

Friends and Customers:

During the course of a year in our industry, many communications activities are often put aside and never completed because of "more important things." However, let me assure you that we at Philbrick are determined to maintain our marketing communications activities at the highest level possible.

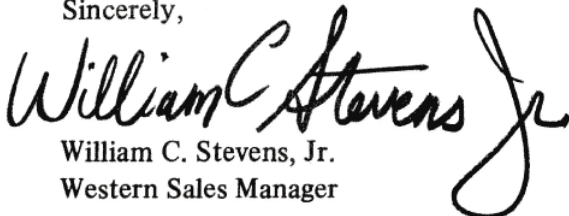
Our 1972 Product Guide is a typical example of our efforts to strengthen our communications lines—especially with those of you who are located here on the West Coast. And, we are starting the new year off with your attached copy.

This 48-page multi-color-coded Guide includes information on new products, linear modules, nonlinear function modules, data conversion modules, power supplies and regulators, testers, and other technical information as well as operating facilities and customer service information.

You will note on the inside of the back cover there are return cards for requesting more detailed product information. This information will be immediately sent to you when requested, and our field sales engineers will contact you if you request it.

As a leader in the industry, we are continually striving to provide the maximum in product design, quality and service for you. May we wish you a happy holiday season and prosperous new year.

Sincerely,



William C. Stevens, Jr.  
Western Sales Manager