



Pan-Tech Systems Inc.

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Reference Letter

Re: Murray Warren/Sell-Mates

Pantech Systems markets and sells point of sale hardware and software solutions to the food and beverage Industry and the retail market.

Our firm has an outside sales force of 5 people and they are responsible for prospecting and closing deals. Murray pursued us as a client of his to expose his ideas on an inside/outside sales force coordination system.

We have worked with Murray/Sell-Mates for 6 months now. His main goal is to pursue our potential client base and sift through them and find the companies that are ready to buy now and set-up appointments with our sales reps. When he has worked with us there is an increase in appointments and demonstrations with qualified prospects which resulted in closed sales.

I would recommed Murray for a knowledge of Direct Marketing, Telemarketing and Direct Mail.

Yours truly,

PAN-TECH SYSTEMS INC.

Peter Hornstein
President

Robert I. Fendrick
Vice-President

PH/lk