

May 12, 2003

Re: Jeff Blair

To Whom it May Concern:

I am writing to commend Jeff Blair to you.

In early 2001, the Florida Legislature adopted an amendment to the state law governing the registration of termite control products by the state's Department of Agriculture and Consumer Services (DACS). Later that year, DACS conducted a hearing to consider a proposed rule, enacting the language of the statutory amendment. Representing the pest management industry, I testified that we were adamantly opposed to the proposal that was the subject of the hearing and would, in all likelihood, oppose any amended proposal. A number of others offered similar testimony.

Recognizing the widespread opposition to their proposed rule, DACS retained the Florida Conflict Resolution Consortium to attempt to address the issue through a negotiated rulemaking. Jeff headed up FCRC's efforts. Though I was extremely skeptical of the effort, I agreed to participate along with eight other parties, representing an array of disparate interests. The first meeting occurred in the Spring of 2002, at which time it became apparent that the views of the participants varied widely and were at times nearly incommensurable.

By charter of the committee, a rule could only be adopted if there was UNANIMOUS agreement, a seemingly impossible task. And yet, the committee met five more times over a six month period and reached unanimous agreement in support of a consensus rule.

It would be difficult to overestimate the role that Jeff played in facilitating the compromise. He employed a variety of tools, a pleasant demeanor, an uncanny grasp of a complicated issue and just the right sense of when to be flexible and when to apply gentle pressure.

I am confident that Jeff's would be capable of facilitating a consensus in the most difficult of situations and I would welcome the opportunity to discuss this with you further. Please don't hesitate to contact me at 703/573-8330.

Sincerely,



Robert M. Rosenberg
Director of Government Affairs