



July 5, 2007

Steve Colyer  
Program Director  
Export Readiness Training Program  
Miami Dade College School of Business  
300 NE 2<sup>nd</sup> Avenue, Suite 3704-4  
Miami, FL 33132

Re: Value of Export Readiness Training Program

Dear Steve,

R. L. Schreiber, Inc. would like to express our gratitude for the benefit our company received from the Export Readiness Training Program. R. L. Schreiber, Inc. has been a manufacturer of food bases, gravies, sauces, spices, spice blends since 1968 and previously had little or no exposure or experience in exporting. The company could be characterized as conservative in nature and averse to exposing ourselves to unnecessary financial or business risks. We intentionally avoided exporting because we were ignorant with regard to the process.

The ERTP program provided information and materials that helped us navigate and feel more confident in exploring expansion into export sales. We have been able to tap into outside resources and participate in additional training offered by the U.S. Commercial Service. We appreciate your continued support and contact which has helped us to stay informed and able to participate in trade missions in the local area and other countries.

We continue to work on expanding our export program. We have had success in finding a company to distribute our products in Trinidad and Tobago. We are working with a distributor of our products in Puerto Rico.

As we solidify our current export business, we continue to set our sights on additional target markets with a hope for expanding our export business into the future.

I would recommend the ERTP program to any company wishing to enter into or expand their exporting knowledge or business. Thank you for allowing us to participate in this program, and thank you for your continued support.

Best regards,

Tina M. Michel  
Managing Director