



Bradley J. Peters
SLM - Manager
Lucent Purchasing

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Peter J. Fronsee
CMAC of America

Subject: PWB pricing and potential cost savings

We are constantly trying to find ways to reduce the cost of our products to increase our market share in the PBX line. I believe CMAC has provided competitive pricing to us but it is necessary for us to check ourselves out on occasion to insure we are where we want to be.

I know the bare board makes up a large portion of the total cost of the backplanes you provide to Denver and I would recommend your consider an RFQ on the boards to check out your current supply base. I have two excellent board suppliers I would like you to include in any future quote activities for the possibility of reducing the cost to Lucent. The two suppliers are:

Far East Enterprises
Westborough Technology Park
1900 West Park Drive, Suite 200
Westborough, MA 01581
Attn: Scott Miller

I would like your feedback on the results of the quote activity to provide data to these two key suppliers to Denport on their position in the backplane board field.

Sincerely;

A handwritten signature in cursive script, appearing to read 'Brad'.