

13

Thank you for the opportunity to speak with you today about our relationship with Bank One.

My name is Debbie Gnau and I am filling in for Geralyn Curtis , who was unable to attend today. Geralyn, Susan Moss and I are the owners of The Chesapeake Group Inc. in Cincinnati. Chesapeake was started in 1994 and we specialize in package design for consumer package goods companies. Our clients include Heinz Pet Products, Starkist., Jergens, Paragon Trade Brands, Marzetti, Chiquita, Fleming Companies and many more.

Our business has grown from \$600,000 in sales in 1995, our first full year in business, to \$1.4 million last year. We are on track to hit \$2 million in sales this year.

We view Bank One as a key partner in this success-- our provider of choice. They serve as a lender, a cash management provider and importantly an advisor.

Our relationship with Bank One began in November, 1994 with a meeting in Cincinnati with Dave Outcalt, a Bank One officer. Dave met with Geralyn and reviewed our five year start-up business plan. Despite our limited prospects for much immediate business for him, he nonetheless spent several hours with Geralyn, getting to know our business, what we would uniquely bring to the party and our detailed financial assumptions and plans. They reviewed financing options, cash management details and importantly Dave provided us with a few recommendations for other key advisors, including our attorney, Scott Kadish, who we believe to be the best at what he does.

We decided initially to self-fund our start-up, but based on the helpfulness Dave provided, we moved our checking account from Provident Bank to Bank One when we incorporated in January of 1995. We have had a checking account with Bank One since that time. When we opened our account, the branch manager went above and beyond by expediting the paperwork, enabling us to leave the same day with a large check we needed that day in order to sign our lease. New branch managers have been consistently helpful and timely with all of our requests-- including the time one of us threw away our check register accidentally and we needed to reconstruct it!

Finally, and very importantly to us, Bank One has loaned us money to help meet our cash management and growth needs. Kevin Plaugher met with us in 1996 and spent a great deal of time learning about what we do, what our growth plans were and where we needed help. As a result of our meeting, we were able to obtain a term loan to fund computer equipment we needed as we hired additional designers and a line of credit to address the lag in receivables which had grown large. Since that time we have expanded our line of credit as our business has grown.

Wanda Walker-Smith joined Kevin in working with us this year. She, too, has spent a good deal of time getting to know us and our business. She was also kind enough to nominate Geralyn for Woman Entrepreneur of the Year which Geralyn was awarded in June. Wanda has also worked with us to make sure we are aware of and utilizing any specific services which can make our work easier.

We also had the opportunity to talk over lunch with Kevin, Wanda and Larry Bradley (senior vice president of Bus. Banking Grp in Cinti/N. KY) about our needs and insight for the future in an effort to make sure Bank One has the appropriate products in place for customers like us.

We look forward to working with Bank One as our company continues to grow and appreciate their ability to take the time to counsel us on ways to better manage our money and fund our growth.

Thank you.