

December 1998

RE: TERRY GARDNER  
TG CONCEPT DESIGNS

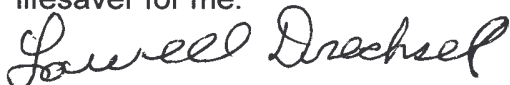
This is an endorsement of Terry Gardner and his design services to any business in need of such assistance.

Gardner assisted my business, in the fall of 98, in gearing production to meet the demands of taking my INSUL VENT product national. I had to gear for anticipated sales of more than 3,000 units, which had to be produced in a 6-month period. The most I had produced in any previous year was about 900 units.

The INSUL VENT is a patented, insulated sewer vent that has proven, over several years of testing, to eliminate sewer vent freeze-up. The INSUL VENT is made to fit five different vent sizes, and is sold primarily through hardware stores. Sales are done through a representative in Valley City who is very well connected to these types of stores throughout the country.

Gardner helped me in several ways. He designed and made tooling for punching holes in the plastic housing to replace my holesaw and drill. He also developed and found a company to make the insulation from styrofoam, replacing fiberglass that was very time consuming to make.

Gardner provided good ideas, was courteous, and provided fast response. He helped reduce work time by 50% and material cost by 25%. His help has been a lifesaver for me.



LOWELL DRECHSEL

Inventor

Fergus Falls MN