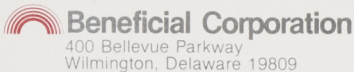


Tracey A. Emley
Administrative Assistant to
Finn M. W. Caspersen
Chairman of the Board
100 Beneficial Center
Peapack, New Jersey 07977
201 781-3030



October 2, 1989

Mr. Scott Gentling
4801 Harley Street
Forth Worth, TX 76107

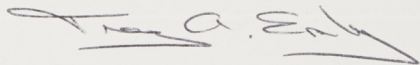
Dear Mr. Gentling:

I am writing on behalf of Mr. Finn Caspersen, Chairman and Chief Executive Officer, Beneficial Corporation. You were recommended to Mr. Caspersen by Mr. Trammell Crow. Mr. Caspersen is interested in receiving samples of your work and a quotation for a portrait.

Please send same to Mr. Caspersen at the Peapack address shown above.

Best wishes.

Sincerely yours,



Tracey A. Emley

201 781 3030

*Send portraits +
some other things*

Head New of N Main

Exit Long Street

Exit Lincoln

3rd driveway off Lincoln

to yellow and as