

GI General Instrument

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Quincy Rodgers
Associate General Counsel
and Director

ORIGINAL COPY

93-7

January 16, 1995

EX PARTE OR LATE FILED

The Honorable Susan P. Ness
Federal Communications Commission
1919 M Street, N.W.; Room 832
Washington, D. C. 20054

BY HAND

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JAN 17 1995

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF SECRETARY

Dear Commissioner Ness:

Dan Akerson asked that we provide you with one of the universal remote control units which were discussed during your meeting with him on January 13, 1995. The enclosed universal remote is currently on sale at Radio Shack for \$12.95. If you look at the back of the carton, you will see a list of the CE products with which this remote works.

The easy availability of this remote suggests that the market is working to insure that consumers have access to remote control units which are compatible with a wide range of products. Regulation of IR codes is, therefore, unnecessary.

The book which Dan mentioned is titled *Computer Wars* and was written by Charles H. Ferguson & Charles R. Morris. One of the book's conclusions Dan was thinking of when he mentioned it to you is contained in the following passage:

"Japanese companies, and Asian companies generally, have succeeded, by and large, by being superb *commodity implementers* within well-defined, stable, open, nonproprietary standards--standards, that is, that are defined by regulatory agencies, other government bodies, industry standards-setting organizations, or very slow-moving incumbents, such as IBM has been in mainframes in recent years. Nonproprietary standard products, such a memory chips, printers, VCRs, CD players, or

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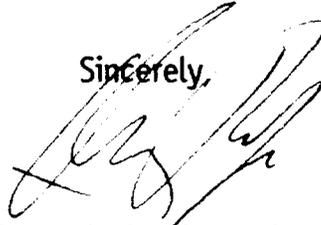
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facsimile machines, are brutally competitive businesses, with high investment requirements and razor-thin margins.

"But industries that are fast-moving, where standards are constantly evolving, and where the standards themselves are within the proprietary control of an individual company, are hostile environments for commodity implementers."

I understand we are already discussing with your office a time for a more complete discussion of system architectures and the importance of IR pass through capability. We look forward to that occasion.

Sincerely,

A handwritten signature in black ink, appearing to be "D. J. [unclear]", written over the word "Sincerely,".

cc: Secretary to the Commission for Inclusion in Docket No. 93-7 (two copies).