

Boole & Babbage, Inc.

2115 Butterfield Road, Suite 102  
Oakbrook, Illinois 60521  
312/629-8910

**Boole &  
Babbage**

August 9, 1985

To whom it may concern:

This is a letter of recommendation for Daniel J. Lappin. I have directly supervised Daniel since he started with Boole and Babbage in June 1983. His hard work, discipline and good sales skills have made him successful here at Boole and Babbage. He has been a valuable member of my sales team, always contributing ideas. Losing his participation will be a significant loss.

Unfortunately, Daniel's sales position was eliminated without any notice. This has occurred because of extended corporate financial losses. Layoffs have occurred throughout the corporation, effecting many senior employees.

You will find Daniel to be very intelligent, hardworking and persistent. He will be an asset to any company's sales team.

If you would like to discuss Daniel's credentials with me, please call me at 312-629-8910 or 312-649-0123.

Respectfully,



Bill Seno  
District Manager  
Sales Manager - Canada

I concur with the above comments of Mr. Seno and I feel that Dan would be an asset to any organization.



Glennon H. Bagsby  
Central Regional Manager  
Boole & Babbage, Inc.