



Librascope

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Jay C. Wilcox
President

December 22, 1992

Dear Librascope Associate,

As you share this greatest of holiday seasons with family and friends, I know many of you are concerned about our business future.

Our Company goals are quite simply to survive, to stabilize, and to position for future growth. Your management will do everything prudently possible to achieve these goals with the full support and backing of our parent company. Anything you hear to the contrary is simply untrue.

We have come through a difficult time, and face more tough challenges in the coming year. To stem the tide of continuing layoffs, we must win new business. To win new business, we must be competitive. To be competitive, we must do only what is essential to do our jobs right, and we must do these necessary things more efficiently than our competitors do them. Your personal commitment to this end is a crucial part of our success.

Challenge those who "share" unofficial information. Don't repeat rumors and undermine your coworkers' morale. To do so is counter to our success. If you have real questions about company policies, benefits, etc., ask your management or Carl Sorensen, Vice President of Quality and Resource Management. Or ask me -- anytime. If we can't answer your question, we'll find out and answer you later, or we'll tell you we can't answer your question.

Librascope is a great company with a long tradition of success. Together, and with your help, I'm confident we will continue that tradition.

Best wishes for the holiday season!

J. C. Wilcox