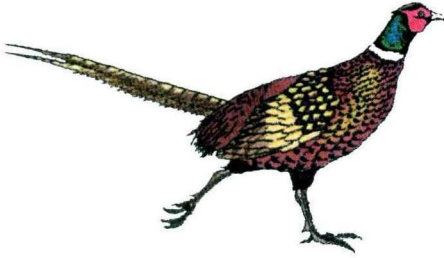


## PHEASANT RIDGE & WALTERS RIDGE GOLF COURSE



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Date: 01-19-04  
John Bermel PGA Pro  
Men's Golf Coach At University of Northern Iowa  
Club Pro at Pheasant Ridge  
Cedar Falls, Iowa

Fellow PGA Pros, Owners and Managers,

I just want a minute of your time to tell you about Fairway Golf & Accessories and the "Golf Cart Advisor" opportunity. The "Golf Cart Advisor" is an attachment mounted on all the rental carts at Pheasant Ridge. Briefly it provides all the information that a new golfer or seasoned golfer could possibly need to help them lower their score. It helps speed up play so more rounds can be played in less time. The golf course will stay in better condition with visual reminders for golfers to repair ball marks, rake traps, use trash containers, cart paths and etc.

The "Golf Cart Advisor" is a patent pending proven product originated and manufactured in Iowa by Iowans. For year's promotional materials such as scorecards, golf cart yardage books, tee signs, benches, pocket handbooks and others have been produced by out of state companies. Fairway Golf & Accessories are based in Des Moines and work with courses throughout the state. The "Golf Cart Advisor" will no doubt help to increase sales of company outings, individual rounds, cart rentals, concessions, driving range and promote good will with the local business community. I believe that any course could benefit from this proven product.

I highly recommend the "Golf Cart Advisor", and Fairway Golf & Accessories for unique golf products and service to increase your revenues.

Call me at the Phone Number below or contact Fairway Golf & Accessories if you have any questions.

University of Northern Iowa Golf Coach  
Club Pro Pheasant Ridge  
Cedar Falls, Iowa  
319-266-8266

A handwritten signature in cursive script that reads "John J. Bermel".

