

Cusago, 20th November 2001

Year III, N° 4/01

Dear Sirs,

Here is our "NEWSLETTER" number four, 2001.

The aim of this newsletter is to update you on our decision to adoption new packaging for the supply of some of our products.

Both the ELECTRONICS and ELECTRO-MECHANICAL sectors are affected by this change in packaging.

In fact, in the past we've found that the containers were too large, thus making the packs weigh too much and so there was the risk that could become deformed and damage the products inside.

Therefore, in order to guarantee effective shipment and to assure that our products reach the customer undamaged, without affecting their high level of quality, we have decided to introduce a series of changes to our packaging methods. These new methods affect all those items previously affected by the risk of distorted packaging.

With regards to our electronic products, the changes will initially affect the following items:

ITEM	N° POLES	PITCH (mm)	PACK	PACKAGING	WEIGHT (Kg)
PA 255	3	5	100	1500	7
PA 266	2	5	500	4000	11
PA 366	2	5	300	4500	10
PA 366	3	5	250	3750	12
PA 366	5	5	250	2000	10

The initial introduction of the new packaging for our electro-mechanical products will affect the following items:

ITEM	N° POLES	PACKAGING	NOTES
PA 32	3	400	Pezzi inseriti nella confezione in modo disciplinato
PA 32	4	350	Pezzi inseriti nella confezione in modo disciplinato
PA 32	5	250	Pezzi inseriti nella confezione in modo disciplinato
PA 32	6	250	Pezzi inseriti nella confezione in modo disciplinato

We look forward to receiving your comments. We remain, as always, at your service.

Best regards

Dott. Alberto Biundo
 Marketing & Comunicazione
 ITW ELETTRIO GIBI

