
From: Mark Klingenberg [REDACTED]
Sent: 3/23/2018 9:53:18 AM
To: [REDACTED] Craig Miller [REDACTED]@americannationalmfg.com]
CC: Ric Jansen [REDACTED]@americannationalmfg.com]
Subject: Re: FW: Instant Comfort Training

Craig,

Understood and will do.

Best regards,

Mark

Mark Klingenberg
Sales Manager
Instant Comfort
"The Number Bed
That Changes With You"

[REDACTED]

From: Craig Miller
Sent: Friday, March 23, 2018 9:50:02 AM
To: [REDACTED] Mark Klingenberg
Cc: Ric Jansen
Subject: FW: Instant Comfort Training

Hello Ted and Mark,

Well done on the training and bringing on a great new customer. I just wanted to make sure we all use the proper terminology and I noticed below there was an error made. Please note that Instant Comfort is a leader in Number Bed Technology not Sleep Number Technology. Sleep Number is a registered trademark of our competitor.

Please confirm you have received this and will only refer to it as Number Bed technology in the future.

Thanks,
Craig Miller

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

From: Ted Weisbach [REDACTED]
Sent: Friday, March 23, 2018 7:28 AM

[REDACTED]
Cc: Mark Klingenberg [REDACTED] Craig Miller [REDACTED]@americannationalmfg.com>; Ric Jansen [REDACTED]@americannationalmfg.com>
Subject: Instant Comfort Training

Good Morning,
WOW what a week. Your Road Show Training was a HUGE SUCCESS!!!!

Sleep Number Corp

I always knew what a tremendous Team of Sales Associates that [REDACTED] had, but meeting some of them and actually hearing their astute inquiring questions was inspiring. Mark Klingenberg, Al Green, and Myself truly thank [REDACTED] with entrusting Instant Comfort as your Brand for Sleep Number Technology. We all look forward to the future successes and synergy's of both of our Companies'. My kindest regards,

Ted Weisbach
Territory Manager
Instant Comfort
Cell: [REDACTED]
Email [REDACTED]
Sent from my iPhone