

FESTO PNEUMATIC

FESTO CORPORATION • 395 MORELAND ROAD • HAUPPAUGE, N.Y. 11788 • (516) 435-0800 • TELEX: 96-8399

June 14, 1996

RE: Dr.-Ing. Artur P. Schmidt, Managing Director,
BLUE PLANET TEAM NETWORK

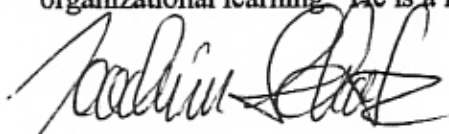
To Whom It May Concern:

I am very honored to submit the following information concerning Dr.- Ing. Artur P. Schmidt. Working as a Vice President of Sales and Marketing for FESTO Corp. in Hauppauge, New York, I first met him during the summer of 1994, while he was conducting research and interviews for a communication analysis within FESTO Corp. USA. This report was done on behalf of the Corporate Board for the FESTO world headquarters in Esslingen, Germany.

Knowing Dr.- Ing. Schmidt personally now for two years as the Managing Director for BLUE PLANET TEAM NETWORK, Communication and Innovation Consulting in Stuttgart, Germany, I admire his professional and human qualifications. He is a highly analytical man with excellent communication skills and with a deep understanding about the idea of the Learning Organization.

His radiation of positive energy inspired me and the managers who met with him at FESTO Corp. His charismatic personality, his confidence and his ability to find solutions to problems make him an extraordinary counselor in times of change and transformation. He is a visionary man who has a clear understanding of future trends and strategic necessities. He touched me with his deep honesty and the firm belief to do what is right rather than what is popular. His objective is always to optimize the viability of the company and the team spirit between employees.

With his leadership skills and his motivational strength Dr.-Ing.Schmidt could work highly efficient in any company committed to open communication , team spirit and organizational learning. He is a rare asset of today's business community.



Joachim Scholz

Vice President Sales & Marketing
FESTO Corp., Hauppauge, New York