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https://www.100test.com/kao_ti2020/467/2021_2022__E5_8E_9F_E7_89_88_E8_8B_B1_E6_c67_467051.htm PATRICIA M.

WAVERLY 135 East Wilson Drive Flint, Michigan 25371

(313)966-1757 May 24, 1997 Mr. David P. Duckett Chief Financial Officer Rathyeon Company 600 Industry Blvd. Hillsboro, MA 98271

Dear Mr.Duckett: If you are currently in the market for an accomplished Senior Financial Analyst who has established an excellent reputation for successful acquisition analysis, the enclosed resume should prove interesting to you. My credentials include an M.B.A. in Finance from the University of Chicago and over 6 years acquisition analysis with the Business Development Department of a Fortune 100 food company, During this period I completed analysis of 28 acquisition candidates, which resulted in the acquisition of 6 highly profitable companies. These included: -a \$40 million acquisition of a baking company that has achieved an average ROI of 18% for the first 3 years of ownership -a \$28 million acquisition of a foods distribution company showing a 22% ROI in the 3rd year of operation -a \$62 million purchase of a food wrap company that yielded a 12% return during first year following acquisition

Importantly, all acquisitions have proven highly profitable, with the poorest performer achieving an ROI of 8.2%.Additionally, all acquisitions were completed at a very attractive price-to-net profit ratio. Mr. Duckett, I would welcome the opportunity to meet with you personally to discuss the kinds of contributions I might make to

Raytheon Company as a member of its Business Development staff.
If you see this as a worthwhile investment, I can be reached on a
confidential basis at(313)877-9075 during the day, or at my home
phone during the day, or at my home phone during the evening.

Very truly yours, Patricia A.Waverly (空格为签名处) Enclosure
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