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# Sheffield Furniture Company

Malvern Design Center  
211 East King Street  
Malvern, PA 19355  
(610) 644-7450

October 11, 1994

To: The Wharton Executive M.B.A. Committee on Admissions

RE: Robert B. Naylor

It is with great pleasure that I recommend Robert B. Naylor for the Wharton Executive M.B.A. program. As a shareholder of Keystone Natural Water over the past four years, I have had the opportunity to become acquainted with Robert's outstanding systems reputation. As President of Sheffield Furniture & Interiors, I have contracted him as our computer network consultant over the past year, and have been extremely satisfied with his performance and ability.

Robert has assisted us in upgrading our accounting and customer software systems, while providing us with enhancements to our network hardware. He has maintained an unsurpassed level of support that includes remote diagnostics and problem resolution. Robert has demonstrated his dedication to providing consistent quality service. Our staff has found him to be not only extremely knowledgeable in his field, but also very personable, congenial and responsible.

I have no doubt that Robert would make an excellent addition to your program, offering the benefit of an organized and intellectual perspective that would be considered rare, unique and well thought-out. I firmly support his candidacy for the W.E.M.B.A. program and if necessary, remain available to discuss his qualifications.

Sincerely,

David J. Barenborg  
President

DJB/ab