



**KEYSTONE™**  
N A T U R A L  
W A T E R

September 19, 1994

To: W.E.M.B.A. Committee on Admissions

I am pleased to recommend Robert B. Naylor for the W.E.M.B.A. program. Rob has been employed at Keystone Natural Water as the M.I.S. Director for four years, the last two of which he has reported to me directly. During this period of time under Rob's leadership, our company has made significant progress in upgrading our computer systems to the point where our current capability is one of the most advanced in our industry.

Rob's work experience as a top manager of our rapidly growing business has allowed him to diversify his skills and to grow as an executive. He has also demonstrated considerable discipline and perseverance by completing his undergraduate degree at Eastern College, while at the same time working long hours at Keystone. Rob has structured his day to day activity at Keystone so that he could assume a full academic load during his Eastern studies. I expect that Keystone will continue to accommodate Rob's schedule when he is enrolled in the W.E.M.B.A. program.

As a Harvard M.B.A., I fully understand the value this educational experience can have in training and developing future business leaders. I endorse Rob's interest in pursuing the W.E.M.B.A. program and enthusiastically support his candidacy.

Sincerely,

A handwritten signature in cursive script that reads "John A. Henry".

John A. Henry  
President