

February 27, 2003

Mr. A.B. Sullivan
Manager of Brand Management
AMF Sports Company
Allendale, NY 04478

Dear Mr. Sullivan,

Dr. Allen Smith, Professor in the Marketing Department at the University of Hartford, told me that he had a recent discussion with you about your plans to expand your product lines into an area that is of particular interest to me, namely, sporting goods. My bachelor's degree in marketing, my sales experience, and my sports involvement make me feel confident that I would be an asset to your company.

That last two years I have worked in the Mickey Mantle Sports Shop in Willimantic full time during summer vacation and 15 hours a week during the academic year. My first assignment in this multi-line store was waxing and fixing skis. Within a few weeks, I began to fill in on the sales staff and by the end of the summer I was working full-time selling on the floor. The second summer I was promoted to supervisor of the ski shop and handled all the ordering and personnel for both sales and repairs. I also assisted the store manager in projecting the winter, holiday, and post-holiday sales. I have thoroughly enjoyed my work at the store but am anxious now to extend my experiences into a large marketing organization.

The enclosed resume gives some indication of the depth of my academic background, my active involvement in collegiate and community sports, and my leadership in extracurricular activities. I am confident my record in all three areas could be useful in your organization.

I would like the opportunity to talk with you about your developing product lines and to discuss with you my keen interest in working for AMF Sports Company. I will call you later next week to see if we can schedule a meeting soon. Thank you for your consideration.

Sincerely,

Charles Thompson

Enclosures