



THE DEPUTY SECRETARY OF COMMERCE

Washington, D.C. 20230

JUN 20 2000

Mr. Stanley L. Handman
President
Trusty Step International
315 Lynnway
Lynn, MA 01901

Dear Mr. Handman:

It is my pleasure to inform you that Trusty Step International has been selected to receive the President's "E" Award for Exports in recognition of your company's outstanding export performance.

The President's "E" Award for Exports is given only to those companies that have demonstrated sustained success in international trade through innovative marketing and perceptive management. Trusty Step International's remarkable success in achieving a 67 percent increase in export sales between 1995-1998, despite financial instability in many of your company's primary export markets in Asia, provides a model of achievement for small U.S. companies entering the global economy.

Mr. Frank O'Connor, Director of our Boston U.S. Export Assistance Center, will contact you to arrange an official announcement, news releases, and a presentation ceremony. Congratulations on winning this prestigious and well-deserved award.

Sincerely yours,

A handwritten signature in black ink that reads "Robert L. Mallett". The signature is written in a cursive style with a large, prominent "R" and "M".

Robert L. Mallett