

75 Atlantic Street, Hackensack, NJ 07601
Tel. (201) 488-0121 Fax (201) 488-8792

Mr. Fred Fisher
Andover Realty, Inc.
185 East Union Ave.
East Rutherford NJ 07073

Dear Fred:

Kindly refer to our recent telephone conversation during which we informed you that we have signed a lease with Mr. John Tucci for a building on Joseph Street in Moonachie. As you know, Bob Kirkpatrick came across this property by accident. While there were already lease negotiations in progress with another party, the building became available again quite suddenly.

We are sorry that we could not make use of any of the properties you had shown us since the beginning of the year. We greatly appreciate your time and efforts in accommodating our time table and arranging a 'tour' sometimes on very short notice. Your documentation as well as your approach was very professional.


As you know, we had made a relocation study during the first part of 1995 and you were very helpful in providing information and assistance which helped us make certain decisions early. Later in the fall of last year we had to present a purchase vs. lease comparison to the Board of Directors. Again, you were kind enough to supply us with valuable information.

It was because of your helpfulness as well as your friendly and professional conduct that we selected Andover Realty, Inc. to help us find another building, which, for reasons outlined above, did not materialize in a 'sale' for you.

Once again we express our thanks to you for your help and remain,

Sincerely yours,

RONDO INC.


Alfred Zufflueh
Vice President Finance

