



PHILIPS

Philips Mobile Computing Group

December 28, 1998

David Morgan
The D.W. Morgan Company
P.O. Box 10205
Pleasanton, CA 94588

Dear David:

With all the frustrations we experience on a day to day basis, especially in the logistics market, it is indeed a pleasure working with you and your company.

PMCG has always been given the utmost support and flexibility with regards to our needs and special shipping requirements.

Your company is the only one that I've personally come into contact with that has actually worked side by side with our warehouse to assist us in meeting our goals. In several instances this has meant having one of your employees on site at our warehouse well past midnight, loading trucks for quarter end delivery and revenue.

Your commitment to service and on time delivery is excellent, and I look forward to working with you in 1999.

Sincerely,

PHILIPS MOBILE COMPUTING GROUP

Linda M. Johnson
Logistics Manager

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