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March 31, 2006

Foley-Belsaw Company
1760 Universal Avenue
Kansas City, MO 64120-9966
ATTN: George Doetzl, Director

Dear Mr. Doetzl:

I recently received a solicitation from your company to enroll in a class to become a professional locksmith. Actually the solicitation was addressed to someone else who receives mail at my post office box, but I opened it by mistake because we share the same last name.

I read your solicitation with great interest as I am looking to make a career change. I never thought of becoming a locksmith, but now after reading your informative brochure, I see it as a new career and moneymaking opportunity. It is something I'm giving serious consideration to.

I wrote a letter last summer to a lock smith shop (it was actually called the "Lock Smith Shop" -- how original) in Wooster, Ohio. I asked them how much a certain project would cost me. It was a pretty detailed job that involved changing all the locks and keys for all the doors, locks, car ignitions, etc. that I own into locks where I would be able to use one single key to open and operate everything. This obviously is a very large job and would require top locksmith expertise. I never even considered that if I simply learned how to be a locksmith, I could just do the whole conversion job myself -- and probably do it at cost without paying for all the labor that is involved.

Did you train the locksmiths at the Lock Smith Shop in Wooster, Ohio? If so, I hope you didn't train them in customer service practices, because they never responded to my inquiry. Does your curriculum include any training in customer service relations? If not, you should consider adding it -- especially if you really do provide your graduates with ongoing "access to technical information, updates on training and information on current business opportunities" as you say in the brochure.

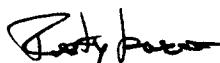
My family and I stayed at a hotel in Wooster just two weeks ago where we met my parents for an afternoon. I thought about stopping in at the Lock Smith shop to confront them, but I have a wife and children to think about. So instead of dropping in on the guys at the Lock Smith shop, we went to the Smuckers store in Orville to buy some jam and peanut butter. They have a lot of great stuff there for sale.

I am interested in finding out more about your program, but I did not want to return the card I received since it has a name other than my own printed under the phrase: "REQUEST FOR CAREER KIT FOR..." It does say below the name: "If your name or address is incorrect, cross out incorrect information and print correction above." But because there really is someone by that printed name who receives mail at my P.O. Box, technically the name and address are not incorrect. So I didn't know if I was allowed to cross out the name and replace my own if the conditions which allow for crossing out the printed name weren't really met. I also didn't want to claim my career kit using a pre-printed priority code number if the priority code was not meant for me.

I know that locksmithing is a very serious job and the ability to make spare keys and open locked locks could present opportunities for an unscrupulous locksmith to engage in dishonest activities. Are any background checks done on the applicants to your program? Again, if there are pre-screenings, I would not want to hurt my chances of being accepted into the program by crossing off a correct name and substituting my own on the Career Kit Request card or by claiming/stealing a priority code reserved for another individual.

I also see from your brochure that classes are now forming and I must reply to this offer before April 21, 2006. When do the classes actually start? Because I don't want to miss out if it means I won't get the chance to enroll again before this time in 2007. If I miss the April 21st deadline, do you have another course starting up in the late summer or fall of 2006?

Sincerely,



Rusty Lucas

p.s. Does the Foley-Belsaw Institute have any baseball caps bearing the school name and logo? There are two gentlemen (I assume licensed locksmiths in the work force) pictured in your solicitation wearing baseball caps, but I am unable to clearly see the words or images printed on the caps. Do most professional locksmiths wear baseball caps on the job? If I were to be trained as a professional locksmith, I would prefer to proudly wear a hat showing off where I received my training. Please send me a free Foley-Belsaw Institute baseball cap right away! I hope this is not something that cannot be issued prior to my enrollment and graduation. If necessary, I will sign a letter of intent to enroll in your program if that will expedite my baseball cap.