

IALA/AIS/23 add. 2

Stockholm October 10, 1997

IALA
Secretary General Torsten Kruuse
20 ter rue Schnapper
78100 Saint Germain en Laye
France

Sent by FAX to +33-1-34 51 82 05

Referring to your FAX dated October 9, 1997 at 17:23.

Dear Mr. Kruuse,

I have been informed that IALA are hosting an international meeting this week and an answer to your FAX is needed before tomorrow morning. I will do my very best to answer your question.

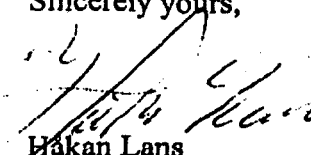
The patent PCT/SE92/0045 has been reviewed in many international bodies for several years. In a letter to IMO and ICAO dated September 2, 1996 all questions has been answered and necessary guaranties has been given in order to standardise technology related to said patents or pending patent applications. The content in this letter has satisfied the requirement for continuation of the standardisation process. In accordance to international patent legislation and standardisation practice it is clear stated that licence negotiations are left to the parties concerned. In order to satisfy both your requirements and the intentions of international patent legislation I can make the following statement:

If for some reason a licence of said patent is needed a licence can be given for a royalty not exceeding 5%. However it is up to parties concerned to negotiate the royalty within this frame.

If this royalty licence frame is related to normal business discount, trade conditions and currency exchange rates then it is clear that it can't significantly affect the price of the final product specially in relation to the benefit for the user.

For all AIS equipment installed in ships, witch fall within the IMO SOLAS convention, there will be no charge levied for said patent.

Sincerely yours,



Hakan Lans

GP&C Systems International AB