

Price Waterhouse LLP



To Whom it may concern

From/Location Mariann Kurtz, Price Waterhouse, Management Consulting Services

Date March 30, 1996

Re Letter of Recommendation -- Business Support Center of Swidnica

I am writing in reference to Business Support Center of Swidnica. Professionals from the staff of the Center have worked with Price Waterhouse for the past 16 months as a senior trainers in the delivery of a nationwide training program managed by Price Waterhouse.

By way of context, please allow a few words to describe the project. Price Waterhouse designed and delivered a seven-day training course to managers and workers of state-owned enterprises and local privatization officials from each of the 14 Delegaturas in Poland. This project was designed under a mandate from the Ministry of Privatization and was funded by the United States Agency for International Development. The objective of this program was to enhance participants' abilities to manage their enterprises in a market economy and prepare them for privatization. This massive undertaking was accomplished only because of the excellent support and participation of the Business Support Centers around Poland and their seasoned professionals.

One mandate of this project was for Price Waterhouse to develop the skills and capacities of local trainers. We were fortunate to be introduced to the Business Support Center network quick early in the project. The first measures taken were "Trainer-the-Trainer" courses which Price Waterhouse delivered to representatives of the Business Support Center network. The original intention was for these local trainers to serve as "co-trainers" during the course. Their role would be to facilitate small group discussions centered around course materials and case studies. More than 50 representatives of Business Support Centers have participated in this role.

The representatives of the Swidnica Business Support Center also participated in this role but have become a far more integral part of our training team. Michal Jarczynski, a finance and accounting specialist, and Krzysztof Brzozowski, a marketing specialist, not only served as co-trainers during the course, the took on the roles of senior trainers. They lead lectures, course exercises, and case study discussions nearly every week that

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the course was offered.

Michal and Krzysztof are outstanding professionals who bring an important mix of technical competence, experience, and seasoned skills as trainers. Both received consistently high marks (on participant evaluations) for their knowledge and presentation skills.

The Business Support Center in Swidnica is an invaluable resource both for Price Waterhouse and for local businesses. I consider this center and its representatives to be a leader in the economic development and transformation of Poland. These professionals use their experience and expertise, but more importantly, their energy, tenacity, and commitment to growth, to help Polish businesses improve their ability to compete in a changing market.

I highly recommend this Center and its professionals to you. Although this particular project has been completed, Price Waterhouse continues to seek cooperation and collaboration with the Business Support Center in Swidnica. I encourage you also to seek opportunities to work with this Center. I'm sure you will come to value the professionals there as much as I do. If you have any questions or require any further information, please do not hesitate to contact me.

Sincerely,

Mariann Kurtz
Training Project Manager

Price Waterhouse -- in Poland 48-22-623-64-62; in US 703-741-2236

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TO SEND BY E-MAIL**

