## American Electronics Association

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Mark Paul Phoenix Management P.O. Box 91507 Portland, OR 97291-0507

Dear Mark:

Thank you for presenting at the AEA/AMA High Tech Market Positioning Seminar. Your presentation on product development was informative and a strategic addition to the tool kit for effectively implementing product positioning within a competitive market. Your knowledge of the product development process is impressive.

The response to the seminar has been overwhelmingly positive. We've received many positive comments about the range and diversity of the subjects covered during the day. Your presentation certainly added strength to the agenda by raising new issues pertinent to product marketing.

Thank you again for investing your time and resources to make our seminar a success. I look forward to working with you again in the future.

Sincerely,

Kyle Ritchey-Noll Executive Director

Kyle Kitchey-Noll