



September 9, 2008

Dear Tom & Dale:

Thank you for another extremely successful Hardware Conference. Many people in sales would categorize an extremely successful event by the amount of orders written. Your event is unlike others in that the retailers and vendors alike are not pressured into selling or being sold. It allows the opportunity for vendors and retailers to take the selling piece out of the equation and have one purpose, the continued success and growth of the hardware channel.

The agenda is loaded with activities and discussions geared toward building relationships. I enjoy all aspects of the conference but especially enjoy the open dialog session. This allows time for retailers and vendors to understand each others position/pain and work together to create solutions which will provide for a win-win business relationship. I am truly thankful that I have been able to be a part of this conference and take away valuable information while making great friendships along the way.

Thank you again for all your hard work and efforts to make each year better than the last. I look forward to seeing all of you again next year.

Sincerely,

Nicole Norwich

Nicole Norwich
Key Account Manager