



Franklin Lakes, N. J., 07417

March 11, 1976

Mr. Don B. Payne  
Payne Radio  
P. O. Box 525  
Springfield, Tennessee, 37172

Dear Mr. Payne,

Last summer, Signal/One Corporation produced a limited number of the CX-11 models. After being evaluated by you and many others, it was decided that numerous improvements should be incorporated and several deficiencies should be corrected before any additional sets should be manufactured or offered for further sale. As you know, it has always been our goal to be the ultimate in the manufacture of amateur radio equipment.

At that time, it was decided that we would make extensive design changes in the CX-11 and then designate it the CX-11, second series. Some of these changes and improvements are as follows: A completely redesigned chassis as opposed to using the old, reworked CX-7 chassis, a newly designed and painted front panel to incorporate some different controls, redesigned circuit boards throughout the whole radio using current production devices rather than using the old parts inventory acquired from the previous companies in California and Florida. The second series also contains three (3) additional P. C. boards that were not in the 1st series, and a built-in, noiseless, whisper fan for the ultimate in cooling.

These additional engineering improvements have greatly improved the performance over the 1st series in every area of the radio especially, the front-end, I. F. , P. T. O., B. F. O. sections.

After nine additional months of engineering, we believe this all new second series of the CX-11 is by far the finest equipment ever offered to the amateur operator, and the resulting performance is beyond even our expectations. Naturally this additional engineering has increased production costs considerably, and because of this the retail price of the second series will be \$4,000.00 to those who have placed firm orders with you as of this date. We can not guarantee this price to anyone except these purchasers, since it is quite possible that the price will be changed in the future.

We realize that you have made commitments to some of your customers at the old price and we desire to help you fulfill



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these commitments. For those who originally ordered the first series but do not desire the second series, we still have available sufficient parts to produce several more series one sets although it will be later this summer before we can change our production back to the first series. The warranty will be only 90 days on the first series, and there will be no printed technical information available as it was not composed - only operating instructions.

Many of the original purchasers have already informed us that they desire to have the 2nd series rather than the 1st series. Please let us know immediately which of your customers desire the old series so that we can make our plans accordingly. The new chassis, panels and parts are on order for the second series. Sufficient capital is on hand to build it and assembly of wiring harnesses and P. C. Boards will begin soon. Final assembly of the first production run will begin in April and the first shipments should begin to go out in May.

We hope that this change in production has not inconvenienced you and your customers. We can assure you that this delay was worth the wait, and that you soon will be receiving the finest two-way communications equipment ever offered anyone - at any price.

Very truly yours,

A handwritten signature in cursive script that reads "Don Roehrs, Jr.".

Don Roehrs, Jr., President  
Signal/One Corporation

DRj/per