

Lucent Technologies
Bell Labs Innovations



Columbus Works Lucent Technologies Inc.
Global Procurement Organization

March 17, 1997

Mr. Scott Miller
Far East Enterprises, Inc.
176 East Main Street, Suite 6
Westborough, MA 01581

Scott:

It is going on a year since Lucent Columbus' direct relationship with Far East Enterprises began. I think we can both say that it has been a very interesting and, in the end, great year.

So it is happily looking back and eagerly looking forward, that I say thanks for a job well done in 1996.

Far East Enterprises has, as you have in other Lucent locations, met every challenge presented and exceeded my expectations...which is not easy. Your dedication and commitment to Lucent Columbus shows in the fact that Far East Enterprises has been rated "Preferred" each month since our relationship began.

In a time, when Lucent Technologies is aggressively reducing the number of suppliers that we choose to do business with, you should take pride in the fact that Far East Enterprises is continually winning new business within Lucent by outperforming your competition.

Again, thanks to you and your entire team for the consistently high level of support you provide the Lucent Columbus Works.

Sincerely,

A handwritten signature in black ink that reads "Doug".

Doug Peterson
PWB Commodity Team Leader
Lucent Columbus Works