

FPDA

The Future In Motion

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2005-2006

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Management Staff

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Kathleen A. DeMarco
Executive Director
Executive Committee Member

October 28, 2005

Ed Rigsbee, CSP
3595 Old Conejo Road
Thousand Oaks, California 91320

Dear Ed:

On behalf of the FPDA and the NFPA, and our members who attended the 2005 Joint Fall Conference in Pittsburgh last week, thank you for your contribution to an extremely well-received and thought-provoking Conference program. Your session, "A New Era of Manufacturer-Distributor Relationships" helped bring to light some of the misperceptions and misinterpretations that may be hampering optimal channel partnerships in the fluid power industry.

Your research and direct contact with our members provided a solid basis for the conclusions you drew; your thoughtful insights were well received and, we hope, will make an impact on our industry.

Thanks again for your significant contribution to the success of our 2005 Joint Fall Conference.

Sincerely,



Kathleen A. DeMarco
FPDA Executive Director



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