

February 15, 2005



A member of Henry Ford Trinity Health Network

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Prior to affiliating with AHSA, we at St. Joe's were functioning in the traditional mode relative to our staffing office personnel allocating the bulk of their time in negotiating to secure primarily per diem staff with a multiplicity of individual agencies. The long-standing relationships established with these agencies unfortunately, and in too many instances, resulted in "one-sided benefits" with respect to financial and operational outcomes not to our benefit.

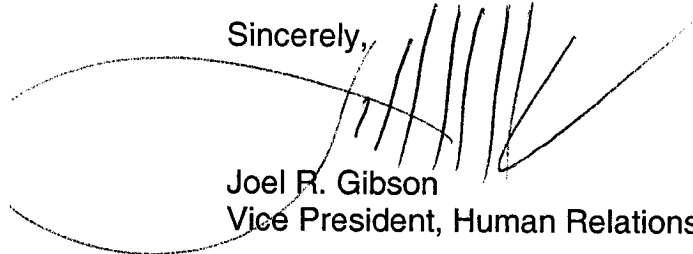
Subsequent to our association with AHSA, we have begun to realized enhanced efficiencies with respect to securing agency personnel, realized tangible dollar savings and enhanced quality outcomes (as a result of the audit process and elevated background/reference checking criteria which is a prerequisite for AHSA agency affiliation). As we have been affiliated with AHSA since September 2004, obviously we anticipate incrementally favorable outcomes to continue.

As a result of the professionalism and responsiveness of the AHSA staff, we are engaging them to fulfill the rather significant "traveler" RN/Allied requirements to facilitate the implementation of our largest clinical initiative this year, Project Genesis, a Trinity system-wide computerized physician order entry (CPOE) system, which will impact the entirety of our clinical areas.

In summary, our experiences with AHSA have been favorable to date and we perceive our collaboration with AHSA to be a mutually favorable endeavor.

Should you have any questions or concerns, please feel free to contact me at (586) 263-2720 or by e-mail at [gibsonjr@trinity-health.org](mailto:gibsonjr@trinity-health.org).

Sincerely,



Joel R. Gibson  
Vice President, Human Relations