



Office of Development
Suite 600 Andy Holt Tower
Knoxville, Tennessee 37996-0165
Telephone (865) 974-2115
FAX (865) 974-1020

August 16, 2002

Mr. Sam Furrow
Archer Furrow and Associates
2633 Kingston Pike
Knoxville, TN 37919

Dear Sam:

As you know, I go back a "few years" with your family. I remember so well meeting Ann first in 1963 when she was one of the first recipients of the Neyland academic scholarship fund. If my memory serves me correctly, it was not long until you came into this picture. Sam, I have always been impressed with the success you and Ann have enjoyed. Whether you knew it or not, I have always been on the sidelines pulling for the two of you. I even had the privilege of knowing your father on a casual basis as he worked so hard to scratch a living out of his farm equipment business in Monroe County. It reminded me in some ways of the struggles my father and mother had on a very poor Monroe County farm they rented for several years and purchased in 1931.

Enough for the history lesson. The real purpose of my letter is to tell you how much I have enjoyed working with your very efficient team. During my years as a high school teacher, sales manager of a dairy manufacturing company, and then almost 39 years as an administrator of The University of Tennessee, I had the privilege of knowing and dealing with a lot of successful people. This ranged from the small farmer in East Tennessee to some of the giant corporations who contributed to our University.

I can say in all sincerity that I can remember very few as efficient as the "Furrow team." From our first visit with Rob when he presented the proposal until today, everyone I have dealt with in your company has done exactly what they said they would do when they said they would do it.

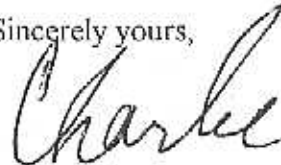
The work horse of the team, of course, has been Stan. He is great with the big problems and opportunity, but just as concerned about the small details. It has been a pleasure working with him. My contacts with Betty have been limited, but I expect I am going to get to know her a lot better during and following our sale.

Mr. Sam Furrow
August 16, 2002
Page Two

Sam, I suppose this is enough flattery, but I sincerely mean everything I have included in this letter. I look forward to a successful sale and a lot of remaining years of friendship.

With warmest personal regards, I am

Sincerely yours,

A handwritten signature in cursive script that reads "Charles".

Charles F. Brakebill

Vice President for Development Emeritus

CFB:mbw

cc: Mr. George Archer
Mr. Rob Strickland
Mr. Stan Walls
Ms. Betty Lay
Ms. Denise Totty
Ms. Carolyn Sharpe