Date: Tue, 18 Jun 1996 17:19:09 +0900
From: Shin Sugihara <shin@netscape.com>
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To: Marc Andreessen <pmarca@netscape.com>,
CC: shin@netscape.com, quent@netscape.com
Subject: Re: REMINDER: Immediately report predatory/anticompetitive behavior!

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Here are some inputs from Japan. (Confidential)

Every one of PC makers and some other software venders who have been dealing with MS, are angree with MS's behavior.
They actually threaten every one of PC makers that if they bundle Netscape Navigator in the PCs, MS will increase the price of Windows license, something like that.
We Nestcape Japan and Packard Bell Japan made OEM deal which is $500K, but as soon as MS found out the fact, they proposed Packard Bell Japan that MS would like to purchase the whole deal and pushed them to bundle Explore instead.
In other words, MS will pay them $500k not to bundle our Navi.
Packard Bell, fortunately, did not listen to MS this time and they reported to The Fair Trade Commission.
I hear this kind of claims from Sharp, Hitachi, Fujitsu, NEC etc.
Hitachi is also ready to talk with The Fair Trade Commission.

If you have any suggestions, please let me know.

Thanks
Shin Sugihara

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GOVERNMENT EXHIBIT 188

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