

EX PARTE OR LATE FILED  
THE LAW OFFICES OF  
MICHAEL R. GARDNER, P.C.

ATTORNEYS AT LAW  
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January 12, 1994

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FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

DOCKET FILE COPY ORIGINAL

By Hand

Mr. William F. Caton  
Acting Secretary  
Federal Communications Commission  
1919 M Street, NW  
Washington, DC 20554

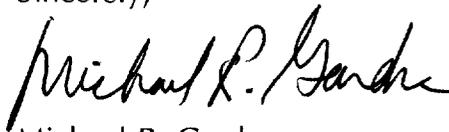
Re: Ex Parte Presentation  
CC Docket No. 92-297  
Local Multipoint Distribution Service

Dear Mr. Caton:

On behalf of Suite 12 Group ("Suite 12"), petitioner in the above-referenced rulemaking proceeding, enclosed please find two (2) copies of a set of a sampling of letters from an array of municipalities, educational institutions, civic organizations and consumers in the U.S., as well as from numerous foreign governments and entities, which reflect broad-based support for Suite 12's LMDS technology. Also included are a number of prominent press articles which likewise reflect support for Suite 12's technology.

Please place two copies of this submission into the above-referenced docket. Any questions regarding this submission should be directed to the undersigned.

Sincerely,



Michael R. Gardner  
Charles R. Milkis  
William J. Gildea III  
Counsel for Suite 12 Group

Enclosures

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DOCKET FILE COPY ORIGINAL

January 12, 1994

By Hand

Dear Chairman Hundt  
Commissioner Quello  
Commissioner Barrett  
Commissioner Duggan

Re: Broad-based Consumer and Press Support for Suite 12's LMDS Technology  
CC Docket No. 92-297, Local Multipoint Distribution Service

On behalf of Suite 12 Group ("Suite 12"), enclosed for your review is a sampling of the numerous letters of interest and support from various municipalities, educational institutions, civic organizations, industry participants, individual consumers and equipment manufacturers throughout the United States expressing enthusiasm for Suite 12's LMDS technology. These letters provide concrete examples of the wide array of potential applications of this high quality, low cost wireless platform for delivering video, telephony and data services to a broad segment of the U.S. population seeking universal access to the Information Superhighway.

The potential diverse applications of Suite 12's LMDS technology, as reflected in the letters expressing interest in Suite 12's LMDS technology, include:

- **Healthcare Information Select, Inc.:** a company whose mission is to create, develop and market customized healthcare information programming, is interested in LMDS for the distribution of such programming
- **Bridgewater State College, Bridgewater, MA.:** views LMDS as providing an extensive distribution system for educational programming, available for schools, educators, businesses and government
- **Clinton Cable-TV Advisory Committee, Clinton, MA.; Greencroft Homeowners Assn., New Rochelle, NY; and Town of Greenburgh, NY:** these are representative of the numerous towns and civic groups dissatisfied with current cable television service, and interested in LMDS as an alternative to cable
- **Spacecraft Components Corp.:** a company which has been in the aerospace/military business for 30 years, and, like many such companies today, is looking at LMDS equipment manufacturing as a primary new manufacturing industry

Letter to Chairman and Commissioners  
January 12, 1994  
Page 2

- **Dr. Robert Galton, Bayside, New York:** a consumer whose interest in receiving LMDS is reflective of underserved consumers across the country whose homes are not wired for cable
- **Prospect Park South, Brooklyn, NY:** Landmark District on the National Register of Historic places, with park-like landscape, utility lines underground, no telephone poles and no cable television, inquired about wireless LMDS as a more aesthetic and less expensive alternative to cable

Also enclosed are a sampling of letters which Suite 12 has received from foreign governments and companies operating in or representing foreign countries, including South Africa, Nigeria, Mexico, the United Kingdom, the Czech Republic, Taiwan, Hong Kong, Thailand, Malaysia, Singapore, Australia, Pakistan, Germany, Norway, Italy, Lebanon, Syria, Jamaica and Chile, expressing interest in deploying Suite 12's LMDS technology in their respective countries. This widespread showing of interest across the globe underscores the importance of the opportunity that the U.S. has to establish the appropriate technical standard for global deployment of LMDS with U.S.-provided equipment and services.

Finally, enclosed are a sampling of press articles from major publications and trade press which further confirm the widespread public support for Suite 12's exciting technology. These additional articles are illustrative of the plethora of benefits which consumers expect to receive as a result of the Commission's prudent licensing of LMDS in the 28 GHz band.

In determining the appropriate allocation of the grossly under-utilized 28 GHz spectrum, Suite 12 urges the Commission to take careful note of the broad-based consumer support for Suite 12's revolutionary LMDS technology. If LMDS is licensed as the Commission proposed in its NPRM, with two 1 GHz licenses per service area, this technology can immediately provide consumers in the U.S. with a high quality, low cost alternative to cable, while co-existing with the Fixed Satellite Services in the 28 GHz band in a spectrum efficient manner.

Please direct any questions regarding this matter to the undersigned.

Sincerely,



Michael R. Gardner  
Counsel for Suite 12 Group

Enclosures

cc Acting Secretary William F. Caton (for inclusion in the LMDS rulemaking record)

**LETTERS**

**HEALTHCARE INFORMATION SELECT, INC.**

45 Charter Oak Drive  
Newtown Square, PA 19073

Office 215 359-9152  
FAX 215 359-9152

January 1, 1993

Mr. Shant Hovnanian  
CellularVision  
Suite 12  
Dag Hammarskjold Blvd.  
Freehold, New Jersey 07728

Dear Mr. Hovnanian:

Over the past few weeks, I have spoken with Mr. Herbert Corbin and Ms. Joyce Anderson both of whom thought it a good idea to write an initial introductory letter.

Healthcare Information Select, Inc. is a newly formed company whose mission is to create, develop and market customized healthcare information programming. Our company is completing a joint venture agreement with one of the largest healthcare video providers in the United States. This strategic alliance will enable Healthcare Information Select, Inc. to begin phase one of its mission -- the creation, development and marketing of a comprehensive library of healthcare information products. The second phase of our core business entails positioning our company as the premier provider of customized consumer healthcare information programming to networks that utilize enhanced broadband services such as video on demand and interactive information services. Our market research over the past 7 years clearly defines our niche in this new and exciting information age. Moreover, consumers of healthcare state the desire to view timely and sensitive health related information in the privacy of their homes " on demand ".

We are eager to begin dialogue with CellularVision to explore potential opportunities that may exist regarding programming in the healthcare sector; i.e., for CellularVision's plans to introduce broadband technology and enhanced video information services. Likewise, we have interest in learning more about CellularVision and its' direction in the future.

I'll call you the third week in January to set up a meeting to get better acquainted.

Sincerely,



Laurence B. Wiener, M.D.  
President



BRIDGEWATER STATE COLLEGE  
Bridgewater, Massachusetts 02325

EX PARTE OR LATE FILED

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DEC 27 1993

FCC MAIL ROOM

December 20, 1993

Mr. William Caton  
Acting Secretary  
Federal Communications Commission  
1919 M Street N. W., Room 222  
Washington, D. C. 20554

Re: Proposed Rule Making  
CC Docket No. 92-297  
PP Docket No 93-253

SOCKET FILE COPY ORIGINAL

Dear Mr. Caton:

The Town of Bridgewater has requested assistance with the competitive bidding licensing procedure for Local Multi-point Distribution Service (LMDS). This letter is to indicate the strong support of Bridgewater State College for the application. The College has been working closely with the town in development of its proposal and we feel that allocation of a license to the town would represent a major positive federal initiative in support of the effective and efficient uses of emerging technologies for the betterment of the people of the United States. Because of the unique opportunity presented by the relationship between Bridgewater State College and the Town of Bridgewater, there is every opportunity for the FCC to promote strong regional collaboratives in support of President Clinton's educational and economic development initiatives.

Bridgewater State College currently is constructing the John Joseph Moakley Center for Technological Applications. This Center is dedicated to developing models of applications of electronics technologies to pre-kindergarten through collegiate curricula and to directly supporting the economic development of the southeastern Massachusetts region. Under the auspices of the Moakley Center, the College will be developing extensive telecommunications and video capabilities. We also will be seeking licensure of two satellite transmission dishes that will allow both national and international two-way video and data communications. These capabilities are specifically designed to support the educational needs of students and teachers and to support development of the economic capacity of this region of New England.

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*Orig*

Mr. William Caton  
December 20, 1993  
Page 2

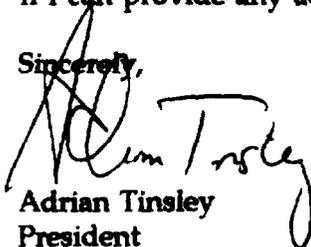
Within this context, the inclusion of LMDS technology in the College's programming mix will be of critical importance. Should the Town of Bridgewater receive a license, the College would have access to an extensive distribution system for educational programming. It is planned that the College would make available by this medium not-for-profit programming for schools, educators, businesses, and government officials. Because of the relative low cost of operating in this medium, the College would be able to offer programming at modest cost to the client. Additionally, because of the strong institutional commitment to evaluation and assessment, College programming distributed across the LMDS would be rigorously reviewed and results would be made available nationally.

Please note that Bridgewater State College is a state agency and a 501c3 not-for-profit. College programming, such as described above, has received support from various federal and other sources including the U. S. Department of Energy, the National Science Foundation, the U. S. Department of Education, NASA, and private sources. The College is rapidly becoming known for its program of developing uses of technology across the collegiate and K - 12 curricula, and as a leader in New England in educational assessment.

On behalf of Bridgewater State College, I strongly endorse the Town of Bridgewater's request for exemption from the proposed auction process; that such an exemption be granted for municipalities interested in providing non-commercial, educational programming; and that municipalities be granted the right to provide educational programming in relation to regulation #152 within a radius of fifty (50) miles in the 28 GHz band.

If I can provide any additional information, please feel free to contact me.

Sincerely,



Adrian Tinsley  
President

C: Board of Selectmen  
Congressman Barney Frank  
Congressman John Joseph Moakley  
Senator John Kerry  
Senator Edward Kennedy

CLINTON CABLE-TV ADVISORY COMMITTEE



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Brian Coyne  
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Alan Gage  
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Stephen Kroll  
John Nason  
Dan McLaughlin  
Stanley Starr, Sr.

(508) 365-9745 Phone  
(508) 368-7672 Fax

November 6, 1993

CELLULARVISION OF NEW YORK  
CELLULARVISION TECHNOLOGIES AND  
TELECOMMUNICATIONS INC.

Mr. Vahak S. Hovanian  
Mr. Shant S. Hovanian  
Mr. Bernard Bossard  
Dag Hammarskjold Boulevard  
Freehold, New Jersey 07728

*Dear*

Dear Vahak:

This communication is a serious Letter of Inquiry from the Clinton Cable-TV Advisory Committee in the central New England town of CLINTON, MASSACHUSETTS.

We are firmly convinced WIRELESS IS THE FUTURE!

Clinton would make a model community for a future CellularVison site as your patented technology expands.

We serve 10,000 subscribers within 4-towns in a 5 mile circular-hub. Twenty seven high-tech corporations are within 10 miles of our community, just west of Boston.

With our cable license renewal scheduled for 1996, the CCAC is seriously searching for alternative competition and a wireless "high-speed-data-access" in/out of our business sectors.

Please advise us as to what opportunities might become available to Clinton, Massachusetts in the next 36 month window.

And, what steps we should take to get a working relationship with CellularVision and wireless technology for the future. Each committee member has received and read the public service packet from CellularVision.

Sincerely,

*Richard Lowell Harding*  
Richard Lowell Harding  
Clinton Cable-TV Advisory Committee

"WRITING FOR THE INFORMATION SUPERHIGHWAY"  
**CALLERS DIGEST MAGAZIN**

CLINTON, MASSACHUSETTS



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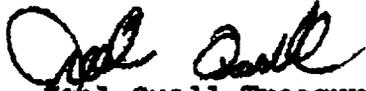
GREENCROFT HOMEOWNERS ASSOCIATION  
703 PELHAM ROAD  
NEW ROCHELLE, NEW YORK 10805  
OCTOBER 18, 1993

Dear Sirs:

I am the Treasurer of the Greencroft Homeowners Association ("HOA"). The HOA is made up of approximately 160 condominium units, located at 701 - 703 Pelham Road in the City of New Rochelle.

At the present time, we are dissatisfied with the cable television service supplied by TCI of Westchester. The HOA is seeking out other companies to supply us with cable television service. I have attached a cost card of our present service. We would appreciate if you can submit a proposal to the HOA at the above address. If you have any questions, I can be reached during the day at (212) 891-4214 and at night at (914) 654-1736. I am looking forward to hear from you shortly.

Sincerely yours,



Joel Quall, Treasurer  
GREENCROFT HOMEOWNERS ASSOCIATION



PAUL J. FEINER  
Supervisor

**TOWN of GREENBURGH**  
**OFFICE OF THE SUPERVISOR**  
Post Office Box 203, Elmsford, New York 10523  
(914) 992-1500 Office (914) 992-1554 Fax (914) 478-3110 Home

August 9, 1993

Vahak Hovnanian  
Cablevision Vision of New York Inc.  
312 Village Mall  
Freehold, New Jersey 07728

Dear Mr. Hovnanian:

This letter is being written to invite your company to submit a proposal to the Town of Greenburgh to provide head to head competition with TCI Cable TV. Residents of the Town of Greenburgh are very upset with the lack of cable TV competition and we are aggressively seeking additional companies to provide residents with a choice. We recently had a meeting that attracted over 300 residents who complained that they are fed up with the frequent outages, poor service and high cable TV rates. I would be happy to meet with you at your convenience to discuss why the town would like to be among the first communities in the Metropolitan area that would have cable TV competition. Many, many thanks.

Sincerely,

Paul J. Feiner  
Town Supervisor

BJR/las

cc: Arthur Wickin  
Matthew Naldin  
Harby Greenberg

AUG 13 1993

DR. ROBERT GALTON

199-08 28TH AVENUE

BAYSIDE, NEW YORK 11358

Jan 28, 1993

Mr. Phant Hovarian  
Cellular Vision of New York, Inc.  
Freehold, N.J.

Dear Mr. Hovarian,

The December 11, 1992 issue of the New York Times discussed your new microwave TV system.

I live in Bayside (Queens), New York and would like to know if your system could be made available to me. I am one of five families in a block of houses that are not able to receive cable TV because the telephone pole that services our block is on the property of a person on another block (at right angles to ours) and he refuses to allow the cable company on his property.

I would appreciate hearing from you in this. Thank you.

Sincerely,

Robert Galton

# PROSPECT PARK SOUTH ASSOCIATION

BROOKLYN • NEW YORK

A LANDMARK DISTRICT ON THE NATIONAL REGISTER OF HISTORIC PLACES

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**CHARLES MCCORMELL**

September 29, 1993

Mr. Shant Hovnanian, CEO  
CellularVision  
Suite 12, Village Mall  
Freehold, NJ 07728

Dear Mr. Hovnanian:

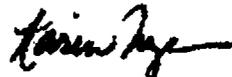
In August I read with great interest the newspaper articles about your company and wireless cable systems. It is a very timely issue for us since we are facing cable installation here in Prospect Park South.

Prospect Park South is a Landmark District on the National Register of Historic Places and part of Flatbush, Brooklyn. It is bordered by Church Avenue, Coney Island Avenue, Beverly Road, and Marlborough and Buckingham Roads. It is a neighborhood of just over 200 large single-family detached homes and two apartment buildings. We are very proud of our park like landscape which was an integral part of the original plan at the turn of the century and part of what makes this neighborhood historically significant. All Utility lines are underground and we have no telephone poles. Current cabling plans under consideration require extensive exposed equipment with a very high aesthetic cost. We wonder whether the newer wireless technologies may be a possible alternative.

Residents of Prospect Park South have waited very patiently for access to cable television. It is important that we consider all the options available to us now or those that may be available in the near future so that we can make an informed decision about the most appropriate installation.

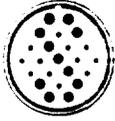
We are very interested in learning if your system may be an appropriate one for our situation. I look forward to hearing from you or your representative at your earliest convenience. Thank you for your attention to this matter.

Sincerely yours,



Karin Nye  
941 Albemarle Road  
Brooklyn, NY 11218  
(718) 284-1781

DIRECTORS MEET ON SECOND WEDNESDAY OF EACH MONTH



**SPACECRAFT  
COMPONENTS CORP.**

December 11, 1992

**Cellularvision  
Suite 12  
Daghammarskjold Blvd.  
Freehold, NJ 07728**

**Gentlemen:**

**Have been reading about your new approach/technology for TV delivery.**

**For over 30 years, our company has been in the aerospace/military business and we are now looking for new fields to explore.**

**Would appreciate receiving more information on your products and your company.**

**Sincerely yours,**

**Edward Wiseman  
Secretary-Treasurer**

**Ew:sh**



R. Ellen Khayata, Ph.D.  
Research Scientist  
Wireless Communications  
Advanced Technology Group



Apple Computer, Inc.  
One Infinite Loop, MS: 301-4J  
Cupertino, California 95014  
408 974-7229 Fax: 408 974 9793  
AppleLink: REK  
ellenrek@apple.com

Apple Computer, Inc.  
1 Infinite Loop  
MS 301-4J  
Cupertino, CA 95014

**Shant Haunonian  
Cellular Vision of New York, Inc.  
Suite 12 Village Mall  
Freehold, NJ 07728**

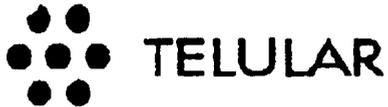
**December 11, 1992**

**Dear Mr. Haunonian,**

**I read the New York Times article about Cellular Vision dated 12/11/92 with great interest. I'd like to learn more about the technology which enables you to operate at such high frequencies, and take advantage of the multipath. All information about your company and its technologies would be appreciated.**

**Sincerely,**

**Ellen Khayata**



December 30, 1992

Cellular Vision  
12 Village Mall  
Freehold, NJ 07728  
Attn: Karen York

SENT VIA FACSIMILE

Dear Ms. York:

This letter is intended as a formal request for detailed product/technology information concerning Cellular Vision's FCC approved new microwave transmission technology.

As much detailed technical information as Cellular Vision is willing to provide is appreciated, including the frequency range(s) of the technology.

Telular is a manufacturer of fixed wireless radio products that provide a bridge between any wireless radio system and traditional customer CPE equipment via an RJ11 connection. As such, Telular is always interested in new radio technologies that may provide either voice or data telecommunications services, and compliment our products.

Please forward the information to my attention at your earliest convenience. Thanks in advance for your quick attention to this request.

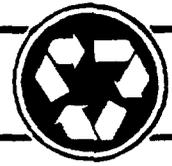
Sincerely,

Patrick L. Murtha  
Vice President  
Corporate Development

---

# TELECOM RECYCLERS, Inc.

---



4400 NORTH FEDERAL HIGHWAY • SUITE 407 • BOCA RATON, FLORIDA 33431 USA  
PHONE 407-362-0003 • FAX 407-362-0006

January 4, 1992

Suite 12 Group  
Village Mall  
Freehold, NJ 07728

To Whom It May Concern:

I am writing this letter in reference to the article in the Wall Street Journal on December 11, 1992 entitled "FCC Proposes Using New Technology To Send Video and Voice by Airwaves".

Telecom Recyclers, Inc. (TRI) was formed in 1990 to market both new and used telecommunications equipment throughout the world. We are currently involved in the project management of ventures in both the microwave radio and cellular industries by supplying equipment and providing engineering and technical support.

I found the article very interesting and would very much like to obtain some information on your company and the product mentioned in the article.

I await your response and look forward to discussing possible business opportunities between our two companies.

Sincerely,

A handwritten signature in black ink that reads "Tim M. Benter".

Tim M. Benter

REYNOLDS & PENDERGRASS, P.A.

AN INTERSTATE LAW FIRM  
316 WEST EDENTON STREET  
RALEIGH, NORTH CAROLINA 27603

TED R. REYNOLDS, PARTNER

OF COUNSEL

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CARY, NORTH CAROLINA 27511  
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FACSIMILE: (919) 380-0187

POST OFFICE BOX 26506  
RALEIGH, NORTH CAROLINA 27611  
TELEPHONE: (919) 832-4110  
FACSIMILE: (919) 832-3884

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CASSIDY & ASSOCIATES  
1504 R. STREET, N.W.  
WASHINGTON, D.C. 20009  
TELEPHONE: (202) 387-5400  
FACSIMILE: (202) 745-1920

January 11, 1993

Mr. Shant Hovnanian  
V S Hovnanian Group  
12 Village Mall  
Freehold, New Jersey 07728

Re: Microwave TV System

Dear Mr. Hovnanian:

I read with some interest the article from the New York Times regarding your venture with Mr. Bossard in the development of a microwave system for use with television signals.

I and my firm were extensively involved in North Carolina with the radio common carriers and their licensing in the early sixties. As you know, these carriers are now the Cellular telephone carriers.

I have interest in obtaining information about your microwave system and particularly to determine if it is your intention to develop franchises for the marketing of this product.

I would appreciate hearing from you in this regard and if such an opportunity exists now or in the future I would very much enjoy the opportunity of discussing it with you as it relates to North Carolina.

Thanking you and awaiting your reply I remain

Cordially,

  
Ted R. Reynolds

TRR:ml

# Matamoras Video Cable Inc.

605 PENNSYLVANIA AVENUE MATAMORAS, PA 18336 (717) 491-4837



January 18, 1993

Mr. Shant Hovanian  
SUITE 12 GROUP  
Village Mall  
Freehold, NJ 07728

Dear Mr. Hovanian:

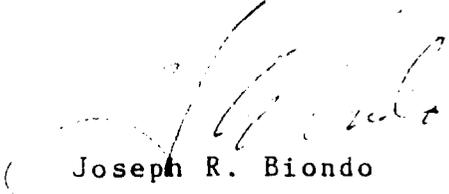
I read with a great deal of interest, an article in The Wall Street Journal dated December 11, 1992 about Suite 12 Group's development of a system called "Cellularvision".

I am the owner/operator of three cable television systems in Northeast Pennsylvania, and due to certain geographic limitations, would be most interested in learning about "Cellularvision".

Would you kindly send me any information you have available at the moment.

Thanking you in advance.

Very truly yours,



Joseph R. Biondo

JOHN T. BECKER  
Chairman of the Board

*You're in touch!*  
1490<sub>am</sub> WGCH

---

March 2, 1993

Mr. Shant Hovnanian  
Hovnanian Enterprises  
Freehold, NJ 07728

Dear Mr. Hovnanian:

The new technology being developed by Hovnanian Enterprises is exciting, and we would appreciate having whatever information you have available in regard to a possible license.

Please forward this to us at your earliest convenience as we hope at some point we might participate with you in this development. Thank you for your consideration.

Very truly yours,



John T. Becker

JTB:lmb  
0302a



## **CABLE & WIRELESS**

**Dr. Sydney O'Hara**  
Group Strategic Development Adviser

London WC1X 8RX

Telephone: 071 315 4472

International: +44 71 315 4472

Facsimile: 071 315 6120

Telex: 920000 CANDW G

**5th August 1993**

**By Fax & Courier**

**Mr S Hovnanian & Mr B Bossard**  
**Cellular Vision**  
**Suite 12**  
**Dag Hamarskjold Boulevard**  
**Freehold**  
**NEW JERSEY 07728**  
**USA**

**Dear Mr Hovnanian and Mr Bossard,**

**Mr McKissock will have told you of my visit to Cellular Vision on 28th July 1993, which, for me, was a great privilege. I am most grateful for having had the opportunity to hear of and see your activities in broadcast tv services.**

**For your information, Cable & Wireless is a substantial international telecommunications operator with a revenue of \$5.74 Bn derived mainly from running telecommunications operations in the UK, Hong Kong, USA, the Caribbean and other international operations including Japan. It currently has over 10% of the UK communications market and a revenue of over half a billion dollars from its USA long distance telephony business. It also has a very close relationship with China as a result of its activities in Hong Kong. I have enclosed (by courier) some literature on Cable & Wireless so that you can become better acquainted with the company. Perhaps I should mention it has been in existence for around a hundred years! but has achieved very significant growth over the past ten years.**

**The purpose of this letter is to introduce myself and the business to you. The reason for my doing this is to persuade you of our keen interest in Cellular Vision, not only because of Mercury, our UK business, but also because of the many international opportunities which we can see arising from your technology.**

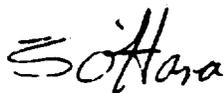
I was greatly impressed by your achievements in Brooklyn and described them to senior managers in Cable & Wireless. As a consequence there is considerable interest in meeting with you. Although the interest in your capability is groupwide, Mercury in particular very much wish to visit with you since your activities are key to their immediate plans. With this in mind Mercury have asked me to contact you to see if you are willing to meet with Mr Rod Attwooll, who is Group Managing Director at Mercury and is also responsible for Mercury's involvement with cable tv.

I can assure you that the interest of Cable & Wireless in your project is absolutely sincere and there is, in my view, significant opportunity for a worldwide joint initiative.

May I take the liberty of following up this letter with a telephone call on Monday to see whether it is possible for Mr Attwooll and a colleague to visit you on 12th August at your Sheepshead offices.

Thank you again for giving me the opportunity to find out about Cellular Vision and I hope that we can move towards a mutually beneficial arrangement in the near future.

Yours sincerely,

A handwritten signature in black ink, appearing to read 'S O'Hara'.

Dr Sydney O'Hara

CC:           B. McKissock, Cellular Vision  
               R Attwooll, Mercury

Viña del Mar, 14 January 1993

G.T. Nº 3/5

Mr  
Dan Reese  
Cellular Vision  
Freehold, New Jersey  
U.S.A.

Dear Sirs,

We are a private electric utility based in Viña del Mar, in charge of the distribution of electricity in several towns in Chile. Our Company is part of a holding which is in the business of electricity and gas distribution, computation services, real estate, electricity meters and transformers manufacture.

We have had some information about the TV transmission system developed by Cellular Vision and we would like to be in that business in Chile in the near future.

It has been quite difficult for me to get in touch with you through the telephone and that is the reason why I am sending this fax with some questions related to your system.

1. Is possible to agree with you a license to operate your system in Chile, or do you prefer a joint venture?
2. In case of a license, do you have a kind of standard contract that could be studied to know your terms and conditions?

We have more questions covering technical and commercial aspects of your system but we think that those queries can be clarified in a personal visit to your headquarters.

Of course, before arranging a visit, we would like to know your interest to deal with us. Please let me know your answers to our questions and do not hesitate to ask for the information you need about our organization.

My direct telephone and fax number including country and area code are :

Phone (56 - 32) 675657 Fax (56 - 32) 670139

Yours faithfully,



Raúl Rendic  
Technical Manager  
CONAFE  
P.O. Box 21-D  
Viña del Mar  
CHILE

RRD/pbq.

## Fax / Memo

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TO: **Dan Reiss**  
FROM: Christoph Merk  
DATE: 3/19/93  
RE: 49 Channel Wireless "Cable" TV  
CC:

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**URGENT!**

Dear Mr. Reiss,

I just read about your new 49 channel microwave "cable-TV" device in the 'Communication of the ACM' and I must say that I love what I've read!

I am a young entrepreneur who likes your device a lot. Here in Germany where I live, we don't have such a micro wave TV distribution. I am convinced that there is a great market out there.

I would like you to provide me with some very important information:

- From how far away can one station's broadcasting be receptacle?
- How does a station look like? Will I need an antenna like the AM radio stations?
- Does your system work with the European PAL TV system?
- Are there any legal considerations? Do you have the ZZF approval of the German Telekom or any other European broadcasting commission (maybe a British one)?
- What does the receptor (TV watcher) need for a good reception? How big are their units?
- Can I program each receptor unit from the station? (useful for i.e. Pay-TV)
- How long does it take to get permission to operate such a system in Germany?
- How many people are needed to operate a broadcasting station?
- Are there different versions available? Is the system modifiable to future development?
- Do you have service stations in case of failure in Europe?
- How much does it all cost?

You can reach me by fax, today 3/19/93 under 011-49-89-33 82 07. From 3/20 till 3/22 under 011-44-71-724 9089. From 3/21 till 4/4 under 212-888-4620. From 4/5 till 4/12 under 619-438-0930. Please include always a cover page.

My US mailing address: C. Merk; 540 Madison Ave.; 9th floor; New York, NY 10022 (please allow 4 until 6 weeks until the mail has been forwarded to me!)

My Swiss mailing address: C. Merk; 6 Mountain street; CH 6045 Meggen; Switzerland. (please include a reference for air mail!)

Sincerely



# CABLE RE-TRANSMISSION

PLUS

CABLE TV CZECH REPUBLIC

KABEL PLUS, a.s. Na hradbách 16, CS - 70100 Ostrava 1, tel.: 42 - 69 - 2174 352, fax : 42 - 69 - 2174 308

Please call the number below if pages are not received.	Total # of sheets:
<u>LUBOS MATYSTAK</u> CABLE PLUS, a.s. Na hradbách 16 702 00 OSTRAVA 1 FAX : 42 - 69 - 2174308 PHONE : 42 - 69 - 2174352 Czech Republic	<u>SUITE 12 GROUP</u> <u>001-908-462-2789</u>

February 19th, 1993

Dear Gentlemen,

Our company - Cable Plus is the largest CATV operator and building company in the Czech Republic.

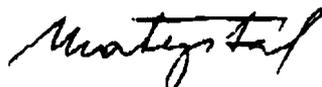
We have learned about you from an article in Video Technology News (Dec., 1992), which dealt with 27 GHz Cellular Cable system. We would be obliged to you for detailed information regarding the system itself as well as realistic prospects as far as possible delivery of PAL-B compatible system is concerned.

Cable Plus has contracts for connection of 1.7 mil. outlets, some 200000 of which have been already connected.

We would be obliged to you for your kind response asap.

Thank you,

Best regards,



Lubos Matystak  
Technical Manager  
Cable Plus