



**AT&T**  
Global Information Solutions

**To: Stephen Davids**  
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**Comments:**

Hi Stephen,

I just returned from my Christmas vacation and I wanted to take a moment to apologize for not seeing you before the holidays. I hope you had an enjoyable time and I wish you all the best in the new year.

1995 looks like a promising year for AT&T GIS and Tripp Lite. The current projects should be closing in the first quarter and a lot of new RFP's have developed over the holidays, especially in the retail market.

The restructuring of our organization has completed and the programs for UPS's will soon be underway. This should result in better marketing and sales of your product line.

You have proven to us that you are more dedicated to assisting you resellers than our other suppliers by providing sales leads, support and ongoing assistance. This dedication resulted in AT&T GIS selecting Tripp Lite as our number one UPS / Power Protection provider in 1994, and this will continue into 1995.

Thanks for your support and I look forward to a profitable partnership in 1995.

Yours Truly

A handwritten signature in black ink, appearing to read "Geoff Redwood".

Geoff Redwood

PS. The stocking order should be completed shortly.