

SALES SEARCH

Recruiting Division of C.H. Robinson Company



Executive Offices
8100 Mitchell Road
Eden Prairie, MN
55344-2231
612.937.8500

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To Whom It May Concern:

In 1987 we started to use the recruiting services of Sales Search Inc. At that time we were dealing with five local employment agencies and close to fifteen other agencies across the United States for our branch locations. Within six months we were using Sales Search exclusively. They simply out performed their competition.

What happened is that we ended up going from a decentralized to a centralized recruiting program. The results have been outstanding. We are getting better local talent into our branch offices. Our turnover rate has also dropped substantially.

As a result of their performance, we bought Sales Search in December 1991. The service works. Please feel free to call me direct if you have any questions about Sales Search's national recruiting program.

Sincerely,

C.H. Robinson Company

Sid Verdoorn
President

SV/kq

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Rick Nelles
Corporate Recruiting Manager

Executive Offices
8100 Mitchell Road
Eden Prairie, MN
55344-2231
off. 612.937.8500
800.726.8789
fax 800.927.8225
res. 612.934.3407
Internet E-mail:
nellric@chrobinson.com