

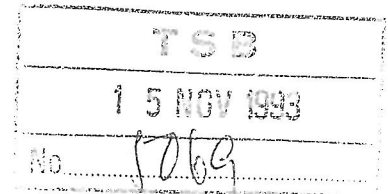
T30-14

Matsushita Graphic Communication Systems, Inc.

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November 8, 1993

Mr. Theodore Irmer
Director, TSB
Union Internationale de Telecommunications
Place des Nations
CH-1211 Geneva 20
Switzerland



Subject: Matsushita Graphic Communication Systems Patent Statement
relative to Automatic Terminal Selection Procedures

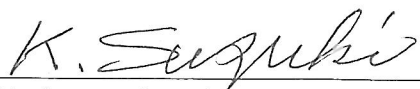
Dear Mr. Irmer

In the event the proposed recommendation now identified as TSS(CCITT) Rec.T.30 Annex D is adopted as recommendation by TSS and the recommendation cannot be practiced without the use of one or more issued patents owned and controlled by Matsushita Graphic Communication Systems Inc. (MGCS), MGCS is willing upon request to grant a non-exclusive license under such patent or patents on a non-discriminatory basis and on reasonable terms and conditions, provided that such party also agrees to grant licenses under its own patents to MGCS under non-discriminatory and reasonable terms and conditions.

A party that wishes to receive further information on these license options, or to request a license, should write to :

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Sincerely yours,


Kimitaro Suzuki
Director
Member of the Board
MGCS