



## ALLIANCE ROYALE

Mr. Buck Miller  
% Burkhart Advertising  
1126 Mishawaka Ave.  
South Bend, Indiana 46615

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Dear Buck,

By way of introduction, my name is Terry Debay. I have been working as a liaison contractor for Dave Ardell who owns Fort Security Self Storage in Fort Wayne.

Over the past several months I have had the rare pleasure of working with Brian Pickering in your Fort Wayne office to create and design a new 30 foot sign for Dave's facility.

After several months of re-draws and changes we finally arrived at the finished product. The sign was installed last week by your company and I must say I think the sign is outstanding and the installers were total professionals.

I attribute the entire successful experience to Brian's thoroughness and attention to details and a phenomenal amount of salesmanship endurance! He has been verbally commended by us and we especially want you to know what an outstanding job he did on our behalf.

Dave lives in Santa Barbara, Ca and I live in Newport Beach, CA. We accomplished all our negotiations and the installation of the sign without leaving our door steps! Again, due to Brian's timely e-mails, faxes and phone calls! Just wanted you to know you have a "Gem" working for you in the person of Brian Pickering!

Thank you Burkhart Advertising & Brian!

*Terry & Dave!*

Terry Debay & Dave Ardell

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