

A/P Pedro J. Etchegaray Avallone

De: A/P Pedro J. Etchegaray Avallone [etchegaray@adinet.com.uy]
Enviado el: jueves, 24 de marzo de 2005 0:41
Para: vincentluo@aiptek.com.tw, vincentluo@so-net.tw, Vincentluo2002@yahoo.com.tw
Asunto: Replying your email subject: reply 050302
Importancia: Alta
Datos adjuntos: 20050323 (en zip).zip

Montevideo, March 23rd, 2005**Vincent Luo - Account Manager - AIPTEK Pacific Inc.**

No. 19 Industry E. Rd. IV, Science-Based Industrial Park, Hsin-Chu 300, Taiwan, R.O.C.

Tel: 886-3-567-8138 Ext. 6133 - **Fax:** 886-3-666-3833

E-mails: vincentluo@aiptek.com.tw - vincentluo@so-net.net.tw
Vincentluo2002@yahoo.com.tw

Website: www.aiptek.com.tw**Reference:** Replying your email subject: reply 050302

Dear Mr. Vincent Luo:

I have really been surprised and worried about the tenor of your very late answer (March 2nd, 2005) to my multiple information request (December 29th, 2004 - January 25th, 2005 - January 28th, 2005 - February 2nd, 2005 and February 25th, 2005) of your brief opinion about my work titled "AIPTEK - Preliminary Business Plan" that I send you at December 23rd, 2004 .

I have left some days to pass to respond to you because I decided to join together and to analyze the whole exchange of messages objectively that up to now have maintained among us, as well as the cost in resources that we invest in AIPTEK, to be able to send you an appropriate and objective answer.

I hope that you have already noticed that I am a professional, a businessman, and also one of the best technological consultant that you can find in Latin America, but above all and mainly, I am a respectful and careful person of my statements and my acts.

One of the rules of business and courtesy that I have always respected, **is always to respond immediately all these emails personalized that I have received**, fundamentally for a reason of respect toward my sender, and also so that he knows that I have not forgotten his request and in that way to maintain informed to him about the march of the events if it is that some delay exists.

It is not in my spirit to begin a polemic with you, since we are speaking of business and not of personal matters.

Nevertheless, I think that your last email is not correct, it doesn't contemplate the reality that I will demonstrate to you, and it also concludes with a threatening tone that people of my cultural level don't accustom to tolerate.

Since it also exists the possibility that this whole very painful situation for me, obey to that my English has not been sufficiently clear to you, or also to that you have not received all the emails that appropriately I sent to you, I will make a great effort to stay objective and to center my comments in the facts, to give you the opportunity to amend your error, if this way would be the case.

To clarify the situation, I will analyze paragraph to paragraph your answer, jointly with the entirety of the messages and my work that you will be able to read ordered by date in the compressed file that I attach to this answer.

The purpose of this document is offer to you an appropriate, objective and truthful answer, to your amazing comments of your answer "Reply05030"2, to approach close to you the whole documentation that up to now have exchanged, to expose you our effort quantifying some figures, to point out your errors and omissions, expecting from you, their comments and a final reflection, and also a serious managerial decision to the height of these antecedents.

1) Chronology of our messages**2) The facts****2.1) Who begin the relationship?****2.2) Some figures to consider (quantifying our effort)****2.3) About the gold rules of courtesy in the business****3) Analyzing your amazing answer of March 3rd, 2005****4) Next?**

1) Chronology of our messages

01) (A)	Date:	July 30th, 2004
	From:	waynewang@aiptek.com.tw
	To:	tecnopyme@adinet.com.uy
	Subject:	AIPTEK
	File name:	20040730 - H0443 - Received from Wayne Wang.pdf
	Content:	Contact with my company TecnoPyme as Official Distributors of GTCO Calcomp in Uruguay
	Size:	Half page – 70 words
02)	Date:	July 30th, 2004
	From:	etcheagaray@adinet.com.uy
	To:	waynewang@aiptek.com.tw
	Subject:	RE: AIPTEK
	File name:	20040730 - H1440 - Sent to Wayne Wang – Answer.pdf
	Content:	Answer (the same day) informing about my interest to hear AIPTEK business proposal
	Size:	Half page. – 158 words
03) (A)	Date:	August 2nd, 2004
	From:	waynewang@aiptek.com.tw
	To:	etcheagaray@adinet.com.uy
	Subject:	RE: AIPTEK
	File name:	20040802 - H0203 - Received from Wayne Wang.pdf
	Content:	Questionnaire about my business in Uruguay and with GTCO Calcomp.
	Size:	Half page – 143 words
04)	Date:	August 2nd, 2004
	From:	etcheagaray@adinet.com.uy
	To:	waynewang@aiptek.com.tw
	Subject:	RE: AIPTEK
	File name:	20040802 - H1249 - Sent to Wayne Wang – Answer.pdf
	Content:	Answer (the same day) informing about my business activity, and offering develop Latin America market for AIPTEK
	Size:	One page.- 257 words
05) (A)	Date:	August 3rd, 2004
	From:	waynewang@aiptek.com.tw
	To:	etcheagaray@adinet.com.uy
	Subject:	RE: AIPTEK
	File name:	20040803 - H0046 - Received from Wayne Wang.pdf
	Content:	AIPTEK inform me that they have read my professional resume in detail and suggest me to buy Tablet to market OEM.. –
	Size:	Half page.- 193 words.
06)	Date:	August 3rd, 2004
	From:	etcheagaray@adinet.com.uy
	To:	waynewang@aiptek.com.tw
	Subject:	RE: AIPTEK
	File name:	20040803 - H1403 - Sent to Wayne Wang - Answer.pdf
	Content:	Answer (the same day) I inform to AIPTEK about what ca I do at level of Market developing in Latin America.
	Size:	Three (3) pages – 1.446 words.
07) (A)	Date:	August 4th, 2004
	From:	waynewang@aiptek.com.tw
	To:	etcheagaray@adinet.com.uy
	Subject:	RE: AIPTEK
	File name:	20040804 - H0047 - Received from Wayne Wang - Introduce Vincent Luo.pdf
	Content:	Gratefulness for received information. AIPTEK show interested in my partnership services and inform that Vincent Luo will contact me soon.
	Size:	Half page. – 99 words.
08) (A)	Date:	August 25th, 2004
	From:	VincentLuo@aiptek.com.tw
	To:	etcheagaray@adinet.com.uy
	Subject:	RE: AIPTEK
	File name:	20040825 - H2243 - Received from Vincent Luo - Comments about the

		10 points of my previous email.pdf
	Content:	Vincent Luo Comments point by point my previous email of 10 points.
	Size:	Half page. – 913 words
	Comments:	This email was sent 20 days after Wayne Wang announced it. Vincent Luo apologizes for delay because he should think about negotiation. Vincent Luo ends your email with this phrase: Quote: “I’d love to know your consultancy work and related charges. Pls kindly tell me more about the details. Thanks.” Unquote.
09)	Date:	August 26th, 2004
	From:	etchegaray@adinet.com.uy
	To:	VincentLuo@aiptek.com.tw
	Subject:	RE: AIPTEK
	File name:	20040826 - H1245 - Sent to Vincent Luo – Acknowledgement.pdf
	Content:	Answer (next day). Gratefulness and acknowledgement.
	Size:	One (1) page – 124 words
10) (A)	Date:	August 26th, 2004
	From:	VincentLuo@aiptek.com.tw
	To:	etchegaray@adinet.com.uy
	Subject:	RE: AIPTEK
	File name:	20040826 - H1253 - Received from Vincent Luo – Answer.pdf
	Content:	Answer (the same day). Vincent Luo is interested in deepening the topic.
	Size:	One (1) page – 25 words
11) (A)	Date:	October 5th, 2004
	From:	vincentluo@ms94.url.com.tw
	To:	etchegaray@adinet.com.uy
	Subject:	RE: AIPTEK
	File name:	20041005 - H1503 - Received from Vincent Luo - Asks for novelties.pdf
	Content:	Vincent Luo asks for novelties.
	Size:	Three (3) lines – 13 words
12)	Date:	October 5th, 2004
	From:	etchegaray@adinet.com.uy
	To:	VincentLuo@aiptek.com.tw
	Subject:	RE: AIPTEK
	File name:	20041005 - H1610 - Sent to Vincent Luo - Answer and notice.pdf
	Content:	Answer (the same day). I inform to Vincent that I am coming back from a regional trip, and I remember to him that I am working and finishing a project previously hired. I notify to him that I have the hope of sending him a complete proposal after the next one October 12.
	Size:	One (1) page – 118 palabras
13) (A)	Date:	November 15th, 2004
	From:	vincentluo@ms94.url.com.tw
	To:	etchegaray@adinet.com.uy
	Subject:	RE: AIPTEK
	File name:	20041115 - H1616 - Received from Vincent Luo - He wishes a quick answer.pdf
	Content:	Vincent Luo wish a quick answer
	Size:	Three (3) lines.- 16 words
14)	Date:	November 15th, 2004
	From:	etchegaray@adinet.com.uy
	To:	VincentLuo@aiptek.com.tw
	Subject:	RE: AIPTEK
	File name:	20041115 - H2201 - Sent to Vincent Luo - I continue busy up to the 22nd November.pdf
	Content:	Answer (the same day). I inform to Vincent that I will be busy until 22nd November, as a as consequence of a continuation of the contract with the company that has hired us.
	Size:	One (1) page – 171 words
15)	Date:	December 3rd, 2004
	From:	etchegaray@adinet.com.uy
	To:	vincentluo@so-net.net.tw
	Subject:	News from Latin America - Where do AIPTEK want to grow in the Latin American?
	File name:	20041203 - H0019 - Sent to Vincent Luo - Start Business Plan.pdf
	Content:	My apologies by delay, and I inform to Vincent that I have started to make a complete business plan for AIPTEK.
	Size:	Four (4) pages – 1838 words .

16) (A)	Date:	December 7th, 2004
	From:	vincentluo@ms94.url.com.tw
	To:	etcheagaray@adinet.com.uy
	Subject:	RE: News from Latin America – Where do AIPTEK want to grow in the Latin American?
	File name:	20041207 – H1438 – Received from Vincent Luo – Answer.pdf
	Content:	Answer (4 days after) Quote: “I am sorry but just received the e-mail today as the Outlook had recognized it as a Ads mail. Please kindly allow me to check it and reply to you after a couple of days. Vincent “ Unquote.
	Size:	Three (3) lines – 36 words
17)	Date:	December 7th, 2004
	From:	etcheagaray@adinet.com.uy
	To:	vincentluo@so-net.net.tw
	Subject:	RE: News from Latin America – Where do AIPTEK want to grow in the Latin American?
	File name:	20041207 – H1550 – Sent to Vincent Luo – Answer and Notice.pdf
	Content:	Answer (the same day). I inform to Vincent that Doesn't worry for your late reply. I am still working in the Preliminary Business Plan.
	Size:	Four (4) pages – 64 words
18)	Date:	November 30th – December 17th, 2004
	From:	etcheagaray@adinet.com.uy
	To:	vincentluo@so-net.net.tw
	Subject:	AIPTEK – Preliminary Business Plan
	File name:	20041217 – H0101 – AIPTEK – Preliminary Business Plan.pdf
	Content:	Complete Preliminary Business Plan and commercial proposal requested by Vincent dated Luo in August 25th, 2004 and and promised by me dated December 3th, 2004.
	Size:	Twenty (20) pages – 9586 words .
Comments:	This business plan ends saying: “3.2) Term of offer Maintenance. – We consider that the study of this Preliminary Business Plan, and the approval of the budget presented with the methodology suggested, is not able to require more than 30 calendars days. Nevertheless, in the past it has already occurred that when a customer decides hired us for a project, we already have the committed resources in other project and we should have postponed the acceptance of the work. In consequence for mutual benefit reasons, you don't delay an answer, so this way we can start the implementation quickly. 3.3) Confirmation of interest – Finally, we will thank you that when you has analyzed this email, send us a primary answer with their comments, saying if you considers or not feasible their acceptance. Waiting your news and taking advantage to greet you for the festivities of end of the year. I greets you sincerely.”	
19)	Date:	December 23rd, 2004
	From:	etcheagaray@adinet.com.uy
	To:	vincentluo@so-net.net.tw
	Subject:	AIPTEK Preliminary Business Plan to America that speak Spanish
	File name:	20041223 - H1931 - Sent to Vincent Luo - Plan Attached.pdf
	Content:	Email to Vincent Luo including Complete Preliminary Business Plan.
	Size:	One (1) page and document attached (20) pages. – 120 words
Comments:	This email ends saying “ I wait your answer and a great greeting for these end year celebrations. ”	
20)	Date:	December 27th, 2004
	From:	etcheagaray@adinet.com.uy
	To:	vincentluo@so-net.net.tw
	Subject:	RV: AIPTEK Preliminary Business Plan to America that speak Spanish – First Reiteration
	File name:	20041227 - H1915 - Sent to Vincent Luo - Plan Attached.pdf
	Content:	As I have not received any answer or acknowledgement and thinking that the previous email didn't arrive to Vincent Luo hands, I reiterate the previous email.
	Size:	One (1) page and document attached (20) pages – 61 words
21)	Date:	December 27th, 2004
	From:	etcheagaray@adinet.com.uy
	To:	vincentluo@so-net.net.tw
	Subject:	¿Are you this Vincent Luo ?

	<p>File name: 20041227 - H1920 - Sent to Vincent Luo – Curriculum</p> <p>Content: Professional resume that I found at Internet about a person called Vincent Luo</p> <p>Size: One (1) page– 62 words</p> <p>Comments: I never received an answer to this email.</p>
22)	<p>Date: December 29th, 2004</p> <p>From: etcheGARAY@adinet.com.uy</p> <p>To: AIPTEK (several recipients): waynewang@aiptek.com.tw; VincentLuo@aiptek.com.tw EricLee@aiptek.com.tw</p> <p>Subject: RV: AIPTEK Preliminary Business Plan to America that speak Spanish – Second Reiteration</p> <p>File name: 20041229 - H2108 - Sent to AIPTEK - Requesting acknowledgement.pdf</p> <p>Content: As I have not received any answer or acknowledgement and thinking that the previous email didn't arrive to Vincent Luo hands, I reiterate the previous email for second time.</p> <p>Size: One (1) page and document attached (20) pages – 104 words</p>
23) (A)	<p>Date: December 30th, 2004</p> <p>From: VincentLuo@aiptek.com.tw</p> <p>To: etcheGARAY@adinet.com.uy</p> <p>Subject: RV: AIPTEK Preliminary Business Plan to America that speak Spanish – Second Reiteration</p> <p>File name: 20041230 - H0207 - Received from Vincent Luo – Acknowledgement.pdf</p> <p>Content: Content: Quote:” Dear Pedro, How are you?. I am sorry for late reply to you. I have been absent in the office in the past few days. Yes, I do receive your proposal. I will check the details and reply to you soon.Finally, wish you... Happy New Year!!!” Unquote.</p> <p>Size: Four (4) lines – 49 words.</p> <p>Comments: This short answer, is and acknowledgement and announce a reply soon.</p>
24)	<p>Date: January 25th, 2005</p> <p>From: etcheGARAY@adinet.com.uy</p> <p>To: vincentluo@aiptek.com.tw</p> <p>Subject: RV: AIPTEK Preliminary Business Plan to America that speak Spanish – Second Reiteration</p> <p>File name: 20050125 - H1331 - Sent to Vincent Luo - Plan Attached.pdf</p> <p>Content: Quote: “Dear Vincent: One month has already passed since I sent you my work "Preliminary business plan", and as I have not received any comment from you about this topic, I am annoying your attention newly about this matter, since I think that it has been enough time for its evaluation. Also as I commented you, I am organizing my activities for 2005, and I should decide about what projects I will be involved.” Unquote.</p> <p>Size: One (1) page and document attached (20) pages – 132 words.</p> <p>Comments: One month after having sent the work, and 25 days after receiving the brief acknowledgement from Vincent, and as consequence that I didn't receive any comment of any type, and we were already in the terms informed in the own document and I need to take working decisions, I get the attention to Mr. Vincent Luo again so that he sends me some brief comment about the enclosed document. I have not receive any answer to this first email.</p>
25)	<p>Date: January 28th, 2005</p> <p>From: etcheGARAY@adinet.com.uy</p> <p>To: vincentluo@aiptek.com.tw</p> <p>Subject: AIPTEK Preliminary Business Plan to America that speak Spanish - ¿Have you some news for me?</p> <p>File name: 20050128 - H1939 - Sent to Vincent Luo - Asking for news.pdf</p> <p>Content: Quote: “Dear Vincent: I don't know what is happen with my previous emails. Please, I need to have some news from you as soon as possible. Please, answer me if you has readed my work, and give me your opinion. I am waiting for your answer to take some decissions to next February, when I must define my future projects. Thanks again and kind regards.” Unquote.</p> <p>Size: One (1) page and document attached (20) pages. – 64 words</p> <p>Comments: I insist reiterating the concepts of the previous email again, so that Luo understands the urgency that I have of programming my activity.</p>

26)	<p>I have not receive any answer to this second email.</p> <p>Date: February 2nd, 2005</p> <p>From: etcheGARAY@adinet.com.uy</p> <p>To: vincentluo@aiptek.com.tw; vincentluo@so-net.net.tw CC: Peter Chen (peterchen@aiptek.com.tw); Frank Chou (frankchou@aiptek.com.tw); EricLee; willishuang@aiptek.com.tw ; SeanKe@aiptek.com.tw ; Julia Lin (julia_lin@aiptek.com.tw); WayneWang</p> <p>Subject: I demand a quick answer to Uruguay about our AIPTEK Preliminary Business Plan to America that speak Spanish attached</p> <p>File name: 20050202 - H1207 - Sent to AIPTEK - Claiming an answer.pdf</p> <p>Content: I write at the end of this email :Quote: "I ignore the flow of occupations that you can be carrying out, I ignore if you have had vacations, I ignore inclusive if you have been able to read my work or you have simply sent it to the wastebasket. Nevertheless it, that certainly I have very clear is that you should send me an answer with your comments hardly receive this email, to maintain the image of serious first line company, since I think that an International Executive can not make these discourtesies." Unquote.</p> <p>Size: Fourteen(14) pages and document attached (20) pages. – 323 words</p> <p>Comments: The answer lack to my two previous emails, and as I have the necessity to organize my activity, since I supposed that my work "Preliminary Business Plan" already have been evaluate, and feeling a lack of absolute courtesy toward my organization, I send this email to different members of the organization of AIPTEK, so that they get the attention about this matter or possibly, somebody explains to me what is happening with our work.</p> <p>I have not receive any answer to this third email.</p>
27)	<p>Date: February 25th, 2005</p> <p>From: etcheGARAY@adinet.com.uy</p> <p>To: vincentluo@aiptek.com.tw; vincentluo@so-net.net.tw CC: Peter Chen (peterchen@aiptek.com.tw); Frank Chou (frankchou@aiptek.com.tw); EricLee; willishuang@aiptek.com.tw ; SeanKe@aiptek.com.tw ; Julia Lin (julia_lin@aiptek.com.tw); WayneWang</p> <p>Subject: RV: I demand a quick answer to Uruguay about our AIPTEK Preliminary Business Plan to America that speak Spanish attached</p> <p>File name: 20050225 - H1101 - Sent to AIPTEK - Claiming an answer.pdf</p> <p>Content: I write at the end of this email :Quote: "As I refuse to believe that after the work that I have taken, you have not even had the fineness of answering, neither none of your partners in the company, I insist re-sending that email again, after this time.</p> <p>I have some experience working with Asian southeasterly companies, and I know that they are extremely formal and respectful companies of the other ones. Therefore, I cannot understand that it has happened.</p> <p>I will thank you a lot that you respond me to the brevity, with your comments.</p> <p>Attentive greetings." Unquote.</p> <p>Size: Fourteen (14) pages and document attached (20) pages – 177 words.</p> <p>Comments: After the answer lack at my three (3) previous emails, I refuse to think that this is an act of discourtesy, but rather some serious communication problem should exist. I insist again.</p> <p>One week after this email, I receive an amazing answer signed by Vincent Luo.</p>
28) (A)	<p>Date: March 3rd, 2005</p> <p>From: vincentluo@ms94.url.com.tw</p> <p>To: etcheGARAY@adinet.com.uy</p> <p>Subject: Reply050302</p> <p>File name: 20050302 - H1847 - Received from Vincent Luo - Amazing answer</p> <p>Content: Vincent Luo finally responds:Quote: "I am not happy with your comment. I think it affect our future relationship a lot. Remember it's just one month so far and you reply to my request also very late last year. Remember? You said you spent your time on another project and reply to me almost 3 months after my reply to you? I need to tell you seriously that it's you who lose the timing but not me. Now I have some more options to do the evaluation so of course, it will take me more time to reply to you about your proposal.</p> <p>Further, it's the server that filters again your e-mail this time. I am just</p>

	<p>informed by my colleagues yesterday. So pls also send to my another e-mail address next time for avoiding this Vincentluo2002@yahoo.com.tw</p> <p>Please be patient and don't send to others in AIPTEK anymore. Your interruption had affected others' job severely in AIPTEK. I can tell you that will only ruin the relationship btw EAC and AIPTEK without any benefits. I am sorry but would like to say this is the last warning to you. Hope you understand this well and keep your last chance." Unquote.</p>
Size:	One (1) page. – 202 words
Comments:	<p>After the answer lack at my three (3) previous emails, I refuse to think that this is an act of discourtesy, but rather some serious communication problem should exist. I insist again.</p> <p>One week after this email, I receive an amazing answer signed by Vincent Luo.</p>
29)	<p>Date: March 23rd, 2005</p> <p>From: etchegaray@adinet.com.uy</p> <p>To: vincentluo@aiptek.com.tw; vincentluo@so-net.net.tw; Vincentluo2002@yahoo.com.tw</p> <p>Subject: Replying your email subject: reply 050302</p> <p>File name: 20050323 – H1830 - Sent to Vincent Luo – Replying Reply050302.pdf</p> <p>Content: This email.</p> <p>Size: Fifteenth(15) pages and document attached (20) pages – 6305 words.</p>

2) The facts

2.1) Who begin the relationship?

The relationship between AIPTEK and us, it was begun by an email that Mr. Wayne Wang sent us the 30 of Julio 2004, and that we, AS ALWAYS, answer.

Later on, the content and level of knowledge of the American Latin markets that we show in our answers, woke up a deep interest in Mr. Vincent Luo, who requested us our support and a proposal to develop business together.

We don't look for AIPTEK, but just the opposite, AIPTEK requested our support in several opportunities like it arises of the objective analysis of the documents that we are attaching and that we have revised and analyzed carefully.

Nevertheless, Mr. Vincent Luo insistent interest made that we considered that there was a serious opportunity of business for both, since seemingly AIPTEK wants to develop its market in Latin America.

Without having been even hired by AIPTEK, neither received a dollar for our effort, we dedicate many hours and money to assist the requirements of AIPTEK, without having received a minimum full answer up to now not even to our Preliminary Business Plan that was which we waited to obtain and NEVER up to now has been answered.

2.2) Some figures to consider (quantifying our effort)

Counting this email, until the moment AIPTEK has written us **11 (eleven)** emails that have contained 1.759 (thousand seven hundred fifty nine) words in English, and EAC have always answered to AIPTEK, and offered valuable information and work that have registered in 18 (eighteen) emails that contained 21.110 (twenty-one thousand hundred ten) words.

Making simple arithmetic, and without considering the intellectual value of the contents that contributes strategic information for AIPTEK besides a work in our case obviously that without a doubt has been of great help for their company, EAC (us) we have achieved an effort 12 (twelve) times superior to that of AIPTEK to develop a good relationship of business between us.

The other important figure for us, is our investment to develop a business with AIPTEK.

At page 18 of our Preliminary business plan we write:

Quote: “D) The future of our relationship

1.0) Cost of this job.

The formulation of this Preliminary Business Plan has implied for us, an investment of resources of the order of U\$S 3.500,00 (three thousand five hundred dollars U.S.A.).

The only justification so that we accomplish this bet, it is that we have evaluated the potential of AIPTEK as organization and as company with possibilities of success in the region, and we think that you will not only find the present proposed very attractive, but rather also, it will be the reason to begin a working relationship.” **unquote**

I think that now it has been very clear who has worked to develop a relationship and who not in this history. ¿Isn't it?

We think, for the irreverent reply received from Mr. Luo the past March 2nd, 2005, that in these moments AIPTEK at least should pay us the U\$S 3.500 (three thousand five hundred dollars U.S.A.) that we invest in developing the Preliminary business plan.

2.3) About the gold rules of courtesy in the business. Answering emails with replies about that asked.

During all our relationship by email, **we NEVER stop to respond any received email.**

We always offer AIPTEK the most complete information that we could, and inclusive still, when by working reasons of companies **that had us hired and they were paying us very good money in honoraria for our services our time was extremely limited, always, ALWAYS** we maintained informed to AIPTEK about this situation and our expectations to present the proposal that AIPTEK requested us when we finish these contract.

In any moment, Vincent Luo manifested his annoyance or unconformity for this situation.

We never receive an email of AIPTEK where you told to us that we had a death date to present you a proposal of business, neither similar thing.

If it had happened this way, and therefore AIPTEK had manifested its annoyance or indifference, this would have saved us the whole work that we announce you we had begun to make, in our email dated December 3rd, 2004 (to see reference 15 in our chronology) or maybe as answer to the later ones (see references 17, 18, 19, 20, 21 or 22), when we simply request an answer as acknowledgement of our work and a brief comment on the same one (which gave us a sign that had been read) **and that until now we have not received.**

Anything of that happened, and we made an important effort that was manifested in our Preliminary Business Plan. As textually we refer in the work, we already invest **U\$S 3.500,00 (three thousand five hundred dollars U.S.A.) in AIPTEK, and the minimum recompense that we waited it was a corporate answer on that work that began a relationship together, in the 30 following days**, to this way coordinate our works in progress and to organize our resources for the year 2005.

At page 20 of our Preliminary business plan we write:

Quote: “3.2) Term of offer Maintenance.

We consider that the study of this Preliminary Business Plan, and the approval of the budget presented with the methodology suggested, **is not able to require more than 30 calendars days.**

Nevertheless, in the past it has already occurred that when a customer decides hired us for a project, we already have the committed resources in other project and we should have postponed the acceptance of the work.

In consequence for mutual benefit reasons, you don't delay an answer, so this way we can start the implementation quickly.

3.3) Confirmation of interest

Finally, we will thank you that when you has analyzed this email, send us a primary answer with their comments, saying if you considers or not feasible their acceptance.

Waiting your news and taking advantage to greet you for the festivities of end of the year, I greets you sincerely.” **Unquote**

Indeed, as you will have been able to appreciate in our rate, in Uruguay, the highly qualified personnel is not very expensive, but, neither it is profitable for us to hire idle human resources that are not assigned to a specific project.

We think that it is important to highlight in this instance that already before to present our Preliminary Business Plan, we had sent Mr. Vincent Luo, valuable information, as **"free sample"** about our deep knowledge of the business that we suppose the one that caused their interest was.

Analyzing the traffic of emails between AIPTEK and us, it arises clearly that all messages that AIPTEK remitted us and they required an immediate answer (**See 1, 3, 5, 8, 11, 13, 16**) they were **ALWAYS answered by us the same day** or in the worst in the cases, next day.

The only exception constitutes your last message of **March 3rd, 2005**, the one which, for its completely amazing content, out of the cordial context in the one that up to now our relationships were developed, we have taken some days to respond, since we find it difficult to understand this change of attitude, stiller after we revised our impeccable behavior front AIPTEK which is in evidence in this document that has not been contemplated by AIPTEK for anything.

In opposition, it is in evidence that the messages that we send and on which were requested an answer explicitly on the content (**See 18, 19, 20, 21, 22, 24, 25, 26 and 27**) they have not only been answered in date, but rather we have not even been able to still obtain, an answer that makes reference to the contents of the same ones, that which could make us think that they were not received by AIPTEK (that we discard for your last answer) or they were not still analyzed by AIPTEK, in spite of having almost three months of delay.

3) Analyzing your amazing answer of March 3rd, 2005

Having made us a prologue of our actual relationship, now we will concentrate on analyzing detailedly the astonishing, unexpected and irreverent answer that acted as detonating of this email that sincerely had never preferred to have to write, since also it has meant us an onerous effort again.

You wrote us. **Quote:** "Dear Mr. A/P Pedro J. Etchegaray,

I am not happy with your comment. I think it affect our future relationship a lot. Remember it's just one month so far and you reply to my request also very very late last year. Remember?

You said you spent your time on another project and reply to me almost 3 months after my reply to you? I need to tell you seriously that it's you who lose the timing but not me. Now I have some more options to do the evaluation so of course, it will take me more time to reply to you about your proposal. unquote.

Our comments:

Well, such as us we have already clarified it in our previous analyses, we always maintained it to you aware of our situation and up to now you never expressed us their annoyance in this respect.

You had infinity of opportunities to manifest their annoyance and you never made it.

On the other hand, our relationship is not based about who delays more in responding to the other one.

I have always talked with you about business, and we have also offered to AIPTEK an excellent, dedicated treatment and professional without at least to mediate any agreement or hire, receiving from your behalf up to now nothing else as this disqualified answer and any comment about the work (Preliminary Business Plan) that so many resources consumed us, and so many times we has claimed you.

Which is the problem?

Have you not understood our work?

Have you not still read the work that you requested us?

Have we not been clear in our writing?

Quote: "Further, it's the server that filters again your e-mail this time. I am just informed by my colleagues yesterday. So pls also send to my another e-mail address next time for avoiding this. Vincentluo2002@yahoo.com.tw.

Please be patient and don't send to others in AIPTEK anymore. Your interruption had affected others' job severely in AIPTEK. I can tell you that will only ruin the relationship btw EAC and AIPTEK without any benefits." unquote.

Our comments:

Here you recognize again that you have problems of filtrate of messages in your Mail Server.

This is not the first time that it happens. Already in previous emails yourself has admitted this problem, and it has been that reason (your repeated technical problems and lack of answers) and not other, the reason for the one which, when we don't receive from you an answer in a reasonable term, we re-send the emails to other addressees, with the hope that some of them informed to you.

Quote: "I am sorry but would like to say this is the last warning to you." unquote.

Our comments:

Wrong again. Really, this is the first warning that we receive regarding that it bothers you that we re-send emails to his co-workers when we don't receive an answer from you. In the past, we didn't not only have any previous warning from you or anybody, but rather thanks to that we act this way you revised their emails and found ours.

The problem has AIPTEK in its Mail server, not us.

Otherwise, it is possible that your intention has not been this, but the idiomatic expression that you have selected in that sentence, appear it a menace instead of a friendly warning.

If it is a menace, our previous analyses it demonstrates that it is inappropriate, and what would correspond would be their immediate apology..

If on the contrary, it has been an error when choosing the words, it would be good an explanation on their behalf.

Quote: "Hope you understand this well and keep your last chance." unquote.

Our comments:

Again, we have another menace from your behalf.

It is surely a joke!

You don't only finish your reply without answering absolutely anything in relation to the content of our work, something that we claim 5 five opportunities, but rather you also notice us that we can lose our work!

To what work are you referring?

To that we already made free to you and AIPTEK?

Or to the work on which you have not still deigned to respond?

As professional of the international business that I hope you are, you should know that an organization like ours doesn't stay on the base that to a company like AIPTEK decides to hire us or not.

It would be the same stupidity that we thought that the survival of AIPTEK depended on its sales in Uruguay!

We are the best in the development of markets in Latin America for companies like yours that try to obtain benefits that up to now they have not achieved, with a minimum investment, and you should already have been noticed of it.

We have been us who offer AIPTEK the opportunity to develop this difficult market leaning on in the best partners that you can get: US.

As I had already expressed you, we have enough consultancy orders, and we should select those that besides having payment capacity, they have future perspectives and success in the region, since we don't like to fail. We love the success.

We are in this business from 1983. There is no Any company that offers services of our quality neither that it has elevated you a proposal of our level. We know it very well and it is good that you can understand it. **We are the best.**

In fact for that reason, it has been that we request you reiterated times and in our clearer English that you told us what you will make regarding our proposal, to avoid that when finally you make the correct decision that is to hire us so that we help AIPTEK in the market, we are in position of accepting the work immediately, and don't have you to suffer another delay more.

You should have understood that the last year both already pass for this. When you wanted all our attention, we were already executing a contract, we had already assumed and we were executing a commitment. We honor our commitments.

You should understand that when we work for AIPTEK, if you agree with our planning, AIPTEK will receive the appropriate priority and an in agreement return to each dollar that invests. You should not be bothered in and of itself, but rather to be happy that we offered you our attention. You have made a mistake.

This answer that you have sent us, makes us think that we evaluate its real intentions mistakenly regarding us, as well as the potential of AIPTEK and its true aspirations in Latin America.

It is also probable that everything is a mistake.

Because we still have the hope that is this way, we have taken the care of analyzing all that happened carefully and we are exposing it to you, waiting with this new effort, to demonstrate our intention again and waiting that now yes, AIPTEK, Vincent Luo, or who corresponds us it offers us a concrete answer and centered in the business that we are trying from the beginning: **"the development of the American market for AIPTEK in the countries that speaks Spanish."**

If AIPTEK accepts our proposal, excellent!.

If you or AIPTEK, after this answer, they prefer not to work together with us, **there is not problem.**

It is AIPTEK who loses the opportunity to reach the objectives easily and not us who lose a customer.

We only work for customers with who we understand each other clearly and we share objectives of success, and that they don't make us lose our valuable time in minor details, when there are big things to do. **Have we been sufficiently clear?**

4) Next?

Finally, we wait that for once, **you respond us correctly about our proposal without more evasive, and if after meditating about this email, you understand that our objective is the business that they must to observe certain courtesy rules and dynamics, and then if we reach an agreement, I assure to you and AIPTEK that you will have made the best decision for its company.**

We are professional of the business, but as you will understand, we demand from our customers the same respect that we offer to them. It is not possible to make business with who is not honored.

When I am sending you this email, I am of vacations in the beach until Monday March 28th, when I return to my company.

We have fortunately already selected 2 important projects to develop this year, one of those which will force me to possibly travel to Paraguay in two weeks to adjust with the investors, the particulars of an investment project that it involves an investment of U\$S 500.000 (five hundred thousand dollars U.S.A.) dedicated to the installation of a factory.

Otherwise, today March 23rd, 2005, we are to 90 days from the date in which you have received our "Preliminary Business Plan"

I only wait from you a correct and clear answer about our proposal, nothing else.

Our business Plan is standing, and there it is clearly expressed the steps to continue for our recruiting.

I hope that this new effort on our behalf, have not been another loss more than time (the last one) and that in the future, both can laugh about this mistake and to to tell the achievements and benefits that our work together has reached.

Kind regards

EAC - Etchegaray Associate Consultants

A/P Pedro J. Etchegaray

System Analyst . Organization & Methods Analyst

Technological consultant - System Auditor

Business and Market Development

Office Address:

Santiago de Chile 1286 - 11200 Montevideo - Uruguay

Phone: +598 (2) 9006010 - Telefax: +598 (2) 9032985

Mobile Cellular: +598 (99) 592802

Email: etchegaray@adinet.com.uy

Professional Web Site: <http://www.etchegaray.webya.com.uy>

Chat On line: etchegarayconsultores@hotmail.com



Enclosed: 29 zipped documents in one folder with all our exchange messages