



July 23, 2007

Jeff,

Thank you for taking the time to speak to our Worthington group on Friday. What sticks out in my mind is the importance of organization. You made the comment to condition your environment. I feel that organization is my strongest asset. I can be as productive in my office or in my car traveling to a customer. Time is money, so organization plays a major role. Being able to locate the necessary information or documents in a timely manner is a key factor to success.

You emphasized the importance of seeking completions. Always follow up with the customer, whether it is a positive or negative situation. A salesman could lay the foundation and do all the legwork, but nothing is achieved if it falls through the cracks. Lets be honest, today's customers are lean and overly busy. It is very important that we make it a point to always follow up and seek completion!

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