

New Tubes From Penta

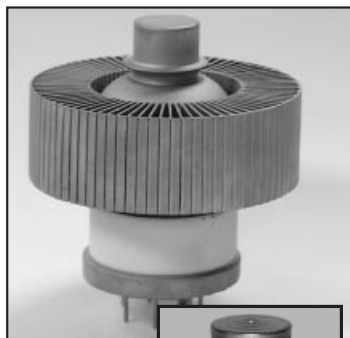
5CX1500A

Penta Laboratories has come to market with a 5CX1500A power pentode tube that combines excellent manufacturing quality with an amazingly low price. This Driver or Final (PA) tube is a staple in the broadcast industry, and also used in a multitude of other applications —such as for material composition analysis equipment, in the semiconductor industry, and in the medical industry (used in MRI and CT scanners). Manufactured in our Chinese facility, the Penta 5CX1500A is unquestionably the best tube value of its type on the market today.



3CPX1500A7

Our goal in creating this pulse rated power triode was to develop high power. With a capability to producing 10 kilowatts of peak power, this tube brings a new level of performance to the table. The new Penta Laboratories 3CPX1500A7 is perfectly suited for MRI and hard modulator applications.



KT88SC

Although it's new to the Penta lineup, the KT88SC is hardly a new design. In fact, this tube emulates in every respect the very popular original English part. And there is a large demand for this model, which has been particularly well received by leading audiophiles.



UNDER DEVELOPMENT

PL382 WITH PYROLYTIC GRID DESIGN

Designed to provide performance equal to the Thompson TH 382 VHF PA tube, but at a lower cost, there is a bright future for this in-development model. One of the key technical features of the PL382 is its pyrolytic grid, which is being laser etched at exceptionally close tolerances. Credit contemporary laser technology for the ability to manufacturer these tubes more efficiently than was ever possible. Look for its release in the 3rd quarter of 2000.



THE FACES BEHIND THE VOICES ON THE PHONE - PENTA HEADQUARTERS STAFF

Meet the Penta Laboratories headquarters team. Here are some of the folks who help make Penta the leader in product quality and customer service.



PETER RUSSELL

The two most important of Peter's duties at Penta are R&D and Quality Development. The California native, an electronics technician since 1984, joined a now-subsiary firm of Penta's in 1990. He primarily designed and built a multitude of high-end audiophile equipment, including amplifiers, speakers and cross-overs. In 1995-96 Peter ventured into the motorcycle industry (which enabled him to be close to his favorite pastime), but in 1997 he returned and has been on the product side of the equation ever since. In addition to enjoying motorcycling, Russell is into mountain biking, hiking and creating creating gastronomical delights.

JEAN SINDELAR

On Jean's petite shoulders lies the



responsibility of Facilities Management, as well as the firm's financial operations. The Pierce College graduate has been with Penta Laboratories since May of 1996. Prior to joining the Penta team, Ms. Sindelar held financial-related positions at other firms. Her outside interests are travel and camping.



MARIANNE GRIEGO

One of the newest members of the Penta team, Marianne is the firm's Warehouse Manager. Her duties include overseeing shipping, receiving and production control. She brings 20-plus years of manufacturing and production control experience to Penta, plus training in APIC and CPIM certification. Ms. Griego's hobbies include cooking and collecting American Indian artifacts.



EYSHIA ROTH

The friendly voice that answers to

"Operator" inquiries belongs to Eyshia. Her other duties include processing credit applications, entering quotes and orders into Penta's database. She is also responsible for company mailings. A dedicated outdoorswoman, Eyshia enjoys horseback riding and hiking, as well as volunteering her services at the California Wildlife Center in Malibu, California.



CYNTHIA RAZO

A key member of Penta's sales team, Cynthia works with the firm's Sales Director, Gary Madvin, in setting up and maintaining communications with manufacturer's representatives around the globe. She is also involved in customer service work, such as issuing return authorizations. When asked what her outside interests were, Cynthia listed attending classes at CSUN and Pierce College, working toward her degree.

VERONICA CALDERON

Penta's International Sales Coordinator is responsible for the flow of invoicing and correspondence, as well as providing the required documentation for shipment of product overseas. She plays an important role in the development of Penta's international distribution system, and coordinates a variety of special projects, including the publication of this



newsletter. Outside the office she is quite the athlete, and enjoys playing soccer and tennis.

JOHN DOIG

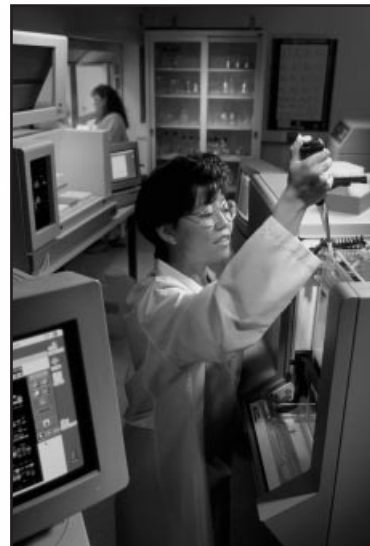
Although a relative newcomer to the Penta team, John has had a major impact on the firm's operations. His linguistic skills include fluency in French, Spanish and Chinese (as well as English). which serves him well being responsible for Materials and Purchasing from both international and domestic sources. Prior to joining Penta last year, John held a variety of positions in sales and operations, primarily in the Semiconductor industry. John was born in Canada, emigrated to the U.S. as a boy, and studied at the University of Marseilles —among others. His favorite pastime is traveling the globe, visiting friends and relatives.



SPECIALTY TUBES "MADE TO ORDER"

One area that sets Penta Laboratories apart from other manufacturers is the ability to provide unique solutions to the requirements of specialized applications. This can range from developing entirely new products to adapting existing designs to new purposes.

What's more, Penta technicians have demonstrated a "can do" determination to finding ways to accomplish desired goals in an expeditious manner. Let Penta's in-house R&D staff come up with a custom tube for your specific needs.



ISO 9001 Certification

While some of Penta's competitors may talk about being ISO-certified, have you ever asked them what kind of certification they received? Many companies in the tube business have ISO 9002 certification—but that's a *distribution* standard.

Penta has received ISO 9001 certification, which is a *manufacturing* standard. This means that all of the material used in Penta's tubes is certified to meet ISO standards for quality and "traceability," and all of Penta's testing and calibration procedures are likewise up to tough certification standards. When it comes to quality, you can look to Penta and ISO 9001 certification.



New Computer System Improves Performance

Penta Laboratories has recently invested in new computer equipment and installed an MRP/ERP system at its Chatsworth, California headquarters. This new system is substantially more powerful and sophisticated than its predecessor, and able to speed up operations considerably.

Among the immediate benefits to Penta customers are quicker order processing, and the firm's ability to maintain proper levels of inventory due to an improved ability to accurately forecast demand.

Credit Penta's Chief Engineer, Peter Russell and Materials Manager, John Doig with setting up the MRP/ERP system and overseeing the network.

TUBE TALK™

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Power Tubes Once Again A Growth Industry

Mention power tubes to the average "Joe Sixpack" man-on-the-street and chances are he'll say, "Do they still make tubes? I thought they went away when the transistor was invented." Well, to be sure the relative number of tubes in use is less than in the halcyon days of the industry, back in the 1940s and '50s. However, the tube industry has been on a steady growth pattern due to an ever-increasing number of applications requiring the precision that only tubes can deliver in a cost effective manner.

Did you know that power tubes are used in the manufacturing of Pentium III chips? Or that magnetic resonance imaging (MRI) technology relies on tubes? How about their use in powerful induction heating devices that are used to

increase the tensile strength of engine components in your car, like camshafts and valves.

And there's more. Like from manufacturing photo albums to taking X-rays.

Tubes may well be the "Rodney Dangerfield" of the electronics industry in terms of respect. But things are certainly looking better. From missile guidance systems to industrial welding equipment, you can't keep a good tube down!



Penta Continues Global Expansion

Following the establishment of a South American office in Lima, Peru, Penta Laboratories has continued its program of global expansion through appointing distributorships in key geographic regions. In recent months, Penta has established a sales presence in Turkey, Greece, France and the Philippines. In the months to come, Penta also anticipates appointing a number of manufacturer's reps with specific, exclusive territories on a global basis, including some in the United States. The company has recently appointed David LaFrenais of MSC in Montreal, Quebec as the Penta representative in Canada.

According to Gary Madvin, Penta's

Director of Global Marketing and Sales, "Our business is increasing precipitously all across the globe. This can be attributed to improvements in quality, service, and a wider selection of products."

The South American office is headed by Jorge Morales, Penta's Vice President of South American sales. Jorge's goals include adding to the distribution network throughout Latin America, as well as improving customer relations.

Penta's in-house contact is Veronica Calderon, International Sales Coordinator. Veronica can be reached at 1-800-421-4219 (ext. 150), and is fluent in both English and Spanish.



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INTERESTED IN BECOMING A PENTA DISTRIBUTOR?

If your company is interested in becoming an international Penta distributor, please contact Penta by fax at 818-882-3968.

If you're interested in domestic sales opportunities, please call Penta at 800-421-4219 or 818-882-3872.

You also can contact Penta via E-mail at sales@pentalabs.com.