



April 11, 1997

Mr. L. Allan Austin
NetSavings, Inc.
2180 SR 434 West
Suite 1170
Longwood, Florida 32779-5008

Dear Allan,

During recent months I have seen a shift in the ratio of time that I spend searching for information on the Internet vs. the time I spend working with the results of what I have found thanks to several of your suggestions. As a long-time CompuServe user I've come to appreciate the quick response to queries that CompuServe generates. All this costs less about \$300 in data base searches each month it was offset by the savings in my time. Being an engineer, I often calculate these tradeoffs.

Now I am finding most of what I need from following my competition to finding travel arrangements and maps on the Internet. I would estimate that I am saving about an hour a week since I have applied you methods.

Sincerely,
Juan Loebel
Vice President