

# FRITZ AG CONSULTING & MANAGEMENT, INC.

*Agricultural Consulting & Management*

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April 1, 2003

Weston County Extension Office  
Attn: Bill Taylor  
1225 Washington Blvd, #4  
Newcastle, WY 82701

Dear Bill:

Thank you and your staff for the great presentation of "Right-risk" workshop you did in Sundance on January 28, 2003.

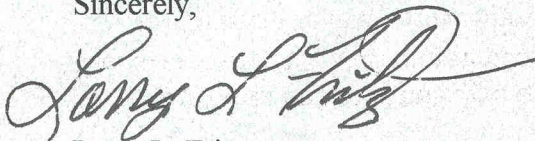
We urge you to continue this type of risk-management. Your workshop involves training that is new to many agricultural people in ways, ie:

- Financial training (managing debt)
- Using a laptop, or any computer
- Using the web
- Using a game instead of real life to familiarize themselves to:
  - Average moisture
  - Average costs
  - Changing management tradition (marketing/purchasing – feed & cattle)
  - Planning, (management and financial) does help control risk
  - Hedging, options

Most workshops are based on production; yours concentrated on financial and marketing risk. Bankers confirm this is our weak area.

When you have another workshop of this type, we certainly plan to be there.

Sincerely,



Larry L. Fritz  
President