

Valuable Information On Penta's Website!

Virtually anything you'd want to know about power tubes and Penta is available 24/7 on the firm's information-packed website (www.pentalabs.com).

One of the more useful features is an interchangeability chart that details which particular brands and part numbers are compatible. Also included are power data sheets, detailed installation instructions on the Penta product line, and special technical features that can provide you with much

useful data. A sample story is "How To Increase Tube Life."

There are also several key business-to-business features for Penta customers, such as the ability to check order status, multi-level pricing information, and inventory data.

With all of that, plus links to related industry sites, you can see how Penta's website can be a valuable, time-saving tool for industry professionals. Time to go "surfing" for tubes!



Penta Can Custom Build Tubes For You!

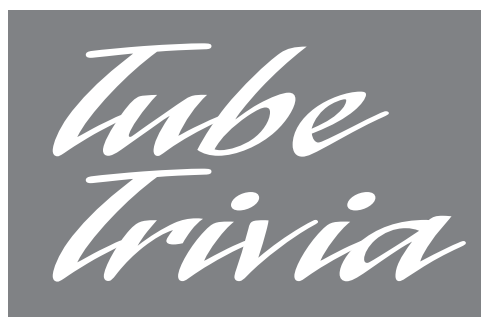
One of the key advantages to dealing with an independent, global company like Penta is the firm's ability to focus on the specific needs of its customers. This may come in the form of custom building tubes to a required specification, or modifying existing designs to fit a particular application.

Penta's engineering team will investigate the feasibility of any and all custom-made tube requirements submitted by customers. The firm has considerable experience with special projects, and can most likely come up with a cost-effective solution to most tube requirements.



PENTA LABORATORIES

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Did You Know...

The computer you're using could not have been built without power tubes. That's because the equipment used in the manufacture of memory chips is highly sensitive and cannot operate effectively with any fluctuation in energy levels. For this application power tubes are superior to semiconductors, which can't take the overload.

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If you're driving a convertible, it's a sure bet the top was manufactured using tubes to control the equipment used to seal the seams and install the "backlite" (rear window). Detroit automakers use much of the same type equipment to also manufacture interior items, like door panels, etc.

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Today's on-the-go lifestyle would be severely cramped without tubes, since they are used to build microwave ovens.

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Your health can benefit from tubes, too! Today's highly sophisticated MRI (magnetic resonance imaging) devices utilize highly sensitive tubes in their circuitry.

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The album that contains all of your family photos was probably made with equipment featuring tubes. They're excellent for heat-sealing applications.



"Real World" Testing Assures Superior Tubes

There are essentially two methods for accurately determining the dependability of a product. One way is to monitor actual performance in the field. The other is to subject the product to rigorous testing that simulates a working environment. This is the course that Penta Laboratories has charted, because it enables the firm to design and manufacture a superior product, without putting customers at risk.

A graphic example of Penta's commitment to quality is the firm's RF Induction Heating unit. This specially-constructed device enables Penta technicians to re-create field conditions,

and put a tube through its paces. An early beneficiary of this device has been the 3CX3000 family of tubes.

According to Peter Russell, Penta's resident R&D technician, "The R.F. Induction Heating unit has been designed to provide an accurate simulation of actual loads and cycles found in popular applications. Accordingly, we can build tubes that are able to perform reliably under a wide variety of conditions. And our customers can have complete confidence in the products we sell!"

What's more, Penta Laboratories is ISO-9001 Certified, which underscores



the firm's ability to manufacture products meeting ISO's stringent standards for quality and "traceability"—including testing and calibration procedures. Please note that ISO-9001 is a manufacturing standard, while 9002 (touted by some firms) is only for distributing.

Penta Labs To Increase Distributor Focus

Penta Laboratories has experienced significant growth in recent times, due in part to expansion of its global distributor base, as well as increased acceptance of its product line.

According to Gary Madvin, Penta's Director of Global Marketing and Sales, "Our efforts have been focused on opening up distributors in new territories. Part of this success can be attributed to our satellite office in Lima, Peru, headed by Penta Vice President of Latin American Sales, Jorge Morales."

Madvin went on to add, "We are also

delivering a high quality product, while maintaining competitive prices, which has been instrumental in our success in many areas. Our goal is to provide superior service to those customers we are privileged to have."

The company recognizes that its success is directly related to the performance of its distributors and dealers, which is why Penta Laboratories is working on several exciting new programs.

First, Penta is looking to expand its product line beyond power tubes. This

will enable its distributor network to increase their profits through selling additional items. Secondly, Penta is putting together a program wherein distributors can funnel a percentage of their sales income into investment opportunities.

The bottom line is simple. Penta wants its distributors to thrive, and will do everything in its power to make it happen! Contact Penta Laboratories and get on the bandwagon to success!





Advancing Cermet Tube Technology...

Penta Laboratories has long been a proponent of advancing ceramic-metallic ("cermet") technology in the manufacture of power tubes. The firm's most recent project in this area is the development of the 4CX400C metallic-ceramic tube—a direct plug-in replacement for the glass 4-400C tube. This particular number is popular in the broadcast and ham radio markets.

Subsequent tube numbers to have Cermet versions developed include 3-500Z and 4-1000A

Key reasons for developing Cermet tubes are to provide increased reliability and a longer service life. This is accomplished through improving the cooling properties of the tube, which allows it to perform reliably in higher operating temperatures.

NEW FACES AT PENTA



GARY WITTENBERGER

As Purchasing Manager for Penta Laboratories, Gary's responsibilities include the acquisition of everything from raw materials to finished goods. And with today's global economy, the intricacies of the job are quite complex. Wittenberger came to Penta following stints at Data Products and Hitachi. Unlike most of the Penta crew who went to school in California, Gary is a proud alum of the University of Wisconsin. His hobby is playing the guitar.

lifestyle...keeping up with her four daughters, and participating in beach volleyball, hiking and surfing. A charitable person, she also devotes time to helping children from alcoholic environments.

domestic and international accounts, Sandy brings her bilingual ability to the office with enthusiasm. Her duties include advising customers of order status, handling returns, and handling a myriad of special projects. Prior to joining the Penta team Sandy was an Administrator for a transportation firm. She is currently finishing up her BA at Loyola Marymount University, and used to host a radio show on campus. Her outside interests include photography and playing volleyball.



ANDREW BOWEN

Another freshman member of the Penta Laboratories team, his energies are focused on Expediting. It's Andrew's responsibility to make sure that orders flow smoothly through the system, and it's his job to monitor production, packaging and shipping. Andrew attended Santa Ana College, and is quite the computer enthusiast. When he's not out surfing the net, his favorite pastime is camping.



MELANIE BEEDERMAN

As Manager of International Business Development, Melanie is responsible for working with Penta's worldwide distributor network, and also deals with various foreign government entities, etc. Setting up new distributorships in the far-flung reaches of the world is an integral part of her duties. Beederman attended the University of Arizona. On the personal side, she is very much into Art History, and is an avid museum-goer. And for amusement, she plays the guitar.



SANDY LEERHUBER

Penta's newest Customer Service Representative, handling both

Multi-Lingual Tech Assistance

With its ever-expanding global presence, Penta Laboratories has taken important strides to provide customers with any required technical assistance. Now customers the world over can have access

to detailed products instructions, warranty information and service information in English, Spanish and French. All data can be accessed and downloaded from the company website, www.pentalabs.com.

"New" Tube Proving To Be Very Popular!

Last year Penta Laboratories introduced its KT88SC tube for high-end audio system applications. Designed to emulate the original British tube with this designation, Penta's version has been widely acclaimed by audiophiles, and is enjoying broad-based acceptance in the marketplace.

Penta has extensive experience in this market, and offers a wide selection of specialized audio tubes.



Next On The Drawing Board:

Look for Penta to develop a number of new tubes in upcoming months. They include the 4CX3500A, 4CX20000A, 4CX20000B, 4CX20000C and also the 4CX20000D. These tubes will employ the very latest state-of-the-art design

and manufacturing technology, and will be engineered to provide users with excellent levels of performance and reliability. Penta Laboratories will also custom-make tubes to order. Inquiries should be directed to Peter Russell.



ARE YOU 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.

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