

# Familian

PIPE & SUPPLY

May 14, 1992

Falcon General Eng Inc  
572 Collyn St  
Vista, CA 92083

Dear Chris,

Your constant promptness in meeting your obligations has earned you something invaluable . . . an enviable credit record . . . one of which you may well be proud.

It is true that in many companies, accounts like yours go unnoticed and seemingly unappreciated. Those who are slow in paying their bills get most of the attention. This is not the case at Familian.

Please consider this letter an expression of our sincere thanks for the splendid way you have handled your account.

We look forward to continued opportunities to serve you.

Sincerely,

Barbara Larsen  
Credit Manager