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April 9, 2007

To Whom It May Concern:

This letter represents my personal recommendation of Vince Lombardo for an outside sales position with your company. I hired Vince at Dialog Corporation, A Thomson Company in August 2003.

Vince possesses a balanced combination of empathy and ego. This means that he has the right amount of confidence when seeing a customer without coming across as cocky. He also demonstrates empathy by being able to put himself in the client's position. This allows him to understand the client's point of view, thus helping Vince to formulate the proper solution for each client he meets.

Vince's professional appearance and demeanor are first class. He understands the conceptual, consultative selling approach, and he does this with a great deal of enthusiasm. He builds rapport quickly, and has a genuine concern for the customer. He is a fast learner and possesses many transferable skills.

I strongly recommend Vince Lombardo to your organization. I am confident that he has what it takes to become a major contributor to your sales team. Please do not hesitate to contact me with any further questions about Vince or his qualifications.

Sincerely,

A handwritten signature in black ink that reads "Stuart Recher". The signature is fluid and cursive.

Stuart Recher
Director, North America Strategic Accounts Group

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