



July 17, 1996

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

Dear Theresa:

Thank you for the excellent consulting services you have provided to the University of Northern Iowa Athletics Department regarding our concession and soft drink vendor bids. We are extremely pleased with the selection of The Swanson Corporation as our new concessionaire and Pepsi as the new soft drink for the UNI-Dome.

Your expertise, understanding, and thoroughness were extremely helpful as we worked through the process that our University had not gone through in over ten years. Because of your efforts, we expect to see a 40% increase in concession revenue and tens of thousands of dollars in promotional revenue from Pepsi. These are funds we never received before and will be very helpful as we work to increase the competitiveness of our sports.

You have done an outstanding job for the University of Northern Iowa. We would be pleased to talk with any potential clients who are interested in your services. Thank you very much for a job well done.

Very truly yours,

Christopher Ritrievi
Director of Athletics

CR/jc