

**A/P Pedro J. Etchegaray Avallone**

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**De:** WayneWang [waynewang@aiptek.com.tw]

**Enviado el:** lunes, 02 de agosto de 2004 23:46

**Para:** etchegaray@adinet.com.uy

**Asunto:** RE: AIPTEK

**Datos adjuntos:** 8000U pro.jpg; hyper pen 6000U.jpg; hyper pen 4000U.jpg; hyper pen 12000U.jpg; NB4000 Flyer.jpg

Hi Pedro,

I am so sorry to mistake your company name to your name. I will read your resume in detail.

AIPTEK is the second tablet manufacturer in the world and has been sold 1,500 thousand of tablets around the world, but AIPTEK do not familiar with Latin America market before.

We focus on North America and Euro before but at the beginning of this year we have some change because we find if we can't sell the product with right partner, we can't make it well.

From this year, AIPTEK is looking for new partners have experience in specific products and let's why I come to you.

AIPTEK has some tablets for retail market from entry level tablet to high end drawing tablets, please check the product spec for your reference.

12000U → 12X9"

8000U pro → 8X6"

6000U 6X 4.5"

4000U 4X3"

NB4000U 4X3"

Basically, I would like to sell the product label in your brand name, would you let me know your idea and your intention to market the product in your brand name?

I will support you with best price and after service and let you make profit from the cooperation.

Best Regards

Wayne Wang

**Tablet Center / AIPTEK International Inc.**

Tel: 886-3-578-6388 Ext. 3102 Fax: 886-3-5786378

Mobile: 886-911-367-869

Website: [www.aiptek.com.tw](http://www.aiptek.com.tw)

-----Original Message-----

**From:** A/P Pedro J. Etchegaray Avallone [mailto:etchegaray@adinet.com.uy]

**Sent:** Monday, August 02, 2004 10:49 PM

**To:** 'WayneWang'

**Subject:** RE: AIPTEK

Dear friend:

1) About me.

You could read my Professional Web Site at <http://www.etchegaray.webya.com.uy>

02/08/2004

## 2) About my Company.

I have several companies in Uruguay. TecnoPyme (formerly Softec) has focused in Graphics Arts, CAD but if you read my Professional Web site, you can understand mores about this. I am developing at this moment several web sites for some companies as TecnoPyme, mainly with the target in mind of e-commerce.

## 3) My relation with GTCO.

From 2001 I am the Official distributor in Uruguay. I have selling all that this market can buy, but the GTCO products are expensives, and for this reasons they are not many popular and the cosumer public of these products is CAD Designer mainly. We sell too Plotters (Roland and HP DesignJet) and a lot of software solution for Graphics Arts as Corel.

I have see that you have popular products that GTCO has'nt.I think that it will be a new option. Here in Uruguay, and in Latin America, the product that is more offered is KYE Genius. If you wish compete against these products (at that level) you must have better marketing and price structure.

## 4) What can I offer you.

One of my professional works, is Latin America developing market, marketing material and web sites translation, and technical material translation. We too make rounds trips by Argentina, Chile, Brasil and Paraguay (mainly) to channel distribution purposes, when I arrive to an agreement whit the manufacturer to make this work. I suggest you that see my professional Web site deeply.

Kind Regards

## ***A/P Pedro J. Etchegaray***

***Analista de Sistemas y Organización y Métodos - Asesor Tecnológico***

***System Analyst . Organization & Methods Analyst - Technological consultant***

### ***Oficinas - Office Address:***

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***Chat On line:*** [etchegarayconsultores@hotmail.com](mailto:etchegarayconsultores@hotmail.com)

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**De:** WayneWang [mailto:waynewang@aiptek.com.tw]

**Enviado el:** lunes, 02 de agosto de 2004 1:03

**Para:** etchegaray@adinet.com.uy

**Asunto:** RE: AIPTEK

**Importancia:** Alta

Dear Mr. Tecno Pyme,  
Good day and thanks for your reply.

02/08/2004

Yes, I contact you because you already carry GTCO products and we do have better products for you with high quality and lower price I think you will interest.

Before I propose you my proposal I would like to know more about your company, may I?

If you can answer my question in the following I will very appreciate.

1. I would like to know which market you dedicate. Graphic or presentation market?
2. your company's profile
3. Roughly sales revenue of GTCO products

AIPTEK is looking for cooperate with you in tablet related product. We can offer you better product with lower price and I think it will be helpful to you to develop the market.

I am looking for your reply and will have proposal for you at then.

Thanks!

Best Regards

Wayne Wang

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-----Original Message-----

**From:** A/P Pedro J. Etchegaray Avallone [mailto:[etchegaray@adinet.com.uy](mailto:etchegaray@adinet.com.uy)]

**Sent:** Saturday, July 31, 2004 12:40 AM

**To:** 'WayneWang'

**Subject:** RE: AIPTEK

Dear Mr. Wayne Wang:

I have just receive your email, and we see your website and products. It is very interesting your product line, and I suppose that you contact me because I am the official distributor of GTCO in Uruguay.

To know more about me, because now we are developing our new website of TecnoPyme, to make Latin American Distribution, and to offer eCommerce, I suggest you that see my professional profile at <http://www.etchegaray.webya.com.uy>.

After this, I inform you that I am open to hear any proposal of business that is attractive. I also inform you that it would be convenient that your web site was bilingual, that is to say that it included specifications in Spanish, something to what we make for many manufacturers interested to develop Latin American market.

Waiting your business proposal, and offering you our distribution services in the region, creation and handling of channel of distributors and other, I greets you

## **A/P Pedro J. Etchegaray**

**Analista de Sistemas y Organización y Métodos - Asesor Tecnológico**

**System Analyst . Organization & Methods Analyst - Technological consultant**

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# **Tecno Pyme**

**Tecnología para la Pequeña y mediana Empresa**

**A/P Pedro J. Etchegaray - Director**

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**De:** WayneWang [mailto:waynewang@aiptek.com.tw]  
**Enviado el:** viernes, 30 de julio de 2004 3:43  
**Para:** tecnopyme@adinet.com.uy  
**Asunto:** AIPTEK  
**Importancia:** Alta

Hi Sir,

Good day. I am Wayne from AIPTEK Taiwan.

I would like to propose you a business opportunity between your company and AIPTEK.

AIPTEK has some product good and I think you might interest in carry this products to become a total presentation solution and drawing solution.

Please help to forward this message to related people and let me know if you are interested, thanks!

Best Regards

Wayne Wang

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