

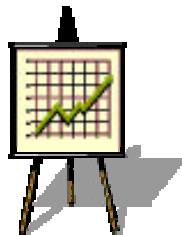


Ballantine News

Ballantine is at the start of a new fiscal year, and we see many positive changes for 1998. First, everyone at Ballantine would like to thank all of our representatives for your hard work.

◆ **Sales/Marketing News:**

New Price Sheet - BLI has issued a new price sheet for 1998. A copy is attached for your files along with a notification of the changes.



New VP of Sales – Ballantine has recently hired Douglas L. Jackson as VP of Sales and Business development.

Web Site – Please visit the Ballantine Home Page at www.ballantinelabs.com for all the latest news, as well as complete catalog and product specifications.

E-mail – Our e-mail addresses are as follows:

Sales: sales@ballantinelabs.com
 Service: service@ballantinelabs.com

Literature – Ballantine has extended its web idea to our new diskette catalog. All of our literature is now being supplied on a floppy disk. All you need is a WEB browser, and our entire product line, completely up to date, is available with full color pictures.



◆ **Product News**

Calibrators – Ballantine is introducing a new Windows® version of our popular scope calibration software package, Scope-Cal®. This will be available 2nd quarter 1998. Our easy-to-use package will be even easier.



Standards – Ballantine has recently introduced the 1394-0.25, a 0.25-volt Thermal Voltage Converter. Ballantine will also release a flat frequency response TVC in the 2nd quarter of 1998.

Meters - Ballantine anticipates the introduction of two new MicroOhm Meters for the 2nd quarter 1998.

One will be a 1 amp unit, the second a 10 amp unit, both with IEEE-488.2 capability.

Analyzers – The best four channel FFT on the market **now** has networking capability, a Pentium® processor option, as well as an active matrix display.

◆ **Service News**

Quick turn around of calibration and repair service is essential for good customer relations. Ballantine has worked very hard this year to ensure that our calibration practices as well as our repair services continue to improve. We continue to work closely with NIST to provide our customers the highest level of accuracy possible.



We continue to add to our full service calibration capability. Ballantine is now providing full calibration services for virtually all types of test and measurement equipment, including voltmeters, oscilloscopes, frequency counters, DMM, DVM's, accelerometers, charge amplifiers, as well as other instruments. Our experience gained in this work provides helpful feedback to our hardware and software designers.

Finally, I would like to wish all of our sales team a very profitable 1998.

Sincerely,

VP and General Manager