



May 9, 2001

Mr. Customer
Plant Engineer
ABC Company
100 ABC Lane
Manufacturingville, NC

Reference: Intranet Display of Production Information

Dear Mr. Customer,

I am writing to update you on Salem Automation's capabilities to provide Intranet based solutions. Over the past two years we have provided Intranet solutions to several of our customers to provide real time and historical production information via a Intranet browser window. This information could be such things as machine efficiency, uptime – downtime, material tracking information or batch reports. Once the Intranet server is in place and the programming complete, this information is shared to everyone on the company network at no additional cost. Salem Automation has the capability to extract production information from Windows HMI software such as Wonderware, VAX computers or company IBM AS/400 mainframes to display in the browser window.

Attached is a example system architecture diagram for a Intranet server connected to a process control network. We will be contacting our customers to see if you are interested in taking advantage of this rapidly expanding technology at your site. Should you desire to get started sooner, feel free to contact myself at 336-661-0890 ext. 106. Thank you for your consideration.

Sincerely,

Chuck Graham
Vice-President – Sales & Marketing
Salem Automation Inc.

c: Tim Cochrane -- Salem Automation Inc.
Jean Brunache-- Salem Automation Inc.

Example Intranet System Configuration

