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June 16, 2006

Joe Kitzinger  
K-Consult  
N108 W16076 Carriage Avenue  
Germantown, WI 53022

Dear Joe:

Thank you for the very detailed and diligent Telecom Audit you provided Grande Cheese Company via your company K-Consult. Your audit helped Grande Cheese Company negotiate a new and favorable Telecom contract encompassing our DS-1 circuit, Dedicated Long Distance, Switched Long Distance, Audio Conferencing, Web Conferencing and Calling Card services.

The valuable hours of staff time and hard dollars you saved our IT Department were significant! You did all the leg-work, made all the vendor contacts, gathered all the vendor pricing, commitment levels and term length information on behalf of Grande Cheese. You brought us in only when we needed to be there (in the end for final negotiations). It was great to just come in at the end and iron out the smaller details. This allowed Dave Petersen and me to do our jobs and not get entangled in countless hours of vendor presentations, meetings, follow-up calls and price negotiations.

You exceeded all of Grande Cheese Company's expectations in that:

- We asked you to work with our incumbent provider and 2 other major vendors. You provided us with 2 additional vendor options.
- You did all the leg-work for our staff, keeping the team out of preliminary vendor meetings. This allowed the staff to do our jobs and come in near the end for final negotiations
- You gathered all the pricing, commitment levels and contract term length information for us and personally presented your findings to our group with easy to follow tables and a written report detailing your recommendations.
- You backed up your vendor findings and provided us with supporting documentation, information and actual emails from each of the Telecom vendors.
- You advised us on hidden charges and superfluous monthly recurring charges that Telecom vendors like to bury in their bills and contracts as a cost of doing business.
- You offered vendor recommendations based not solely on price but on your personal experience and knowledge of the various Telecom providers.
- Your spreadsheet analysis of the various vendor rates provided us leverage from a pricing standpoint to go back to our incumbent provider and receive additional pricing concessions.
- You suggested asking our vendors for lower annual volume commitments that allowed us flexibility to opt out of this new contract if we desire.
- You presented an independent and non-biased view of each vendor, unlike most vendors who represent solely themselves and their interests.

On behalf of Grande Cheese Company, thank you Joe.

A handwritten signature in blue ink that reads "Dave Hermann".

Dave Hermann  
Director of Information Technology and Services

A handwritten signature in blue ink that reads "David Petersen".

Dave Petersen  
Help Desk Manager

*"Making fine cheese, like making fine wine, is indeed an art...steeped in tradition and pride."*