Dear Manufacturing Executive:

The National Governors Association and the U.S. Department of Commerce have declared 1999, "The Year of the Manufacturer." In recognition of the importance of manufacturing to our state, I write to enlist your help in making Georgia's manufacturers more competitive in today's global business environment.

Only you can supply the information we need. Georgia manufacturers, large and small, are being asked to complete the enclosed survey conducted by Georgia Tech's Economic Development Institute every two years on manufacturing approaches and practices. We also seek your feedback on manufacturing assistance services provided by public and private organizations in the state. Your response is important and appreciated.

Please be assured of complete confidentiality. To thank you for participating, we have enclosed a discount coupon for the 1999 Manufacturing Excellence conference. Also, we will mail you a summary of the survey results (please give us your correct address on the front of the survey).

A postage-paid reply envelope is enclosed for your response. Please direct any questions you might have about the survey to Jan Youtie at 404-894-6111 or send her an e-mail at jan.youtie@edi.gatech.edu.

Sincerely,

[Signature]

Roy E. Barnes

enclosure