

FLIESLER, DUBB, MEYER & LOVEJOY
PATENT, TRADEMARK, COPYRIGHT LAW

HUBERT E. DUBB
MARTIN C. FLIESLER
SHELDON R. MEYER
DAVID E. LOVEJOY
MARK A. HAYNES
GERALD B. ROSENBERG
WARREN M. BECKER
MARK E. MILLER
WARREN S. WOLFELD

LARRY E. VIERRA
PATRICIA COLEMAN JAMES
GIDEON GIMLAN
JILL L. ROBINSON
KIRK J. DeNIRO
STEVEN M. EVANS (IL Bar)
BRIAN I. MARCUS (NY Bar)
THOMAS A. WARD
STEVEN J. ADAMSON
DANIEL P. HOPEN (TX Bar)
BURT MAGEN

SAN FRANCISCO
FOUR EMBARCADERO CENTER, FOURTH FLOOR
SAN FRANCISCO, CALIFORNIA 94111-4156
FAX: (415) 362-2928
(415) 362-3800

SUNNYVALE
1291 OAKMEAD PARKWAY, SUITE 202
SUNNYVALE, CALIFORNIA 94088-4040
FAX: (408) 773-8630
(408) 773-8100

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E-MAIL: atty@fdml.com
uunet1fdml1atty

TELEX: 754807 LMDF
CABLE: FDMSFO

OF COUNSEL
EDWARD M. BUDEN

PLEASE REPLY TO:
San Francisco
gbr@fdml.com

Via Facsimile

John B. Lohmeyer
Chairman X3T9.2
NCR
1635 Aero Plaza Drive
Colorado Springs, Colorado 80916

Re: PrairieTek Patents/ANSI Patent Policy
Our File: CONN8227MCF/GBR

Dear Mr. Lohmeyer:

I am the outside patent counsel for Conner Peripherals, Inc. Mr. Steve Cornaby of Conner has forwarded a letter from Mr. I. Dal Allan, dated May 14, 1992, to me for response. The letter concerns the ATA and SCSI-3 draft standards being proposed by the X3T9.2 Committee and a number of patents known as the PrairieTek patent portfolio, including specifically U.S. Patent Number 4,933,785. The letter further requests that Conner commit to granting essentially free licenses pursuant to the ANSI Patent Policy.

After consulting with Conner management, I must report that Conner respectfully declines to grant licenses for any of the PrairieTek patents, including specifically U.S. Patent Number 4,933,785, under the terms of the ANSI Patent Policy.

However, Conner maintains an active licensing program with respect to the PrairieTek patents, and would be pleased to discuss licensing terms with any potential licensee.

Very Truly Yours,



Gerald B. Rosenberg

GBR:lg

cc: William J. Schroeder, Vice Chairman
Pam Jacobs, Executive Assistant to the President
Steve Cornaby
Martin C. Fliesler, Esq.