

### Intellect Lab has 300% growth in 2002

While most of the industry has experienced great hardships, Intellect Lab has blossomed. According to Neal Greenberg, Intellect Lab's VP Sales and Marketing, "Growth has been due to two main factors. First of all, we will have repeat business. We judge our success by our ability to retain customers. If we don't retain a relationship, we feel that we have done something wrong. Secondly, we get a tremendous number of new customers through word of mouth. Our customers like to brag about our service to peers and it allows us to grow without the cost of advertising. This keeps our overhead low and allows us to pass on the savings to our customers. It is a perfect closed circle"

### Knowledge-Lab.Net

Keep your eyes opened for Knowledge Lab. Knowledge Lab will be an online resource for the engineering community.

At Knowledge-lab.net engineers will be able to post resumes, look for jobs, post technical questions on a bulletin board, find components,



Knowledge lab™

and find out about important engineering related events such as the Knowledge-Lab 2003 Winter Engineering Fair

### 2003 Winter Engineering Fair

In October 2001, Intellect Lab had an open house. We had a number of visitors representing 15 companies. A number of the visitors are today some of our best customers. On March 28<sup>th</sup>, 2003 Intellect Lab will sponsor an engineering fair. This time there will be 7 co-sponsors with Intellect Lab. The co-sponsors include Alyscom who fabricates PCBs, Enclosures Engineering who designs plastic enclosures, Silicon Standard who offers semiconductors and semiconductor design, Suba Technology a contract manufacturer,

TNB Enterprises who offers metal products, Valmark Industries who makes printed components, and Volex, a manufacturer of cables and connectors. Attendees will be limited to 100 to assure a quality experience for all. In addition to receiving information on these companies, attendees will receive a football that they can have autographed by



**The Oakland Raiderette Cheerleaders** who will be there to meet and take pictures with the attendees. The event is by invitation only. Attendees will be limited to people involved in engineering, manufacturing, or purchasing functions. To receive a registration form, send an e-mail to [info@intellectlab.com](mailto:info@intellectlab.com)

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