



**First American Title Company  
1600 West Street, Redding, CA 96001  
(530) 243-4525 Fax - (530) 243-0943**

**June 11, 2004**

**Ray Morgan Company  
1109 Hartnell Avenue  
Redding, CA 96002**

**Re: Paul Cavagnaro**

**To whom it may concern:**

**In regards to the above referenced information, please consider this a letter of recommendation for your Sales Person, Paul Cavagnaro.**

**I've known Paul now for approximately 5 years. It just so happens, when I moved into the Redding area and took my new job at First American Title Company, Paul was in one of my branches "selling his wares". We found a common bond, in that we both attended Chico State. Ever since that day, he's been my number one choice for the purchase and service of copy machines and faxes and printers, just to name a few items.**

**I have found Paul to be very trustworthy, sincere and honest Sales Person. Those are his best selling points. Of course he sells a great product, but ultimately, it's the Sales Person who makes sale and Paul does an exceptional job.**

He always has your best interest in mind when he's telling you about the last inovations in his business. Whether it's a copy machine that makes a "thousand copies a minute", a combination copier/fax or that fact that he has a better machine to sell you that will actually cause you to have a better bottom line by costing you less.

Paul is an ABSOLUTE asset to your company. And I am thankful that I have somebody such as he, watching out for my better interests.

Thank you again for your great products and a TERRIFIC Sales Person!

Very truly yours,

  
Galen E. Schmidt  
County Manager  
Shasta & Trinity Counties