CONFIDENTIAL

Date: Mon, 10 Jun 1996 11:28:25 -0700
From: john occhipinti <johno@netscape.com>
Reply-To: johno@netscape.com
Organization: Netscape Communications
MIME-Version: 1.0

Subject: [Fwd: [Fwd: IMPORTANT: report any instances of predatory or anticompetitive behavior]]

I do not know if this will help, but.....

REDACTED

Thanks,
JOHNO
--
John Occhipinti
Netsales Regional Sales Manager
Netscape Communications Corporation
Phone: 415-937-2762
Fax: 415-528-4140
WWW.NETSCAPE.COM

Content-Type: message/rfc822
Content-Transfer-Encoding: 7bit
Content-Disposition: inline

Return-Path: gphelps@netscape.com
Received: from netsales.mcom.com (h-207-1-139-192.mcom.com [207.1.139.192]) by starfish.netscape.com (8.6.12/8.6.9) with SMTP Id OAA15366; Fri, 7 Jun 1996 14:32:56 -0700
Message-ID: <31B8A115.5B81@netscape.com>
Date: Fri, 07 Jun 1996 14:37:25 -0700
From: geoff phelps <gphelps@netscape.com>
Organization: Netscape Communications
X-Mailer: Mozilla 2.01 (Win95; I)
MIME-Version: 1.0
To: johno@netscape.com
CC: gphelps@netscape.com
Subject: [Fwd: IMPORTANT: report any instances of predatory or anticompetitive behavior]
Content-Type: multipart/mixed; boundary="----------1F0429A33F2F"

GOVERNMENT EXHIBIT 1236

John,

The "free" Internet Explorer cost us business at the following accounts:

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1. Inland Valley Internet Services
   This is a start-up ISP which chose IE over NN because free doesn't impact their cash flow even though they would prefer to distribute Netscape.

2. Burlington Air Express
   Top management dismissed Netscape because IE is free.

3. Source Internet Services (same story as #1)

off

Geoff Phelps
Netscape Communications Corporation
Account Manager
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415.528.4140 FAX
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Homepage: http://home.netscape.com/
SuiteSpot Info:
http://home.netscape.com/comprod/server_central/product/suite_spot/index.html
Customer Success Stories:
http://home.netscape.com/comprod/products/iapps/customer_showcase.html

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