

TEXAS INSTRUMENTS



17 December, 1993

Dear Sir:

This is a letter of recommendation for Mr. Glenn Todd.


I have known and worked with Mr. Todd for over twenty years. We were both involved in the formation of the Electronic Warfare Department of Texas Instruments and have worked together on numerous EW development programs and proposals. I am disappointed to see Glenn leave TI, but I am happy for him that he is at a point in his career where he can become an independent consultant.

During our long friendship, I have always known Glenn to be unusually conscientious about his work. He is well versed in both the technical and business aspects of Electronic Warfare. This broad experience base and his interests in people led him into EW Business Development for TI. For the past 15 years, Glenn has been the principal marketing manager for our EW product lines. In this capacity, Glenn has met and worked with his counterparts in every major EW and airframe company in this country and many international companies and has been responsible for the front end development of several of our products and systems. Along with his industrial experience and contacts, he has worked with military and civilian personnel of many governments. I have always admired Glenn's easy and professional ways of working with people and customers. He always comes across with the right credibility for the occasion.

Glenn has always been much more than a marketeer. He believes in and has always practiced getting his hands dirty on the job. He is an excellent writer who thoroughly understands the proposal process and customer needs and believes in delivering on commitments. For these reasons, I am confident that Glenn will do well.

Should you desire additional information, please call me at 214-625-2322(Home).

Sincerely,



Charles E. Frey
Sr. Member Tech.
Staff