

MARK PUTNAM COMMUNICATIONS

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Mr. Don Andreason
Porsche Specialist
EUROMASTERS CLASSIC CARS
18370 Pacific Street
Fountain Valley, CA 92708

Dear Don:

Just wanted to drop you a quick follow-up note to thank you for making the sale of my '87 Carrera Targa as painless as possible. In my lifetime of being around collector and sports car owners and enthusiasts, I do not believe I have ever met as knowledgeable a 'Porsche Guy' as you (Jim was a fine fellow as well).

That was an important consideration this morning, as I awoke to one of the few days in the last 25 years I did not own a Porsche. Needless to say, I am now suffering from Porsche Traumatic Stress Disorder!

However, my love for 'Heidi' wouldn't allow me to consider hauling her off to a non-beachin' life in Michigan. SoCal always has been, and with your help will always be Heidi Blue's home. Life is a beach here after all.

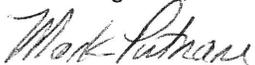
Thanks again for being such a consummate professional. I will not hesitate to refer anyone (including the cream of the dozen or so people who've called since you got the first jump on and purchased my 911) to Euromasters. I did want to mention to you that during my years in the Ferrari Owners Club, I came across an awful lot of car enthusiasts who owned both Porsches and Ferraris (including myself).

If you and your Euromasters partners have not yet attended any of the FOC events (there is a chapter in Newport Beach), I would strongly recommend you do so and share your marketing materials with the club. I would be happy to drop off any cards or brochures you would like to share with the FOC in San Diego.

While the stereotypes for Ferrari (both the manufacturer and the dealers) generally hold true, I found the Porsche owners within the FOC to be genuinely nice people and potentially great customers for you. FOC members regularly receive e-mail updates. I don't know if it would fly politically to include a Porsche-related e-mail, but it wouldn't hurt to contact the California FOC chapters and let them know about your fine firm.

I'll talk to you soon. I look forward to coming up to your showroom and possibly viewing my next Porsche!!

Best regards,



Mark Putnam

P.S. It would be kinda cool for your business cards if you could get a "959" area code and "930" prefix!

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