



**NORTHERN NECK DISTRIBUTING COMPANY, INC.**

March 9, 2004

I am writing to thank Feagan and Associates for helping to create and employ our safety program.

Northern Neck Distributing Company has been in the beer business for over fifty years, and during that time we have learned how important it is to keep a safe working environment.

Mel is always bringing the latest news and ideas to the table. His quarterly safety meetings with our drivers and sales personnel have made safe driving and safety practices a high priority. Mel has assisted our warehouse and office staff in making sure that Northern Neck Distributing Company is OSHA compliant. Additionally, Mel has been instrumental in meeting with our insurance company to help keep our rates as low as possible.

Because of Mel's assistance, in 2003 Northern Neck Distributing Company had just two employees lose two days of work. And last year we had over 267 consecutive days without an injury! That is undeniable success!

I would highly recommend Mel Feagans and Associates to any business.

Sincerely,

A handwritten signature in blue ink, appearing to read "Donald P. Self, Jr.", is written over a light blue horizontal line.

Donald P. Self, Jr.  
Vice President