



Distributors of Unique and Imaginative Wine Accessories

March 29, 1991
VINOTEMP

Attn: Asanti, Alvin & Francis

Hi Ya'll

I just wanted to send you a little note to express my sincere appreciation for all the help and support you have given us over the last couple of years.

I have to admit that when we first started, I was a little nervous. I have had a few bad experiences dealing with wine cellar suppliers during the years that I have been with IWA. You guys have been great! I have come to realize that I can count on the Vinotemp to be a quality product and the Vinotemp staff to offer the best customer service possible. Quality and customer service is hard to find in this business!

I have enclosed for your inspection several copies of the new 1991 Summer Catalog. We have made a few new interesting additions, such as MAJIC MUSHROOMS! I am hoping that by expanding the VINOTEMP line to 2 full pages we will increase sales considerably (see page 20 & 21). Alvin, thanks for your help in the layout and pricing of this new spread.

It seems we always hear about the problems and we seldom hear thank you for a job well done. So, Thanks Guys!

Very truly yours,

Gail Blair/Sales Manager
INTERNATIONAL WINE ACCESSORIES