

Mount Allison
UNIVERSITY

Founded 1839

9 May 2005

EXTERNAL RELATIONS

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Mr. Kevin Graham
President, Lookout Management
23 Chestnut Hill
London Ontario N6K 4J5

Dear Mr. Graham:

I am writing to express my pleasure with the alumni market research work completed by Lookout Management Inc. The final product was professionally presented at the staff, Executive and Board levels. Many have commented on the rigor of the project which adds credibility to the findings, building further confidence among all in advancement work being done by Mount Allison University's External Relations.

The results are and will continue to be of importance as we move forward with new relationship building plans and with the largest fund raising campaign in the history of Mount Allison University.

You and Innes van Nostrand deserve a lot of credit for the credible work. I believe this to be a most important investment by Mount Allison that will provide us with a significant return on investment.

Thanks. I am sure we will be working together again.

Respectfully yours,



Floyd W. Dykeman
Vice President