



# Beverage

WHOLESALEERS, INC.

AFFILIATED COMPANIES:

Weatherhead Distributing

MinnKota Recycling

Patrick Gallagher  
Corporate Adventures, LLC  
101 College Street SW  
Valley City, ND 58072

Dear Patrick:

The custom training program for enhancing team productivity you just completed for MinnKota was well received and informative. Using the DISC Classic model for each team member of the sales and production committee groups is a great first step to help understand the diversity of interpersonal styles within each group. We will be using the curriculum to develop better individual performance and development plans each trimester and to stimulate innovation and productivity gains within MinnKota's operating groups.

We have used the DISC model several times in the past to help select final candidates for key positions in our company. It has proved to be a valuable tool during the hiring process.

Thank you for taking the time needed to present a quality program at our training center in Fargo.

Sincerely,

Randy Christianson  
President