



*Established 1900*

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2004  
*Chamber of the Year*

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December 13th, 2004

Dear Roy,

The Trail and District Chamber of Commerce would like to express our sincere appreciation for the presentation that you made on June 16<sup>th</sup> 2004, in Trail B.C., addressing the issue of "Big Box Retail Stores". The information was timely and well-received in conjunction with the anticipated opening of our Wal-Mart. (November 2004)

Your presentation was humorous and left a clear message about how smaller retail enterprises can gain the competitive edge. We would not hesitate to recommend you to any other community or organization seeking expertise on this topic. We look forward to having you return to the Greater Trail area should the occasion arise.

Thank you for sharing your knowledge and experience with us.

Sincerely,

Shane McIntyre  
President



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