



UNIVERSITY OF WASHINGTON DEPARTMENT OF INTERCOLLEGIATE ATHLETICS

March 30, 1996

Mr. Mike Colbrese
Executive Director
Washington Interscholastic Activities Association
4211 W. Lake Sammamish Boulevard
Bellevue, WA 98008

Dear Mr. Colbrese:

I am writing to recommend that you considering using Concession Solutions to manage your merchandise sales for the state high school basketball tournaments.

The University of Washington Department of Intercollegiate Athletics has worked with Theresa Traulsen on several occasions, primarily in conjunction with NCAA Championships where we are required to sell NCAA merchandise. Theresa and her staff have done an exemplary job of organizing the entire operation, including coordinating delivery and ordering of merchandise, displays, storage and sales at the actual event. As tournament manager for most of these events, I have delegated this responsibility to Theresa and have been very pleased with the results.

Our relationship with Theresa and Concession Solutions has been a very positive one. They conduct business in a first-class manner and our contract arrangements with them have been financially beneficial to the university.

If you have any questions regarding our relationship with Concession Solutions, please don't hesitate to contact me. I am happy to recommend them to you without hesitation.

Sincerely,

A handwritten signature in black ink that reads 'Leslie D. Keast'. The signature is fluid and cursive, with the first name 'Leslie' being the most prominent.

Leslie D. Keast
Assistant Director of Olympic Sports