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**CROSS SALES  
& ENGINEERING  
COMPANY**

306 JJ Drive  
P.O. Box 16047  
Greensboro, NC 27406-4414  
(910) 275-0800  
FAX: (910) 275-3851

January 23, 1996

Office of Employee Benefits Security  
Labor Management Service Administration  
U.S. Department of Labor  
Washington, DC 20216

RE: Notice of Plan(s) of Deferred Compensation

Gentlemen:

Pursuant to DOL Reg. Sec. 2520104-23, the undersigned employer hereby files the following information with respect to its plan(s) of deferred compensation.

1. Name and Address of Employer:

Cross Sales & Engineering Company  
PO Box 16047  
Greensboro, NC 27416-0047

2. Federal Employer Identification No. (EIN): 56-0600094

3. Employer maintains two plans of deferred compensation primarily for the purpose of providing deferred compensation to a select group of management or highly-compensated employees.

4. Nine employees are covered by such plans.

Very truly yours,

CROSS SALES & ENGINEERING COMPANY

By: \_\_\_\_\_