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letters

July 19, 1994

Mr. Enrico Pesatori
President & General Manager
Computer Systems Division
Digital Equipment Corporation
146 Main Street
Mail Stop MLO12-1/A54
Maynard, MA 01754

Dear Mr. Pesatori:

This letter is to introduce you and your company to LogisTechs, Inc. (LTI). LogisTechs, a nationally-based third party logistics company, maintains and distributes inventory (i.e. electronic, computer and data communications parts and equipment) in key regional sites throughout the United States high technology and other industries. In addition, we provide a complete array of transportation and support services: NFO, same day ground, overnight, return/repair, inventory management systems, deferred freight and CSR/FE retrievals from our depots and customer sites.

Through an extensive needs analysis study, LTI will determine the strategic locations for maximum utilization of inventory, the number of line items, cycle counts, and proper product and field support. The results will include the most cost-effective means of moving the inventory.

Enclosed you will find literature detailing our services and facilities that can support you and your company in having "the right part, at the right place, at the right time". **As product differentiation fades service issues will drive the success of companies such as yours.**

I will contact you in the near future to discuss a possible meeting to determine how LogisTechs can improve service and reduce costs for Digital Equipment Corporation. Please feel free to call me at 1-800-486-4108. Thank you in advance for your time and interest.

Sincerely,

Paul Malamet
President

R - He called
to follow up - any
interest? NO