. The customized role-playing cases allowed us to walk away with some actual in-house negotiation experience. Overall, your workshops were instrumental in reducing procurement costs while helping us gain more favorable terms and conditions from our suppliers. We have achieved annualized savings of 8-10% since your workshops, and I attribute much of our buyer's success to having had your unique training. I have also heard more than one person relate how using your approach and techniques has resulted in significant savings in their personal lives.

I would gladly recommend your program to others as one, which provides a quick, tactic based, return on investment. Please feel free to use me as a reference if you would like.

Please keep in touch.

Sincerely,

Dave Stone
Director
Delco Remy America
International Business