

## TYPICAL BUSINESSLAND RESPONSE

January 1990

Brian P. Casey  
Canadian Consulate Trade Office  
4677 Old Ironsides Dr, #270  
Santa Clara, CA 95054

Dear Sir:

Thank you for your interest in having your products carried by Businessland. Because we receive numerous requests each week from vendors who would like us to consider their products for resale, we have developed a process to help us facilitate product reviews in a timely manner.

Enclosed you will find a product review package which we have designed as the first phase of our process. It describes the information necessary for us to conduct a review. After receiving your response, we may require up to six weeks to review your information. In short, the review process consists of meetings attended by our Product Development Group, along with time allowed for processing of your information. We will be considering your products in relation to our current product line, and our current and future product strategies.

At this point it is not necessary for you to supply us with an evaluation unit. Please communicate all information in written form, and try not to follow up with phone calls. We will respond to your requests by mail or by phone as soon as possible.

Thank you again for your interest in Businessland. I look forward to receiving your information.

Sincerely,

Enclosures