

60 Bunker Hill Street
Lancaster, N.H. 03584
January 23, 1987

Mr. David A. Boulton, Director
ReadTronics
95 South Market Street
Suite 530
San Jose, CA 95113

Dear Mr. Boulton,

My associates, Art Hammon and Jon Odell, and I recently received your descriptive brochure and videotape of the Electronic Book and Pipeline and are extremely excited about the potential that we see.

As experienced educators we can visualize applications for the Book in our field but also see a vast market that seems limited only by the imagination. We would appreciate receiving information concerning a distributorship in the New England region and would be happy to discuss such an arrangement with you in more detail after further considerations of your product and company support system.

Although you are in a start-up mode at this time, I am certain that you have developed dealership criteria, packages and financial arrangements. Additionally, we would also be extremely interested in working with you toward developing the availability of materials to be used with The Book.

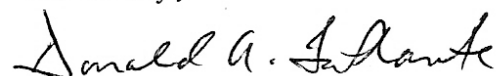
While at first glance it might seem that educators currently under contract would not be in a position to provide an initial big splash in the New England market, we would point out that the largest and most successful personal computer dealerships in our region are owned, operated or managed by former educators.

With our current contacts in both education and business we have the means necessary to begin a regional distributorship. As an aside, as additional point that should be made is that our school district has been selected as one of 16 nationwide to act as a laboratory school by Secretary of Education, Ed Bennett.

For the next two years we will be closely observed to see how we achieve the outcomes established by the National Governors Conference in three specific areas one of which is technology. The value of this situation to your company and The Book would be readily apparent.

We look forward to hearing from you at your earliest convenience and also anticipate extremely interesting and exciting discussions in the near future.

Sincerely,



Donald A. LaPlante