

LUCENT FAX

Date 11/01/1996 PAGES:

TO: Mr. Kevin Handerson

Phone 201-386-3782

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CC:

FROM: Dr. Stephen Tse
Lucent Technologies Inc.
Customer Support
Room A3A13
283 King George Rd.
Warren, NJ 07095
Phone (908) 559-5296
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REMARKS: Urgent For your review Reply ASAP Please Comment

Dear Kevin,

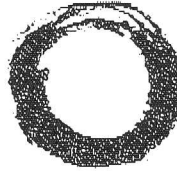
I am faxing you the agenda, questions and bio of Minister Zhu.

Thank you for supporting the China market. The Cowitel people is very interest of your products and sent a nice thank you letter to me with your name & presentation topics.

Best regards,

Stephen Tse

Lucent Technologies
Bell Labs Innovations



Lucent Technologies Welcomes

The Chinese Academy of Engineering

November 1 - 9, 1996

Mr. Zhu, Gaofeng

**Executive Vice President and Member of Chinese Academy of Engineering
(Former Vice Minister of MPT)**

Mr. Zhou, Jiongpan

**Professor of Beijing University of Posts & Telecommunications, and
Member of Chinese Academy of Engineering**

Mr. Zhang, Youcai

**Professor and Senior Engineer of Chinese Academy of
Telecommunications Research and Planning**

Mr. Song, Tong

**Engineer of Chinese Academy of
Telecommunications Research and Planning**

Mr. Huang, Chengqing

Secretary of Mr. Zhu Gaofeng

Accompanied by:

Mr. Lin, Song

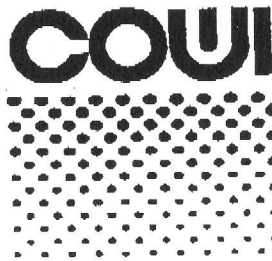
Assistance to the Chairman, AT&T China

FROM : COWITEL.0896 231434

PHONE NO. : 0896+5819434

Oct. 07 1996 03:29PM P1

10月7号 重发



Fax To: Lucent Technologies
Bell Labs Innovations

Date: 10/03/96

Page: 1 Of 1

Attn : 谢锦康 博士

Fax No: 908 559 1394

Dr. Stephen Tse, Ph.D

From : 康威电子通信 孙忠周

c.c 宓配长 总经理

谢博士:

您好!

我们一行已安全回国, 感谢您的热情接待.

回国后, 我们结合各地分公司对市场的调查, 对贵公司的产品
"Wireless Local Access System(主讲: Mr. Kevin B. Handerson")
做了进一步的研究, 认为该产品在中国有着广泛的市场前景. 恰遇
谢博士将于10月中旬前往青岛, 计划与谢博士就该产品有关合作事
谊进行一次详谈, 请将中国之行的具体行程安排通知我公司, 以便
安排会谈时间及地点. 若谢博士中国之行能安排康威一天, 将不胜
荣幸.

感谢您的合作!

盼!

市场规划发展部

孙忠周

1996年10月3日

请回覆!

康威電子通信集團

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Communication Group Co.,

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