



**Medline Industries, Inc.**

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Mr. Glenn Ransom  
President  
Varsity Internship Program  
5303 Big Dry Run Road  
Butler, TN 37640

Dear Glenn,

How great it was to hear from you last week. I have to tell you when I look back on my time selling books in the summers of my college years with Varsity they are some of the most impactful and meaningful experiences I had that put me on a vector of success I would not have otherwise had from a 'normal summer job.'

The leadership experience, the experience and trust from Varsity with managing a team and tens of thousands of dollars of inventory hundreds of miles from the home-office, the 'if it's to be it's up to me' mindset, the idea that I was running my own small 'Franchise,' the challenges that I encountered and had to overcome in order to succeed daily, and coming home at the end of the summer to Nashville to collect my 'Big Check' are all experiences that prepared me not only in my first career as a Naval Aviator, but also in my follow-on career with Medline Industries, Inc.

Even today I rely upon the foundations built with the Varsity Internship: customers are the same everywhere, just a lot bigger now. The same exact principles apply.

I truly believe that putting myself through the experience with Varsity over three summers put me ahead of my peers, opened doors that would have not otherwise opened for me and prepared me for success.

Anyone looking to get into medical sales should most definitely cut their teeth on a program like Varsity. They will be well ahead of their peers and competitors having gone through the trial by fire as all successful Varsity students do. Thanks for all you do, Glenn, and hopefully one day my own kids will be able to gain this valuable experience as well.

Sincerely,

Hal Wilkerson  
Hawaii and Pacific Rim Account Manager, Medline Industries, Inc.