

May 26, 1988

Mr. J. A. Steensrud
Varian Instrument Group
220 Humbolt Court
Sunnyvale, CA 94089

Subject: Exhibit at the 4th International Diffuse Reflectance Conference

Dear Jim:

Enclosed you will find information related to exhibits at the 4th International Diffuse Reflectance Conference in Chambersburg, PA. We are expecting over 200 scientists and engineers at our conference this year, which is shaping up to be our best conference ever held in terms of technical information and exhibits. Your participation will add tremendously to the growing list of exhibitors. Furthermore, since the conference will draw top scientists and engineers dealing with diffuse reflectance from all over the world, it should be a beneficial time for you and your company. Your equipment has a outstanding reputation and should get good exposure at Chambersburg.

I am enclosing a sketch of the exhibit space in the Paul Swain Havens Science Center. We have reserved your half-room in room #129 on the first floor. There is ample power in this room. I have notified Bob Taylor, Chairman of Exhibits that you want this space. He will be in touch with you soon to assist you in setting up your exhibit. You may start setting up on Saturday, August 13.

I am also enclosing copies of our brochure as well as a preliminary copy of our final mailing. Note that a short course is offered dealing with the latest in statistical concepts related to diffuse reflectance. You may wish to take advantage of this offering.

In the meantime, if I may be of help to you in any way, do not hesitate to call on me.

I thank you for deciding to participate in the 4th International Diffuse Reflectance Conference.

Sincerely,

W. F. McClure
Chairman 4IDRC