

[Fwd: [Fwd: POS ISP!]]

Subject: [Fwd: [Fwd: POS ISP!]]
Date: Thu, 18 Sep 1997 12:39:22 -0700
From: poppy@netscape.com (Poppy Davies)
Organization: Netscape Communications
To: amman@netscape.com

Subject: [Fwd: POS ISP!]
Date: Thu, 18 Sep 1997 12:24:51 -0700
From: sunny@netscape.com (Sunny Webb)
Organization: Netscape Communications
To: poppy@netscape.com

Subject: Re: POS ISP!
Date: Thu, 18 Sep 1997 15:05:19 -0400
From: Doug McClure <domreg@scescape.net>
Organization: s c e s c a p e internet
To: sunny@netscape.com

Sunny Webb wrote:

>
> Hello, my name is Sunny Webb and I am your ISP Netscape Account
> representative.
>
> This note is to notify you that the deadline for your quarterly
> Point of Sales (POS) Report by September 10, 1997, has passed
>
> I will need a completed Point of Sale Report (Attachment B to your
> NSP
> Distribution Agreement also copied below) for your sales for the
> months of June, July and August as
> well as any other unreported sales for previous quarters ASAP They
> can be either:
> - Emailed to me at sunny@netscape.com
> - Faxed to me at (415)937-2112
>
> Netscape has recently released Mission Control v4.02 which contains
> the latest version of the Dial-Up Edition,
> Communicator components, as well tools that allow administrators to
> lower cost of ownership through
> customization, distribution, and administration of client software.
> You should be receiving your update within
> the next couple of weeks.
>
> Please feel free to contact me with any questions.

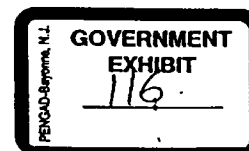
>
> Attachment B
> Quarterly Point of Sale Report Form
> Network Service Provider Name and Address:

> _____
> _____
> _____
>
> POS Contact Name:

Doug McClure

> _____

NSMS 034510
Highly Confidential



[Fwd: [Fwd: POS ISP!]]

> POS Contact Phone:

803-649-7453

> _____
> POS Contact Fax:

803-649-6070

> _____
> POS Contact email:

closer@scescape.net

> _____
>
> Report for (check applicable periods)
> ___ December through February (due March 10)
> ___ March through May (due June 10)
> XXXX June through August (due September 10)
> ___ September through November (due December 10)
>
> Netscape Product # _____
>
> Quantity

ZERO. We have ceased distribution of Netscape. - your product is excellent but totally lacking in marketing support and we could never justify the \$20 setup cost when Microsoft will fly a blimp with our name on it for free. I sincerely wish Netscape could compete with this but we are getting slammed by these costs, and this is the very thing that will kill your browser, which I incidentally prefer. We held out as long as we could but can no longer bear this tariff - we tried to support Netscape and Netscape let us down. Should Netscape realize the true value of partners... please let me know as soon as possible

sincerely,
Doug McClure,
CEO Intertnet ~~SCSCAPE~~

> _____
>
> Price/Unit
> _____
> Number of New Registered
> Users
> Zip Code or
> Country
>
> Products Quantity distributed internally Licensee/Month
> _____
>
> -----

> Sunny Webb <sunny@netscape.com>
> Corporate Sales Representative
> Netscape Communications
>
> Sunny Webb
> Corporate Sales Representative <sunny@netscape.com>
> Netscape Communications HTML Mail
> 501 E. Middlefield Rd. Work: (415) 937-3332
> MV-042 Fax: (415) 937-2112
> Mountain View Netscape Conference Address
> CA Netscape Conference DLS Server
> 94043
> USA
> Additional Information:
> Last Name Webb
> First Name Sunny

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