

ELECTROSONIC
light • sound • image

September 28, 1992

Mr. Richard J. Lemker
Consultant, Project Manager
Richard J. Lemker & Associates
345 Montclair
Covington, KY 41016

Dear Richard:

Thanks again for your time and informative discussions earlier this month at the " Incredible Universe " store in Wilsonville, OR.

You are personally responsible for the most advanced, MultiMedia Visual system ever installed in a Public Retail Merchandising application.

For that, we at Electrosonic Systems offer our congratulations and thanks. We commend your technological vision and successful, project execution!!!! As the prime AV systems integrator and contractor for the Tandy project, you certainly have set a new standard of creative and functional use of the video, audio, and computer mediums.

The Tandy store is the latest in the retail trend that impacts the future of in-store communications. To reiterate, ESI plans to define and coordinate the type of resources and support that are necessary in successfully expanding this exciting business of display and videowall technologies in the Pacific Northwest region and selective, Vertical Markets throughout the USA and Canada.

There is little doubt that you personally and your affiliated companies are compatible with the market strategy plan that we here at Electrosonic have developed and are implementing for the mutual benefit of both of our fine companies within the retail and Point of Information, related industries.

With that stated, I am pleased to offer as a formality to Richard J. Lemker and Associates, a strategic partnership with Electrosonic Systems.

C O N T R O L
L I G H T I N G
V I D E O
P R E S E N T A T I O N
L E I S U R E
S Y S T E M S

ELECTROSONIC

light • sound • image

C O N T R O L
L I G H T I N G
V I D E O
P R E S E N T A T I O N
L E I S U R E
S Y S T E M S

Mr. Ricahrd J. Lemker

Septmber 28, 1992

Page 2

Over the next few months, the benefits that we both can realize from a close association will become more easily recognizable and attainable in terms of better returns on the investment and time we both have committed into the display and retail/POI related industries. I will take it upon myself to educate and enlighten you on projects, hardware, and media related developments, with the quality of information that you can best utilize for your own market efforts....Let's give it a try!

The time is ripe and the markets are just waiting for such a winning combination!!

Again, my thanks for your participation and belief in Electrosonic.

Best Regards,



Thomas C. Muniz

Sales Manager - Pacific Northwest Region

Enclosures