

A & J Sharp Investments Inc.

For about 5 years now, ADI has been offering its dealers across Canada the option to use the A&J Sharp extended terms plan to help finance certain purchases either for their sales inventory or for their rental business.

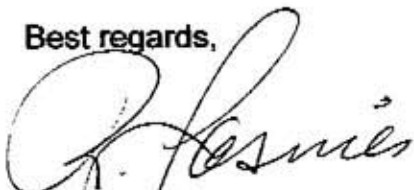
We have come to value this financial tool as a very effective and persuasive way to close sales and overcome dealer hesitations. Often we feel that we are doing the dealer a favor in helping to relieve cash flow pressure while making it possible to take advantage of deals or specials.

Most dealers who have rental departments appreciate the extended terms immensely, it really makes the difference between a "yes I'll take it" and a "I'll think about it"...

You provide a pertinent and valuable financial alternative to ADI and we look forward to growing our relationship with A & J Sharp.

Thank you for the great service.

Best regards,



Richard Lasnier
President
Audio Distributors International