



To: Jeff Carlson[jcarlson@uloft.com]; James Jannetides[JJ@uloft.com]
From: Jeff Carlson
Sent: Mon 4/19/2010 9:03:35 PM
Subject: RE: Quick points

Big Mouth product review will follow later (From Vic) Overall response was very positive.

Side points of interest:

The chair from SAUDER that detaches to for a video rocker was seen by [REDACTED] and they love it. Not sure if you will be with manufacturer of this chair this week or not

& no surprise, [REDACTED] has communicated to [REDACTED] they will be VERY aggressive on pricing for next packages coming out. Ms [REDACTED] said it will be on the street "any day". It will be a lowest price win situation.

From: Jeff Carlson
Sent: Monday, April 19, 2010 3:54 PM
To: James Jannetides
Subject: Quick points

*I spoke to Vic about Roland and he recognizes the need of Roland and has addressed him on this. This has all of our attention and we will keep an eye should things get sideways again. If that's the case, possible reduced roll/pay or other plan could be a outcome.

*Hamelmann starts May 3 (2 weeks out). Ryan Huckaby regains travel on May 3 also...is hitting the road from here on that day and will continue to do so for the months to come.

*I'm hitting the Chicago and Milwaukee market with Tom Prather Tues-Thursday this week

*Meeting w/ Kathy and Sandy on Friday concerning our trade show approach. I think we are still weak on booth presentation and preparation.(ACUHO I is Last week of June in Austin,TX)

[REDACTED]

ULC0002461