

HITACHI

FAX TO Bajog Electronic GmbH
FROM HITACHI EUROPE GMBH
Am Seestern 18 (Euro-Center)
40547 Dusseldorf
Germany

FAX No. 09953.750

RUN - 5577

DATE 19 Aug. 96 P 1 / 1

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ADDRESSEE(S) :

Attn: Mr. Gerd Bajog
Managing Director

SENDER : Purchasing Dept.
Iizumi

RE: Noise Filter for Hitachi Welding Machine

First of all we really appreciate your great cooperation extended to Hitachi Seiko and us in terms of the development of noise filters for the application of EN standard in Hitachi's welding machine. Thanks to your excellent supports, Hitachi Seiko have reached the stage that they can introduce into European market their welding machine with full application to EN standard by incorporating your noise filters in it.

In the meantime, there have been some troubles so far which caused you so much inconvenience, for example, by asking several technical questions such as dielectric strength and temperature rise etc. These troubles arose from the aspect that Hitachi Seiko were unfortunately unfamiliar with the interpretation of EN standard. We apologize to you for the above-mentioned inconveniences. ✓

In any case your filters are mandatory required from now on so that Hitachi Seiko surely can produce the welding machines certified by EN standard with your filters and expand this business in European market. From this point of view, Hitachi Seiko will examine and cope with the potential problems by themselves if any from now on, without causing you troubles, as much as they can.

If you could kindly take the above-mentioned into your consideration and extend to us the unchanged cooperation with us, it would be very much appreciated.

Thank you very much again in advance for your kind and warm attention to this business.

Very truly yours,



S. Iizumi

Deputy General Manager
European Procurement Center
Hitachi Europe GmbH