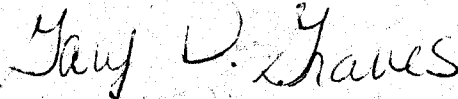


I began to feel that if I ever had a business of my own, that Trident would be a good example of how to go about it. I was very surprised one day when Mr. Winchell told me he was thinking of selling the company. I had not been considering buying a business but this was very interesting. Eventually that is what I did. I bought 80% of the Trident stock from the 100% that Mr. Winchell held.

I have been operating the business now since December 1982 and everything has turned out to be as it was presented in our negotiations. In my opinion Mr. Winchell is a unique individual with tremendous motivation, ability, and proper outlook about business and life in general.

I had a very clear understanding of the interconnect business due to my position with North Supply. I watched many companies fail, both large and small while Trident, under Mr. Winchell's direction prospered. I feel it was quite a remarkable accomplishment under the circumstances.

Sincerely,



Gary Graves, President

Trident Telephone & Electronics