



FUTURE KEYS, INC.
A Great Clips® Franchise

January 31, 2003

To Whom It May Concern:

I have been working with Bill Hutchison, Jr. and Hutchison Sign Co. for over 10 years. He assisted me in my signage needs for my very first GREAT CLIPS salon and has been with me every step of the way, including the recent opening of my 39th salon. During that time, I have found Bill and his staff to be very easy to work with as well as helpful in taking care of my signage maintenance needs quickly and efficiently.

And speaking of maintenance, I have had a number of sign vendors over the years come asking me for my business, including some touting the low maintenance of LED exterior signage. However, based on an analysis of our maintenance costs over a 4 year period, our maintenance costs for our exterior signage has been significantly below the industry standards that the LED vendors have used to try to convince me to pay more upfront for their LED signs. While LED "may be the future" of the sign industry, I believe excellent quality neon signage is still our best approach to exterior signage and that the maintenance analysis we did within our own company is a testament to the quality work that Bill and his staff have provided to us over the years.

I am happy to recommend Hutchinson Sign Company to anyone.

Sincerely,

A handwritten signature in black ink that reads "Keith Niehaus". The signature is fluid and cursive, with the first name "Keith" being more prominent.

Keith A. Niehaus, CPA
President

KAN/sn