



C.A. Papaellina & Co Ltd

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Ref: CA/EYK/92

10th January, 1992

Mr. Theo Hadjiyiannis,
Director - General
The Cyprus Institute of Marketing
P.O. Box 5288,
Nicosia

Dear Mr. Hadjiyiannis,

Re: Salesmanship Seminar for our Salesladies

We write to express our sincere thanks and gratitude for offering to our sales personnel such an outstanding training program on Salesmanship.

All 23 participants expressed their full satisfaction on the high degree of organisation and the high calibre of your lecturers.

We have already noticed positive results in the participants' selling efficiency and we are convinced that our Company as a whole has benefited.

As such it would be our pleasure to recommend your programs to any other organisations.

We earnestly hope that you would be prepared to collaborate with us in future on a more systematic basis, and to that effect we very much look forward to working with your esteemed Institute.

Yours sincerely,
C.A. PAPAELLINA & CO.LTD.,

Christina Antoniadou
Cosmetics Division Manager