

## Highlights

- **PairGain Dock-To-Stock Award**
- **New Sales Reps and Advertising Program**
- **99 Sales Growth on Target for 40% Increase**

## New Products

- **Now Available DATA BUS**
- **Now Available MSDSL & HDSL2 Products**

# Premier Magnetics **UPDATE**

Q4  
1999

## **New Strategic Customer Recognition** **Certified by Leader in DSL Based Technology**

***Premier Magnetics has received PairGain Technologies Dock-To-Stock Supplier Award.***

Pairgain Technologies has recognized Premier Magnetics Capabilities to include a Superior Quality Record and Technical Support as well as being an On-Time supplier and a Price Leader over a range of Power, Line and LAN Magnetics.

PairGain is the recognized leader in the design, manufacture, marketing and sale of DSL networking systems. Service providers and private network operators worldwide use PairGain's products to deploy DSL-based services such as high-speed Internet, remote LAN access and enterprise LAN extension.

Premier is proud of the Pairgain recognition and other customer awards received this year.

### **New "DATA BUS" Products**

***Products are now available for Mil and Commercial applications. Product will provide a complete range of cost effective COTS option.***

Premier has completed development of a new line of Databus transformers.

These transformers will be designed to meet the electrical requirements of Mil-Std-1553 A/B and MilT-21038 specifications.

These products will comply with general requirements for low-power pulse transformers used in electronics and communication equipment.

These transformers will have very high input impedance (greater than 3000 ohms) over the frequency range of 75kHz to 1MHz at an operating temperature range of -55C to +130C, common mode rejection is greater than 45dB.

Sinusoidal or trapezoidal waveforms will be accurately processed in accordance with Mil-Std-1533 A/B and Mac Air A3818, A4905, A5232 and A5690.

Standard packages will include through hole and SMD.

### **MDSL/HDSL2 Transformers**

***Premier has introduced a new line of MDSL and HDSL2 transformers.***

The PM-DSLXX family will be designed to meet the requirements of

leading chip sets including those from Globespan.

All materials and construction will meet "UL", "CSA" and "IEC" requirements including Class B to Class F insulation systems.

Models will accommodate a range of Primary DC Bias Requirements and be available in Through-Hole and SMD, including Tape and Reel.

### **New Sales Reps Added**

Additional Sales Representatives are being added Domestically and Internationally to support an expanding customer base. New Reps include:

**Bolton Associates** – FL

**Component Sales** – UT, ID, MO, MN

**JRL** – Eastern Canada

**J-Square Marketing** – NY & NJ

**New Basics Electronics** – TX

### **Sales Growth Continues**

Premier Magnetics sales are on pace to increase by over 40% for the fiscal year. New product introductions and an expanded customer base insure dramatic increases for year 2000.