

ANIXTER

México Headquarters

Anixter de México, S.A. de C.V.
Av. Ejército Nacional 904 Piso 16
Col. Palmas Polanco
11560 México, D.F.
Tel: 628-89-02
Fax: 395-91-98

December 18, 1995

Mr. Henry Moody, President
PANAMAX
150 Mitchell Blvd.
San Rafael, CA 94903
U.S.A.

Dear Mr. Moody:

I want you to know of my gratitude and appreciation for an incident in which your Panamax surge protectors saved my company a great deal of money and saved me much embarrassment.

I was in charge of a recent company show, called "Connection to the Future". It celebrated the fifth anniversary of Anixter de Mexico with a display of our sophisticated, expensive high tech products. There were other displays, equally expensive, of 17 of our vendors. The event, scheduled for three days, was a networking show for the largest businesses in Mexico City.

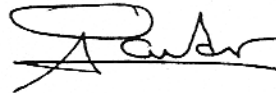
We had our own generator, to make certain that there would be no power problems. However, we had metal sides for our display booths, and immediately after the opening of the show, a short occurred which could have damaged or ruined most or all of the equipment. In our display booth alone, the computers, monitors, hubs, file server and other equipment were valued in excess of \$500,000, and the vendors' displays were equally costly.

Panamax surge protectors saved the day!

I had supplied our booth and all of the other ones with Panamax units. Many of them "fried", but the equipment they protected survived intact. The thousands of visitors to our show never knew of the potential disaster. Not only did your products live up to your pledge, but your lifetime product guarantee provided us with immediate replacements, at no cost of course.

Thank you, Mr. Moody, for Panamax products that are as good as you say they are.

Sincerely yours,



Guillermo (Billy) Sander
Marketing Director

PS- Congratulations on receiving the President's "E" Award of Excellence in Exporting.