



5504 State Road • Cleveland, OH 44134-7330 • (216) 351-1755
1-800-722-6664 • FAX (216) 351-0392

M. H. ALLI
OFFICE IN CHARGE
PURCHASE UNIT
OPERATIONAL SUPPORT DIVISION
UNIDO-P.O. BOX 300
WAGRAMMERSTRASSE 5
A-1400 VIENNA
AUSTRIA

JUNE 11, 1996

DEAR MR. ALLI,

THANK YOU FOR THE ENLIGHTENING TELEPHONE CONVERSATION THIS MORNING. I, ONCE AGAIN, HAVE TO APOLOGIZE ON BEHALF OF OUR COMPANY.

AFTER MUCH DISCUSSION THIS MORNING WITH THE MANAGEMENT OF OUR COMPANY, I AM PLEASED TO BE ABLE TO OFFER UNIDO AN ADDITIONAL FIVE PERCENT (5%) DISCOUNT. THAT MEANS OUR PRICING POLICY FOR UNIDO IS THIRTY PERCENT (30%) FROM OUR RETAIL PRICE LIST. THIS IS THE SAME PRICING POLICY WE HAVE WITH OUR GOVERNMENT.

THE PRICING IS EFFECTIVE IMMEDIATELY AND I WOULD LIKE TO AMEND OUR **QUOTE NUMBER 00644** AS FOLLOWS:

40) 2816A-6AG3-4,B (3,328.50/EACH)	\$ 133,140.00
120) CABLES (18.67 EACH)	\$ 2,240.40
1) ESTIMATED AIRFREIGHT	\$ 3,900.00
CIF BRASILIA AIRPORT	\$ 139,280.40

THIS QUOTE IS VALID UNTIL JULY 31, 1996.

FURTHERMORE, IT IS OUR COMPANY'S COMMITMENT, TO ASSIST UNIDO IN THEIR ENDEAVORS, IN ANY WAY POSSIBLE.

IF A SEMINAR IN BRAZIL WOULD STILL BE USEFUL, RACOM PRODUCTS WOULD BE HONORED TO ASSIST.

THANK YOU AGAIN FOR YOUR CONTINUED SUPPORT AND INTEREST. I LOOK FORWARD TO SPEAKING TO YOU.

WITH BEST REGARDS,

A handwritten signature in blue ink that reads "Drew Miller".

DREW MILLER
INTERNATIONAL SALES

QUOTATION

No. 00644

RACOM PRODUCTS INCORPORATED

5504 STATE ROAD
 CLEVELAND, OHIO 44134
 (216) 351-1755 • FAX (216) 661-1040
 1-800-722-6664

DATE: June 5, 1996

TO [OIC PURCHASE UNIT
 UNIDO - P.O. BOX #300
 Wagrammerstrasse 5
 A-1400 Vienna
 AUSTRIA]

F. O. B. Cleveland, OH USA

TERMS: Net 30

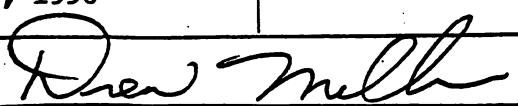
DELIVERY: 6-8 Weeks After receipt of Order

GENTLEMEN: THANK YOU FOR YOUR INQUIRY OF June 5, 1996 NO. _____
 WE ARE PLEASED TO QUOTE YOU AS FOLLOWS:

QUANTITY	DESCRIPTION	PRICE
	Reference our quote February 6, 1996	
40	2816A-6AG3-4,B : A six line, desktop unit, 110/120 VAC, data output (RS232), internal buffer, DIALED NUMBER RECORDER (DNR), capable of decoding rotary dial and touch tone. Displays in real time and prints date, time, telephone number and elapsed time of call. (3,566.25 each unit).	\$ 142,650.00 USD
120	Cables: Cables to connect DNRs to recorders (20.00 each)	2,400.00 USD
1	Estimated Airfreight from Cleveland to Brasilia Includes insurance and all documentation Actual Airbill will be furnished	3,900.00 USD
	CIF BRASILIA AIRPORT	\$ 148,950.00 USD
	ALL AMOUNTS ARE IN US DOLLARS	

UNTIL JULY 31, 1996
 QUOTATION VALID FOR 30 DAYS

We shall be pleased to supply any further information you may desire and trust that you will decide to favor us with this order which will receive our prompt and careful attention.

Per 

DREW MILLER/INTERNATIONAL SALES