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cc: Howard  
Re: [unclear]  
[unclear]

Jim Moran  
President and  
Chief Executive Officer

September 28, 1989

Mr. Jim Cannavino  
IBM VP & General Manager  
Personal Systems  
IBM  
Rte 1  
Somers, NY 10589

Dear Jim:

I have enclosed my speech from Alsop's conference. I hope you enjoy it—especially the unambiguous section in the middle about Windows vs. PM. Maybe you can pass it on to the IBM speechwriters for someone's speech at Comdex.

\* You scored some points in San Diego, not just in your talk but in your meetings. Together, we have convinced WordPerfect to ship PM first. Similar stories from other ISVs. But frankly, I feel a little bit exposed in this public war I just started and could use some help from my friends in Somers (and Purchase and Armonk). Everyone I talked to wants IBM to signal its intent—soon.

Can we try to get together soon?

Best regards,

Lotus is a registered corporation 55 Chandler Parkway, Cambridge, Massachusetts 02142 617-377-8500

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Plaintiff's Exhibit  
9010  
Comes V. Microsoft

IBM 05 80000000833