

## Now this guy works for us...

-----Original Message-----

**From:** Keith Lynch [mailto:klynch@ipa.net]  
**Sent:** Tuesday, February 25, 2003 12:26 PM  
**To:** Terry Applegate  
**Subject:** Cellulose

Terry ,

My name is Keith Lynch , owner of Lynch Insulation. I have been in business for 8 years ( on a part-time basis ) and have used cellulose exclusively. I worked 10 years for an electric utility company in sales promoting total electric housing .during this time , I learned about the advantages of cellulose insulation. I have been to training seminars on both cellulose and the competition ( fiberglass wet spray system ). I blow nothing but Applegate ( it is the most consistent cellulose that I have encountered vs. Western Fiber , Fiber Master ( the old stuff ). Cellulose is far superior to fiberglass in the areas of R-Value , air infiltration, sound control , pest control , and not to mention health issues. I met Mr. Aaron in Little Rock about 3 years ago. I was very impressed with his knowledge but more so with his honesty concerning the insulation industry. I would like to ask 2 questions : 1) Does your company ( Applegate Insulation ) have any sales positions available for either regional or state wide ? If so , I would be interested in talking to you about it.

2) How exactly does your recycling program work ? Can an individual like myself collect or do you prefer working through community groups i.e. schools , cub scouts , etc ?

Thanks for your time and keep up the good work.

Sincerely ,

Keith Lynch