



July 17, 1996

Ms. Theresa Traulsen
Concession Solutions, Inc.
16022 26th Ave NE
Seattle, WA 98155

Dear Theresa:

The High Desert Mavericks are pleased to recommend Concession Solutions, Inc. to venue operators seeking to increase concessions revenue and improve concessions operations.

In April 1996, Concessions Solutions paid a three-day visit to High Desert Mavericks Stadium. The Concessions Solutions team was extremely well-prepared, thorough, friendly and most importantly, productive. Concession Solutions reviewed our gameday operations, personnel, financial performance and team history in order to issue an accurate and complete overview.

Concession Solutions recommended enhancements both small and large. For example, they demonstrated how supplementing 16 oz. beer sales with a 20 oz. product would add to our nightly per/capita revenue. On a grander scale, they also outlined their vision for a sports bar atmosphere in an underutilized outdoor picnic area. In an era when many operators turn to outside concessionnaires instead of making the most of their concession opportunities, Concession Solutions stepped up to allow the Mavericks maximize concessions revenue in 1996 and beyond. In fact, any one of the Concession Solutions' 20+ recommendations probably paid for the cost of the consultation.

Concession Solutions issued on-the-spot recommendations, followed up with a 36-page overview of our operation and continues to provide consulting services six months after their visit. This preparation, comprehensive overview and on-going service makes it a pleasure to do business with Concessions Solutions.

Good luck and thanks again for your visit!

Sincerely,

Steve Pastorino
General Manager