

ESTTA Tracking number: **ESTTA487586**Filing date: **08/07/2012**IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

Proceeding	91198063
Party	Defendant Evertec Information Technology Co., Ltd.
Correspondence Address	YOU YI LIN EVERTEC INFORMATION TECHNOLOGY CO LTD 1F NO 229, SIHWEI STREET HSINCHU COUNTY, 30242 TAIWAN frans_lin@evertec.asia, linyouyi@hotmail.com
Submission	Motion to Compel Discovery
Filer's Name	You-Yi Lin
Filer's e-mail	frans_lin@evertec.asia , linyouyi@hotmail.com
Signature	/You-Yi Lin/
Date	08/07/2012
Attachments	<p>APPLICANT'S SECOND AMENDED ANSWERS-20120807.pdf (11 pages) (196389 bytes)</p> <p>Document list-20120807.pdf (3 pages)(96321 bytes)</p> <p>RESPONSE-1-1.pdf (1 page)(168951 bytes)</p> <p>RESPONSE-2-1.pdf (1 page)(95039 bytes)</p> <p>RESPONSE-2-1E.pdf (1 page)(130685 bytes)</p> <p>RESPONSE-2-2.pdf (1 page)(283774 bytes)</p> <p>RESPONSE-3-1.pdf (1 page)(468107 bytes)</p> <p>RESPONSE-3-2.pdf (1 page)(113815 bytes)</p> <p>RESPONSE-3-3.pdf (1 page)(298714 bytes)</p> <p>RESPONSE-3-4.pdf (2 pages)(679667 bytes)</p> <p>RESPONSE-4-1.pdf (1 page)(374391 bytes)</p> <p>RESPONSE-4-2.pdf (1 page)(80939 bytes)</p> <p>RESPONSE-5-1.pdf (1 page)(233115 bytes)</p> <p>RESPONSE-6-1.pdf (17 pages)(1377666 bytes)</p> <p>RESPONSE-7-1.pdf (1 page)(241563 bytes)</p> <p>RESPONSE-7-2.pdf (1 page)(256924 bytes)</p> <p>RESPONSE-7-3.pdf (1 page)(262000 bytes)</p> <p>RESPONSE-8-1.pdf (1 page)(308629 bytes)</p> <p>RESPONSE-9-1.pdf (1 page)(283098 bytes)</p> <p>RESPONSE-10-1.pdf (1 page)(668590 bytes)</p> <p>RESPONSE-10-2.pdf (1 page)(291090 bytes)</p> <p>RESPONSE-11-1.pdf (1 page)(222319 bytes)</p> <p>RESPONSE-14-1.pdf (1 page)(423486 bytes)</p> <p>RESPONSE-20-1.pdf (1 page)(130199 bytes)</p> <p>RESPONSE-21-1.pdf (17 pages)(1606419 bytes)</p> <p>RESPONSE-22-1.pdf (1 page)(303997 bytes)</p> <p>RESPONSE-22-2.pdf (7 pages)(572217 bytes)</p> <p>RESPONSE-22-3.pdf (4 pages)(347937 bytes)</p> <p>RESPONSE-22-4.pdf (1 page)(107588 bytes)</p> <p>RESPONSE-22-5.pdf (7 pages)(623411 bytes)</p> <p>RESPONSE-22-6.pdf (2 pages)(446623 bytes)</p> <p>RESPONSE-22-7.pdf (5 pages)(410806 bytes)</p> <p>RESPONSE-22-8.pdf (1 page)(78991 bytes)</p> <p>RESPONSE-22-9.pdf (1 page)(106245 bytes)</p> <p>RESPONSE-23-1.pdf (1 page)(307188 bytes)</p> <p>RESPONSE-23-2.pdf (1 page)(277710 bytes)</p>

	RESPONSE-23-3.pdf (1 page)(239676 bytes) RESPONSE-27-1.pdf (1 page)(177943 bytes)
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**IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
THE TRADEMARK TRIAL AND APPEAL BOARD**

.....
AlpinBreeze, LLC.

Opposer,

vs.

Evertec Information Technology Co., LTD.

Applicant,
.....

Opposition No. 91198063

**APPLICANT'S SECOND AMENDED ANSWERS
TO OPPOSER'S FIRST SET OF INTERROGATORIES**

The Applicant, EVERTEC INFORMATION TECHNOLOGY CO., LTD. ("Applicant"), responds to the first set of interrogatories of Opposer, AlpinBreeze, LLC. ("Opposer"), by responding to each enumerated paragraph of the said interrogatory.

ANSWER NO. 1:

Applicant operates business items such as manufacturing and selling products like PC peripherals, consuming electronics, and so on in Class 9, aroma diffuser, humidifier, and so on in Class 11, essential oils in Class 3, and so forth as well as international trade business.

ANSWER NO. 2:

You-Yi Lin, president of Applicant and Mr. Lin's wife, Shu-Chen Huang, with address of 4F, NO.2, ALLEY 2, LANE 49, CHAN-AN STREET, LUJOU CITY, TAIPEI COUNTY 247, TAIWAN, R.O.C. mainly are the persons with knowledge of Applicant's selection and adoption of Applicant's Mark, and have knowledge of how it is used and/or intended to be used.

ANSWER NO. 3:

Products in Class 9, 11, and 3 are intended to be used with Applicant's Mark as well as the future usage, and the future dates and geographic areas will depend on the budgets, markets, and customers.

Ms. Samanta Ng of Opposer had discussed with You-Yi Lin of Applicant for many projects to cooperate before creating the company, the Opposer (see also the document of RESPONSE-6-1). Applicant's Mark comes from one of those projects that You-Yi Lin took care of the logo matter(see the contract with the designer, document of RESPONSE-2-1, and the payment transfer record to designer, document of RESPONSE-2-2). On the base of business partner relationship, Applicant's first use of the product, an aroma diffuser (see RESPONSE-3-3, the DM of the cooperated aroma diffuser between Opposer and Applicant that You-Yi Lin's wife, Shu-Chen Huang found it in a department store in Taiwan in 2008, and RESPONSE-3-4), in Class 11 supposes to be the same date as Opposer's in US.

Applicant's other products, an aroma diffuser and essential oils(see RESPONSE-1-1, RESPONSE-8-1, RESPONSE-11-1), developed by its own in Class 11 and Class 3 have the first use to ship from Taiwan to US on December 7, 2010 (see document of RESPONSE-3-2, the receipt of Express Mail Service).

ANSWER NO. 4:

Ms. Samanta Ng of Opposer had discussed with You-Yi Lin of Applicant for many projects to cooperate before creating the company, the Opposer (see also the document of RESPONSE-6-1). Applicant's Mark comes from one of those projects that You-Yi Lin took care of the logo matter(see the contract with the designer, document of RESPONSE-2-1, and the payment transfer record to designer, document of RESPONSE-2-2).

ANSWER NO. 5:

The annual sale of the aroma diffuser in US is about 40 units and US\$2,000, nevertheless, essential oils are used to bundle aroma diffusers for sale only.

ANSWER NO. 6:

Please refer to document of RESPONSE-9-1.

ANSWER NO. 7:

Applicant spent advertising cost of NT\$16,000(about US\$550) for the promotion of aroma diffuser under Applicant's Mark on "Sky Shop" magazine of the international airline of EVA airways Corp. (www.evaair.com) in July and August, 2011 in Taiwan (see RESPONSE-10-1, RESPONSE-10-2, and RESPONSE-20-1).

As to US, Applicant spent about US\$180 for advertising under Applicant's Mark from December 5, 2010 to February 28, 2011 through facebook (www.facebook.com). Please refer to documents of RESPONSE-7-2 and RESPONSE-7-3.

ANSWER NO. 8:

Please refer to ANSWER NO. 4.

ANSWER NO. 9:

Please refer to documents of RESPONSE-10-1 and RESPONSE-10-2.

ANSWER NO. 10:

The goal of Applicant to reach the ultimate user will be to enter retail store channels.

ANSWER NO. 11:

Ms. Martha Chen, with address of 319 Vista Marazul, Oceanside, CA 92057, USA is the licensee of Applicant's mark (see RESPONSE-3-2) only at the moment. An aroma diffuser and essential oils (see RESPONSE-1-1, RESPONSE-8-1, RESPONSE-11-1) are sold by the licensee under Applicant's Mark.

ANSWER NO. 12:

There is no special quality control measures adopted and used by Applicant.

ANSWER NO. 13:

There was no adversarial proceeding or challenge before the Trademark Trial and Appeal Board, Bureau of Customs, Federal Trade Commission. Currently, there is one trademark opposition between Opposer and Applicant in Mainland China only.

ANSWER NO. 14:

Please refer to ANSWER NO. 4.

ANSWER NO. 15:

Please refer to document of RESPONSE-4-2.

ANSWER NO. 16:

Please refer to document of RESPONSE-4-2. Applicant doesn't understand Opposer's interrogatory completely. Please also refer to ANSWER NO. 3. Applicant's Mark comes from one of those projects that Ms. Samanta Ng of Opposer discussed with You-Yi Lin of Applicant to cooperate before creating the company.

ANSWER NO. 17:

Applicant's knowledge related to Opposer is that the Opposer could be changeable and liked to play black and white way roles that Opposer could regard you as a business partner (white way) when Opposer needed you but could regard you as a slavery (black way) when Opposer thought not to need you. Please also refer to ANSWER NO. 22, and Paragraph 3 of ANSWER NO. 26.

Applicant was not sure Applicant could be regarded as a business partner or slavery by Opposer after failures of so many mutual promises around the date to file Applicant's mark in US. Applicant's mark application could be shared with Ms. Samanta Ng based on business partner relationship or for Applicant to develop business like products of aroma diffusers alone.

ANSWER NO. 18:

Applicant has only one US customer, Ms. Martha Chen, with address of 319 Vista Marazul, Oceanside, CA 92057, USA sells an aroma diffuser with essential oils in connection with Applicant's Mark through the on-line channel of "amazon.com" (see RESPONSE-9-1) mainly .

ANSWER NO. 19:

There is no such kind of instances.

ANSWER NO. 20:

Applicant uses Applicant's Mark by selling aroma diffusers with essential oils under Applicant's Mark to Applicant's US customers in interstate commerce. Please also refer to ANSWER NO. 11.

ANSWER NO. 21:

You-Yi Lin has never employed by the Opposer. The relationship between Ms. Samanta and You-Yi Lin supposed to be a business partner relationship instead of a subordinated relationship. Please refer to ANSWER NO. 4 and the business partner relationship of ANSWER NO. 22.

Based on the last project, AROMA GENIE aroma diffuser (see ANSWER NO. 22), there was also a profit split discussion for this project between Ms. Samanta and You-Yi Lin and the final agreed percentage of shares of the creating company, (see RESPONSE-21-1).

ANSWER NO. 22:

There is no employment agreement between You-Yi Lin and Opposer. The relationship between You-Yi Lin and Opposer may be regarded as a kind of business partner relationship.

Following are some of those projects, discussed or cooperated between Ms. Samanta Ng of Opposer and You-Yi Lin.

LCD Display Project

The project was cooperated by Ms. Samanta NG, Swiss country sales manager of ViewSonic Corp, Mike Chen, Product Manager of ViewSonic Corp., and You-Yi Lin, to replace the customer' LCD display orders by another Taiwanese vendors (See RESPONSE-22-2). Finally, this project supposed to be run by Ms. Samanta NG and Mike Chen only as Ms. Samanta Ng didn't adopt the vendor sourced by You-Yi Lin.

One project to cooperate with Puzhen International Product Co Ltd.

This was the proposal, cooperated by Ms. Samanta Ng, Chen Mike, and You-Yi Lin, to represent to sell products of aroma diffuser for a Hong Kong company, Puzhen International Product Co Ltd.. Nevertheless, Ms. Samanta NG advised there was no need from Taiwan and the job was only for her to sell in Switzerland at the end (See RESPONSE-22-3). She mentioned she wanted to try to sell Puzhen product in collaboration with Pranarom International, an agent of Puzhen International Product Co.Ltd. in Belgium and make money to invest into another business with Mike Chen and You-Yi Lin.

After some time, Ms. Samanta Ng contacted You-Yi Lin again and advised him that she couldn't understand Puzhen staff's English while phoning them and asked help from You-Yi Lin to contact with Puzhen as You-Yi Lin can speak Chinese with them. You-Yi Lin mentioned if Mike Chen could also join but Samanta Ng indicated that there was no need or reason to let Mike Chen in. (may also refer to RESPONSE-6-1 and RESPONSE-22-4)

Ms. Samanta Ng proposed CEO of Puzhen International Product Co Ltd to set up a company in Switzerland, named Puzhen Europe, to build the European market, which was a middle way of a standard distributor and a real Puzhen headquarter. Finally, Puzhen didn't cooperate with Ms. Samanta Ng. (may refer to RESPONSE-22-5)

Some projects like Textile and Hotel Supplies Projects

Ms. Samanta Ng was still working for ViewSonic Corp. after Puzhen project and indicated that she still wanted to cooperate with You-Yi Lin and could set up a company based on 50%/50% each in the future. Hence, You-Yi Lin continued to cooperate with her and tried many business opportunities such as textile (see RESPONSE-22-5), Hotel Supplies (see PDF file of papierwaren[1] from Samanta Ng), and so on. However, most of them failed because Ms. Samanta Ng expressed she wanted to give up.

Sunnytech and Isagi Projects

Sunnytech (www.sunnytec.com.tw/english/) and Isagi (<http://en.isagi.com.tw/>) were two Taiwanese companies which manufacture aroma diffusers that sourced by You-Yi Lin. Again, Ms. Samanta Ng suggested that she played the CEO in Europe (Black guy) and You-Yi Lin played the role of Asian representative (White guy) to contact these vendors that would make the projects going more smoothly. You-Yi Lin agreed to play this kinds of role to benefit projects (see RESPONSE-22-8 and RESPONSE-22-9). As the aroma diffuser designs of Isagi and Sunnytech were not attractive, and the modified costs were too high to be accepted, Ms. Samanta Ng and You-Yi Lin decided to give up cooperating with them.

Last Project with Ms. Samanta Ng - AROMA GENIE aroma diffuser

This project came from a search by You-Yi Lin's wife, Shu-Chen Huang, finding a beautiful aroma diffuser in a Taiwan department store in 2008 (see RESPONSE-3-3). Based on RESPONSE-3-3, the brand of the aroma diffuser is "AROMA GENIE", which belongs to a Taiwanese factory, DAY & DAY TRADING CORP (www.daynday.com.tw/en/our_brands.html). You-Yi Lin introduced it to Ms. Samanta Ng. Hence, Samanta and You-Yi Lin started to play the black and white guys game again with the Taiwanese factory as what they did for companies like Sunnytech, Isage, and so forth (see RESPONSE-3-4 and RESPONSE-21-1).

ANSWER NO. 23:

You-Yi Lin wanted to create a special own logo before the last project with Ms. Samanta Ng. You-Yi Lin had transferred the commission to the logo designer, Karen Lin with address of NO.435, SECTION 5, MINZU ROAD, CHUNGLI CITY, TAOYUAN COUNTY, TAIWAN, R.O.C. (see RESPONSE-23-1). Then, You-Yi Lin started to cooperate with the Swiss business partner, Ms. Samanta Ng for the last project. You-Yi Lin had discussed the logo matter with Ms. Samanta Ng and his wife, Shu-Chen Huang. It generated the logo name of "swissbreeze". Therefore, You-Yi Lin asked the designer to design the logo with the name of "swissbreeze" based on the previous paid commission (see RESPONSE-23-2).

In spite of that, Ms. Samanta Ng found a rule in Switzerland that the product of aroma diffuser (see RESPONSE-3-4) could not be put on the trademark of “swissbreeze” to sell in Switzerland as the product was made in Taiwan instead of Switzerland. Accordingly, You-Yi Lin discussed with Ms. Samanta Ng to generate some logo names to replace “swissbreeze” (see RESPONSE-23-3). You-Yi Lin had discussed the logo names with his wife, Shu-Chen Huang and both considered the logo name of “alpinbreeze” was the best one since the mountain of “Alpine” has a very good imagination in Taiwan. You-Yi Lin mentioned this to Ms. Samanta Ng, as a business partner of You-Yi Lin, and she also agreed to use the logo name of “alpinbreeze”.

Consequently, You-Yi Lin asked the designer to change the logo name and paid another commission (see RESPONSE-2-1/ RESPONSE-2-1E and RESPONSE-2-2). Actually, You-Yi Lin personally sent some gifts and another NT\$3,000 in cash to the designer around end of January, 2009 related to logo matters, but there is no record.

ANSWER NO. 24:

Applicant’s president, Mr. You-Yi Lin, is the rightful owner of the Applicant’s Mark and owns the common law copyrights thereto. Applicant’s president suggested the name of “Alpinbreeze” to Opposer, commissioned the creation of the Mark from a designer, and paid the designer for the design work. Please refer to ANSWER NO. 4 and document of RESPONSE-4-2.

ANSWER NO. 25:

Please refer to ANSWER NO. 24.

ANSWER NO. 26:

Applicant was counseled by attorney from RABIN & BERDO, P.C. with the address of 1101 14th Street, N.W., Suite 500, Washington DC, 20005 to furnish related denials. Please refer to following factual basis.

Paragraph 3

You-Yi Lin has never employed by the Opposer. The relationship between Ms. Samanta and You-Yi Lin supposed to be a business partner relationship

instead of a subordinated relationship. Please refer to ANSWER NO. 21 and ANSWER NO. 22. To facilitate projects, Ms. Samanta Ng suggested that she played the CEO in Europe (Black guy) and You-Yi Lin played the role of Asian representative (White guy) to contact vendors that would make the projects going more smoothly. You-Yi Lin agreed to play this kind of role to benefit projects as well as in the last project.

However, when the product of the last project (see RESPONSE-3-4) was almost ready, Ms. Samanta Ng recommend You-Yi Lin to help to sell products or he could not get 50% profit as well as shares of the creating company that was not the same as what both of them discussed in the beginning of this project.

Ms. Samanta Ng insisted on more than 50% shares of the creating company while the product was almost done to sell. You-Yi Lin had no choice to discuss with Samanta Ng again for company shares occupied and profit split for this business as You-Yi Lin had been spending lots of efforts and money. You-Yi Lin made a concession to get 40% shares of future company and less profit split as Ms. Samanta Ng could only get unemployment dole from Swiss government for 400 days then (see RESPONSE-21-1). For sales matter, Ms. Samanta Ng suggested You-Yi Lin to play the role of sales manager (White guy) to contact customer, so she could play the role of CEO or director (Black guy) as usual to facilitate business proceeding.

Paragraph 4

Applicant denied the allegations in Paragraph 4 on the basis of ANSWER NO. 22 and ANSWER NO. 23.

Paragraph 6

Applicant denied the allegations in Paragraph 6 as Applicant has same doubts as Opposer (please refer to ANSWER NO. 3, ANSWER NO. 7, and ANSWER NO. 18).

Paragraph 7

Applicant denied the allegations in Paragraph 7 as Applicant has same doubts as Opposer (please refer to RESPONSE-8-1 and RESPONSE-22-1).

Paragraph 8

Applicant denied the allegations in Paragraph 8 on the basis of ANSWER NO. 22 and ANSWER NO. 23.

Paragraph 9

Applicant was counseled by attorney from RABIN & BERDO, P.C. to furnish related denials. Please also refer to ANSWER NO. 22 and ANSWER NO. 23.

Paragraph 10

Applicant was counseled by attorney from RABIN & BERDO, P.C. to furnish related denials. Please also refer to ANSWER NO. 22 and ANSWER NO. 23.

ANSWER NO. 27:

Applicant's current plan is to introduce Applicant's president, Mr. You-Yi Lin, and Mr. Lin's wife, Shu-Chen Huang, with address of 4F, NO.2, ALLEY 2, LANE 49, CHAN-AN STREET, LUJOU CITY, TAIPEI COUNTY 247, TAIWAN, R.O.C. in connection with each witness.

ANSWER NO. 28:

Applicant will use the documents based on documents of RESPONSE, nevertheless, other documents may be found and adopted during the time of trial.

ANSWER NO. 29:

Applicant's president, Mr. You-Yi Lin, was participated in the preparation of the answers to these interrogatories.

ANSWER NO. 30:

There has no a third-party taken legal action against the Applicant regarding the Applicant's use of Applicant's Mark.

Respectfully submitted,

Date: August 7, 2012

/You-Yi Lin/

You-Yi Lin

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Tel: 886-2-8286-2866 Fax: 886-2-2848-3458

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CERTIFICATE OF SERVICE

I hereby certificate that a copy of the foregoing **APPLICANT'S SECOND AMENDED ANSWERS TO OPPOSER'S FIRST SET OF INTERROGATORIES** has been sent via email below on August 7, 2012.

Matthew H. Swyers
The Trademark Co.
344 Maple Ave W Ste 151
Vienna Va 22180, US
Tel: (800) 906-8626
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/You-Yi Lin/

You-Yi Lin

Document list

- RESPONSE-1-1** : The product of aroma diffuser, adopted by Applicant's Mark.
- RESPONSE-2-1** : Logo design contract between the designer and You-Yi Lin
- RESPONSE-2-1E** : English translation of RESPONSE-2-1
- RESPONSE-2-2** : The commission, NT\$3,000, transfer record of the bank deposit passbook between designer and Applicant's president on Jan. 5, 2009
- RESPONSE-3-1** : The appointed contract between Applicant and its cooperated law firm, Famost International Intellectual Property Office with the address of 6F-6, No.415, Sec. 4 , Hsin Yi Rd, Taipei, Taiwan, R.O.C. to apply Applicant's Mark in US
- RESPONSE-3-2** : The first receipt of Express Mail Service that Applicant sent its own goods from Taiwan to US on December 7, 2010
- RESPONSE-3-3** : The DM of the cooperated aroma diffuser between Opposer and Applicant that You-Yi Lin's wife, Shu-Chen Huang found it in a department store in Taiwan in 2008
- RESPONSE-3-4** : The product of aroma diffuser that You-Yi Lin cooperated with Ms Samanta Ng.
- RESPONSE-4-1** : The appointed contract between Applicant and its cooperated law firm, Famost International Intellectual Property Office to reduce the item of air fresheners based on previous proceedings of Applicant's Mark in Class 11.
- RESPONSE-4-2** : The e-mail from Applicant's attorney, Kenny Lai Cheong for Scott Alprin of RABIN & BERDO, P.C. with the address of 1101 14th Street, N.W., Suite 500, Washington DC, 20005, related to the proposal from Opposer's attorney to make an amicable solution.

- RESPONSE-5-1** : The product of mouse pad relating to adoption of Applicant's Mark by Applicant in Taiwan.
- RESPONSE-6-1** : Parts of contents, discussed between Ms. Samanta Ng of Opposer and You-Yi Lin of Applicant
- RESPONSE-7-1** : Applicant's use of Applicant's Mark on the color box and carton box after the first use of Applicant's Mark
- RESPONSE-7-2** : The contents of advertising under Applicant's Mark in US through facebook (www.facebook.com)
- RESPONSE-7-3** : Total advertising amount of US\$ 180 approximately that Applicant spent under Applicant's Mark in US from December 5, 2010 to February 28, 2011 through facebook (www.facebook.com)
- RESPONSE-8-1** : The product of aroma diffuser with a box offered by Applicant under Applicant's Mark.
- RESPONSE-9-1** : The information that Applicant's customer in US sells the product of aroma diffuser with Applicant's Mark in an on-line channel of "amazon.com" in US.
- RESPONSE-10-1** : The cover page of "Sky Shop" magazine of the international airline of EVA airways Corp. (www.evaair.com) in Taiwan.
- RESPONSE-10-2** : Advertising in "Sky Shop" magazine for promotion of the aroma diffuser under Applicant's Mark.
- RESPONSE-11-1** : The frame and Essential oils that Applicant uses under Applicant's Mark
- RESPONSE-14-1** : The information of customer review from persons that have purchased the product of aroma diffuser bearing Applicant's Mark in US.
- RESPONSE-20-1** : The information that Applicant spent advertising cost of NT\$16,000(about US\$550) for the aroma diffuser under Applicant's Mark in "Sky Shop" magazine of the international airline of EVA airways Corp. (www.evaair.com) in July and August, 2011 in Taiwan.

- RESPONSE-21-1 :** Profit split for Ms. Samanta Ng and You-Yi Lin for the last project of AROMA GENIE aroma diffuser and the final agreed percentage of shares of the creating company
- RESPONSE-22-1 :** The DM of the aroma diffuser under Applicant's Mark.
- RESPONSE-22-2 :** LCD display project.
- RESPONSE-22-3 :** Project of being an European agent of Puzhen International Product Co Ltd., located in Hong Kong.
- RESPONSE-22-4 :** The information of "Puzhen" trademark in Switzerland.
- RESPONSE-22-5 :** Answers from Puzhen International Product Co Ltd.
- RESPONSE-22-6 :** Textile project.
- RESPONSE-22-7 :** Hotel Supplies project.
- RESPONSE-22-8 :** Sunnytech project.
- RESPONSE-22-9 :** Isagi project.
- RESPONSE-23-1 :** The commission, NT\$2,000, transfer record of the bank deposit passbook between the designer and You-Yi Lin on Aug. 7, 2008.
- RESPONSE-23-2 :** Logo designs of swissbreeze.
- RESPONSE-23-3 :** Logo names to replace swissbreeze.
- RESPONSE-27-1 :** The specimen submitted to the USPTO in connection with the application for Applicant's Mark.



立合約書人 林佑奕 (以下簡稱甲方) 與 林欣怡 (以下簡稱乙方) 合作 Logo 設計 案, 經雙方協議訂定合作契約, 以茲雙方共同信守。

雙方共同議定條款如下:

- 一、設計案內容: ALPINBREEZE LOGO 設計 (其細目以附件之設計製作費用估價單為準)。
- 二、甲方委託乙方擔任本設計案之 ALPINBREEZE LOGO 設計 職務。
- 三、經雙方同意議定於下列時間完成設計與製作, 雙方應共同遵守並控制設計製作之進度與品質。

3-1. 設計稿件交付時間

- (1) 提案完成時間: 民國 97 年 12 月 1 日。
- (2) 完稿完成時間: 民國 97 年 12 月 31 日。

3-2. 乙方於上述時間範圍內, 與甲方溝通協議後, 乙方應配合甲方意見為必要之修改, 甲方審核稿件時間須自收到稿件時起四日以內確定稿件內容; 甲方審核稿件時間如逾四日, 乙方下次交稿時間則依甲方所逾日數順延之; 修改次數以三次為限, 如超過議定修改之次數, 每次修改酌收設計費百分之二十。

3-3. 雙方議定, 乙方如未按預訂進度交出上述作品, 則甲方有權, 以一日扣除其平面設計費百分之一為罰金, 並累計直到交出作品為止。

四、設計經費總計新臺幣 3,000 元整, 甲方須於簽約同時支付新臺幣 1000 元整之訂金。

五、雙方議定, 乙方交付完成品之同時甲方需支付新臺幣 2000 元之尾款, 甲方若有延遲付款之情形, 則每延一日需加付設計費百分之一為罰金, 並累計直到付清款項為止。

六、乙方設計製作稿件進行中, 因天候, 製作意見, 情事變更或不可歸責乙方之事由等因素而終止時, 依下列方式計費且著作權仍歸乙方所有。

- (1) 提案階段: 依總金額之 30% 計算。
- (2) 完稿階段: 依總金額之 70% 計算。

七、如作業中有大幅修正或追加稿件製作時, 交付時間得由雙方另行議定, 並另行追加製作費用。

八、本合約書以中華民國為準據法, 若因本合約書涉訟, 甲乙雙方同意以乙方居住地之地方法院為第一審管轄法院。

十、本合約書正本壹式貳份, 甲乙雙方各執存壹份為憑。

立合約書人

甲 方: 林佑奕 (簽章)

統一編號: _____

代表人: _____

地 址: 台北縣蘆洲市長安街 49 巷 2 弄 2 號 4 樓

電 話: 02-82862866

乙 方: 林欣怡 (簽章)

統一編號: _____

代表人: _____

地 址: 桃園縣中壢市民族路 5 段 435 號

電 話: 03-4200912; 0920-557071

中 華 民 國 97 年 12 月 1 日

ALPINBREEZE LOGO DESIGN AGREEMENT

This agreement is mad between 林佑奕 (Appointer, Frans Lin, hereinafter called the "Appointer") and 林欣怡 (Designer, Karen Lin, hereinafter called the "Designer") for Logo design project.

THEREFORE, in consideration of the mutual covenants contained herein, the parties hereto agree as follows:

- 1 · Design content : ALPINBREEZE LOGO DESIGN .
- 2 · Appointer appoints Designer the job to design ALPINBREEZE LOGO for this project .
- 3 · Both parties agreed to complete the design at the following time schedule and control the design quality .
 - 3-1. Lead time
 - (1) Proposal completion : December 1, 2008 .
 - (2) Logo design completion : December 31, 2008 .
 - 3-2. Designer should modify the logo design in coordination opinions of Appointer after mutual discussion with above time schedule. Appointer should review the content of logo design 4 days after receiving it or Designer will complete the final logo design based on the delay of Appointer. The limitation of modification should be no more than three times, the extra modification fee will be 20% of total design fee each time .
 - 3-3. If Designer can not complete the logo design in time, Appointer has the right to punish Designer 1% of total design fee per day till logo design completion .
- 4 · The total design fee is NT\$ 3,000 . and Appointer should pay deposit of NT\$ 1000 in the beginning .
- 5 · Appointer should pay rest payment of NT\$ 2000 while logo design completion . Appointer will be punished by Designer 1% of total design fee per day till effecting payment fully if Appointer delays the rest payment .
- 6 · The design fee will be accounted based on following once the design work is forced to terminate in the design process due to factors of weather, design comments, and any other causes beyond the reasonable control of the parties, and the copyright still belongs to Designer.
 - (1) Proposal status : 30% of total amount .
 - (2) Logo design completion : 70% of total amount .
- 7 · The time schedule and fee may be changed by mutual agreement if there is big modification in the design process.
- 8 · This Agreement shall be governed by and construed in accordance with the laws of Taiwan, R.O.C. Each party hereby submits to the jurisdiction of the Court in Designer residence .
- 9 · IN WITNESS WHEREOF, the parties hereto have caused this Agreement to be executed by their duly authorized representatives in duplicate, each party retaining one.

Appointer : 林佑奕 YOU-YI LIN (Signature)

Desinger : 林欣怡 KAREN LIN (Signature)

Company No : _____

Company No : _____

Representative : _____

Representative : _____

4F, NO.2, ALLEY 2, LANE 49, CHAN-AN

NO.435, SECTION 5, MINZU ROAD,

Address : STREET, LUJOU CITY, TAIPEI COUNTY

Address : CHUNGLI CITY, TAOYUAN COUNTY,

247, TAIWAN, R.O.C

TAIWAN, R.O.C

Telephone : 02-82862866

Telephone : 03-4200912 ; 0920-557071

Date: December 1, 2008



2009.01.05

designer account

1

RESPONSE-2-2

DATE	MEMO	WITHDRAWAL	DEPOSIT	BALANCE	REMARKS
	承前頁	30351-228149-6		\$14,270.00	
97.12.30	轉帳提	\$4,000.00	74954-010505-6	\$10,270.00	自動化
98.01.01	金融卡	\$3,000.00		\$7,270.00	自動化
98.01.05	證券款 遠東銀		\$28,375.00	\$35,645.00	
98.01.05	跨行轉	\$3,000.00	12400-511645-8	\$32,645.00	自動化
98.01.05	手續費	\$17.00		\$32,628.00	
98.01.05	轉帳提	\$25,000.00	74954-010505-6	\$7,628.00	自動化
98.01.05	金融卡	\$2,000.00		\$5,628.00	自動化
98.01.06	證券款 遠東銀		\$28,375.00	\$34,003.00	
98.01.06	金融卡	\$22,000.00		\$12,003.00	自動化
98.01.06	轉帳提	\$10,000.00	74954-010505-6	\$2,003.00	自動化
			\$76,810.00	\$78,913.00	
98.01.13	轉帳提	\$30,000.00	74954-010505-6	\$48,913.00	自動化
98.01.14	金融卡	\$7,000.00		\$41,913.00	台北銀
98.01.14	手續費	\$6.00		\$41,907.00	
98.01.14	轉帳提	\$30,000.00	74954-010505-6	\$11,907.00	自動化
98.01.15	金融卡	\$3,000.00		\$8,907.00	自動化
98.01.19	證券款	\$5,220.00		\$3,687.00	
98.01.20	委代入 折讓款		\$75.00	\$3,762.00	
98.01.21	證券款 國產		\$9,053.00	\$12,815.00	
98.01.21	轉帳提	\$3,000.00	74954-010505-6	\$9,815.00	自動化
98.01.22	證券款	\$6,530.00		\$3,285.00	
98.01.28	金融卡	\$2,000.00		\$1,285.00	南區農
98.01.28	手續費	\$6.00		\$1,279.00	

本單號碼 (機讀磁條時使用)

請翻次頁

註：本契約書所有內容文字請填寫工整

第一聯：法盟留存，第二聯：客戶留存

智慧財產權案件委任契約書

檔號：

委任人(下稱甲方)委託受任人(下稱乙方)辦理 專利 商標 著作權 其他

雙方以誠信原則協議訂定契約內容如下：

一、委辦內容	種別或商品名稱	國別	類別	金額
1	ALTIMA EEEE 文圖	美	11	110000
2				
3				
4				
5				

- 二、甲方委辦案件共 壹 件，應給付乙方合計新台幣 肆萬肆仟 元整(含規費、代辦費)，於訂定本契約時一次付清。甲方委託乙方處理前揭案件確屬本身業務需要特別委任乙方處理，訂約後甲方擬撤回委辦，任何已發生費用(含代辦費)仍應全數照付，甲方同意所繳交訂金支付乙方作業費用。若甲方有積欠前開費用或所付票據不兌現，經催繳後仍未繳清，雙方同意視為違約，甲方特別同意乙方逕行具文向該委辦案件受理單位撤回本案。本契約簽訂後，若規費調整，不足部份概由甲方補齊。
- 三、乙方收受甲方前揭費用，負責代撰申請書、說明書、代繪圖示、印刷、繕打等作業，若委辦事項僅為申請事項，其前揭費用不包括請求實審、申復、修正、陳述意見、面詢、註冊、提早公開、異議、再審查、評定、舉發、撤銷、廢止、答辯、訴願及行政訴訟案程序之費用。公告費、證書費及年費需依程序另行委由乙方代繳。前揭委辦費用不含國外代理人案件結案費，甲方應依乙方通知另行支付。
- 四、乙方接受甲方委辦後之作業過程，因甲方因素而必需修改已作業之內容，甲方應另行支付修正費用。
- 五、甲方應依誠信提供乙方承辦案件所需之完整資料及文件，且不得藉故拖延或有虛偽情事，或有變更公司組織、地址、電話、承辦人等相關事項時，應立即主動通知乙方，否則若因而影響案情、延誤法定期限或損害他人權益，概由甲方自行負責。乙方處理本案時，應善盡職務上保密之責，否則應對甲方負擔損害賠償之責。
- 六、乙方於受任後若未按本契約完成代理或代辦責任範圍內之作業時，雙方同意以前揭費用扣除行政規費及稅金後之餘款作為賠償甲方損失之金額，並同意於乙方返還餘款後，本契約書即同時解除並失效。
- 七、雙方同意以台灣台北法院為第一審管轄法院。
- 八、本契約書壹式兩份，經甲乙雙方業務經辦人或代表人簽字或蓋章後生效，雙方各執乙份為憑。
- 九、特約事項：請開五二日期票期支票

委任人：
地址：
網址：
E-mail：
東家：

艾維特科技有限公司



經辦人：
電話：
傳真：
手機：
Skype：

符浩傑



受任人：法盟國際智慧產權事務所
地址：11051 台北市信義路四段四一五號六樓之六
電話：(02) 2345-1960



E-mail: service@famost.com.tw
傳真：(02) 2345-1961

中華民國
※附件：缺件請打「V」

	委任狀	執照	身分證	樣品	圖樣	指定商品	資料表			
缺件										
補齊日										

契約號	1129019
洽辦人	符浩傑

管理部流程：

1	2	3	4

本所編號：

備註：

AROMA GENIE 水氧機
LT09888-1

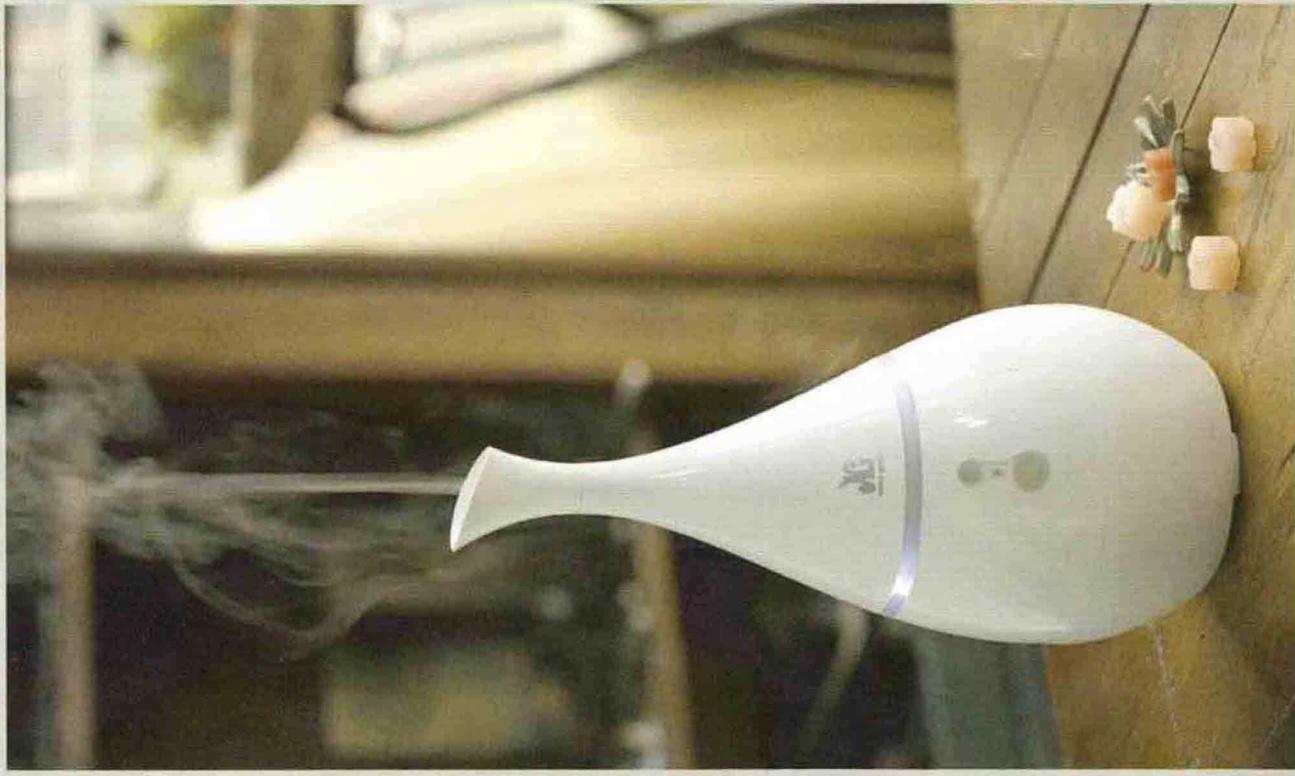
尺寸：Ø13x31cm

材質：PCABS塑膠、PET內杯

2008 水氧新機 魅力美形上市

含苞待放的香氣精靈，讓來自植物及花朵

最珍貴的精華完全的甦醒！



台北新光站前
9F 蕾莉歐
(02)2312-2986

香氣精靈水氧機以每秒 250 萬次的超音波震盪，將珍貴的精油分子完整的釋放於空氣之中。

新一代的 AROMA GENIE 由台灣 TOAST 設計團隊操刀，以純淨、體貼、感知的生活哲學為本，並帶入於自然流線的造型之中，並融合人性化的操控模式，創作出結合科技與人性的新香氛生活美學家電，帶給現代人於忙碌生活中最簡單、輕鬆的享受！

品味生活的極致感受

1
炎雅青幽的芳香植物精華 + 時尚現代的流線外型

☆ 7 顆星最高評價

RESPONSE-3-3

- ★ 超大精油杯設計，連續模式可長達 2 小時，漸歇模式 (30"30") 可長達 5 小時。
- ★ 特殊噴霧風道設計，加上業界最高每秒 250 萬次超音波震盪，擴散更廣，可減少周圍桌面的霧氣，避免凝結水氣。
- ★ One Touch 輕巧三段式觸控模式，人因功學舒適握持。
- ★ 貼心內杯設計，清潔操作輕鬆完成。
- ★ 寶石頂鍊形 LED 情境燈，完美營造家居空間氣氛。
- ★ 超靜音進排風設計，陪伴您一夜好眠。
- ★ TOAST 設計團隊打造！時尚設計風格，美化居家生活。

RESPONSE-3-3

義大利 L'ERBOLARIO 聯合總代理
草本生活·蕾莉歐



阿爾卑斯微風天然芳香水氧機

(享受天然、芬芳的植物精華科技，帶給您健康、愉悅的空間氣氛)

連續噴霧模式長達3小時，斷歇模式(Sos On/30s On)可達1小時

業界最好每物200萬次超音波震盪，香氣擴散更易、更廣

每小時可噴冷霧70毫升

時尚造型設計，清潔容易

超靜音排風設計，使用時安靜無聲

選擇式寶石項鍊形狀LED情境燈，高雅、現代

超低耗電量，與一般LED螢幕開機時耗電量相近

三段式One Touch輕巧觸控鍵模式

唯美細緻多國語言指導手冊

附贈精巧量水杯，置水方便

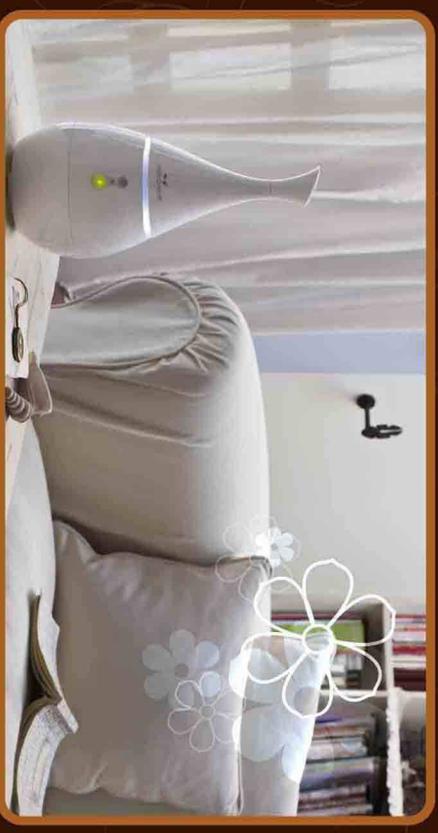


alpine
breeze

The Air - 阿爾卑斯微風水氧機能夠幫助您改善空氣的品質

每一個人每天約所吸288萬次，這種與生俱來的人類本能也是造成許多問題的來源，如哮喘、過敏性鼻炎、支氣管炎等。我們的工作和家居環境常受到污染，過敏和的充斥著超過十億個以上過敏原和有傳染性的孢子。過敏、室內空調、及密閉環境下，將助長細菌和病毒的傳染……

使用水氧機來擴散天然的精油，能自然地淨化空氣，改善您生活品質，是一個很好的改善方式。擴散精油能大大地減少空氣中細菌和病毒的数量，已被證實有抗菌和抗病毒效果，但前提是不能用加熱的方式來擴散精油。阿爾卑斯微風水氧機使用每秒2100萬次之超音波震盪擴散技術，在超音波振動下，不影響水和精油的分子結構，將兩者分離成億萬個微粒分子，是擴散天然精油最體貼的佳途。



The Good - 阿爾卑斯微風水氧機有助於調節溫度水平。

空調環境下的空氣較乾燥，易使鼻子和眼睛有乾燥感，且皮膚也易感到緊繃不適，令人覺得不舒服。阿爾卑斯微風水氧機可幫助您調理您的空氣溫度水平。如僅加水而不加精油，這水氧機也可成為一簡單的空氣加濕器，不擴散任何香味。

The Smart - 阿爾卑斯微風水氧機有助於減少壓力

間，也是人類與生俱來的本能，每個人都有嗅覺，都自然會做。許多科學研究指出，人如處於在於“芳香”環境下，將能減少其壓力及焦慮；最近，美國華盛頓醫學中心(www.washington.edu)還在治療癌症的療程中，加入了芳香療法。使用阿爾卑斯微風天然芳香水氧機來擴散精油，不僅有助於一般成人、兒童等減輕壓力，也能幫助受創病人減輕壓力，使他們生活在更好條件的環境下，加速復原。

註：本契約書所有內容文字請填寫工整

第一聯：法盟留存，第二聯：客戶留存

智慧財產權案件委任契約書

檔號：

委任人(下稱甲方)委託受任人(下稱乙方)辦理 專利 商標 著作權 其他

雙方以誠信原則協議訂定契約內容如下：

一、委辦內容	種別或商品名稱	國別	類別	金額
1	商標項目刪減「Aor fresheners」, <申請號 77/022,346>	美	11	13000
2				
3				
4				
5				

- 二、甲方委辦案件共壹件，應給付乙方合計新台幣壹萬零陸百元整(含規費、代辦費)，於訂定本契約時一次付清。甲方委託乙方處理前揭案件確屬本身業務需要特別委任乙方處理，訂約後甲方擬撤回委辦，任何已發生費用(含代辦費)仍應全數照付，甲方同意所繳交訂金支付乙方作業費用。若甲方有積欠前開費用或所付票據不見現，經催繳後仍未繳清，雙方同意視為違約，甲方特別同意乙方逕行具文向該委辦案件受理單位撤回本案。本契約簽訂後，若規費調整，不足部份概由甲方補齊。
- 三、乙方收受甲方前揭費用，負責代擬申請書、說明書、代繪圖示、印刷、繕打等作業，若委辦事項僅為申請事項，其前揭費用不包括請求實審、申復、修正、陳述意見、面詢、註冊、提早公開、異議、再審查、評定、舉發、撤銷、廢止、答辯、訴願及行政訴訟案程序之費用、公告費、證書費及年費當依程序另行委由乙方代繳。前揭委辦費用不含國外代理人案件結案費，甲方應依乙方通知另行支付。
- 四、乙方接受甲方委辦後之作業過程，因甲方因素而必需修改已作業之內容，甲方應另行支付修正費用。
- 五、甲方應依誠信提供乙方承辦案件所需之完整資料及文件，且不得藉故拖延或有虛偽情事，或有變更公司組織、地址、電話、承辦人等相關事項時，應立即主動通知乙方，否則若因而影響案情、延誤法定期限或損害他人權益，概由甲方自行負責。乙方處理本案時，應善盡職務上保密之責，否則應對甲方負擔損害賠償之責。
- 六、乙方於受任後若未按本契約完成代理或代辦責任範圍內之作業時，雙方同意以前揭費用扣除行政規費及稅金後之餘款作為賠償甲方損失之金額，並同意於乙方返還餘款後，本契約書即同時解除並失效。
- 七、雙方同意以台灣台北法院為第一審管轄法院。
- 八、本契約書壹式兩份，經甲乙雙方業務經辦人或代表人簽字或蓋章後生效，雙方各執乙份為憑。
- 九、特約事項：上述款項於送件前付清

委任人：艾維特科技有限公司
 地址：台北縣蘆洲市長安街神慈濟中心
 網址：
 E-mail：
 電話：

經辦人：
 電話：
 傳真：
 Skype：
 分機：
 02-82862866
 0921-1122939



受任人：法盟國際智慧產權事務所
 地址：11051 台北市信義路四段四
 電話：(02) 2345-1960

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中華民國

附件：缺件請打「V」

案件	委託	款項	身分證	印章	圖樣	指定商標	商標
1							
2							
3							
4							

5月 31日

契約號	1129104
洽辦人	王崇亮

處理流程：

1	2	3	4

本所編號：

備註：

2010年 5月 31日 2時 10分 PM

From: Kenny Lai Cheong
Sent: Tuesday, March 15, 2011 6:30 AM
To: Famost-fd
Cc: Scott Alprin; Tracy Zhang
Subject: Discovery conference (your ref: 1672-T-90191; our ref: FAM 195)

Dear Litten,

We are writing to let you know that a telephone call occurred today (March 14, 2011) with counsel for the opposer Alpinbreeze LLC. Please note that this telephone call, referred to as a "discovery conference," is required under the rules of the Trademark Trial and Appeal Board (TTAB).

In the call, we agreed to the standard protective order, which allows the parties to share confidential information during discovery.

In addition, opposing counsel inquired if Evertec would agree to abandon its application if Alpinbreeze LLC paid Evertec money. We responded that we would inquire. Therefore, please let us know if your client would abandon its application for an amount of money. If so, how much?

We noted that Evertec owns the copyright in the design of the Alpinbreeze mark. Opposing counsel commented that his client may be willing to abandon its design mark, if it were allowed to reapply under a standard word mark. Please let us know how your client feels about the opposer abandoning its design mark, and reapplying for the mark "Alpinbreeze" as a standard word mark. Thus a potential settlement could be:

- Your client abandons its mark;
- Alpinbreeze LLC abandons its mark and reapplies;
- Alpinbreeze pays Evertec a particular sum of money

Please let us know if your client is interested in this potential settlement agreement.

Finally, the possibility of the parties agreeing to limited discovery in order to save costs was discussed. Please let us know how your client feels about this.

On the other hand, your client indicated that it may wish to pursue this case until the opposer gives up due to financial reasons. If so, your client may not wish to settle until after the discovery period (or not at all). Please let us know your client's general view on settlement.

We look forward to hearing from you.

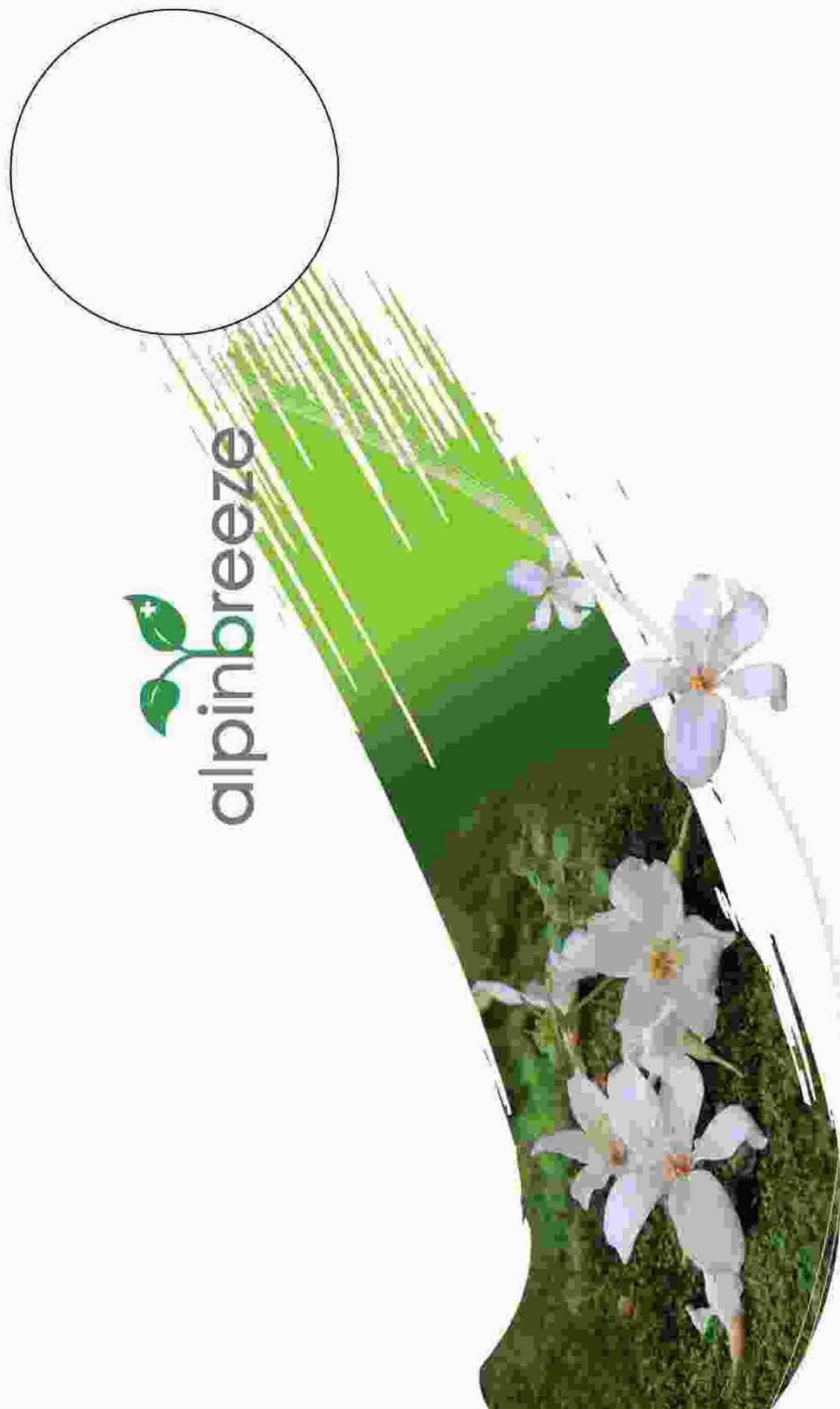
Please note that preparing for and taking part in the telephone conference and reporting to you in this e-mail took 0.8 hours. Therefore, please note that today we have added 0.8 hours to your client's account. Please let us know if there is any problem with this.

Best regards,

Kenny Lai Cheong for
Scott Alprin

阿爾卑斯微風 增添您生活的樂趣與想像空間

alpinbreeze ~ Image & fun for life



RESPONSE-5-1

Frans 說:

hi

Sam-ViewSonic 說:

hello my dear

Sam-ViewSonic 說:

how are you ?

Frans 說:

good..and you?

Sam-ViewSonic 說:

still alive with the typhoon ?

Frans 說:

Frans 說:

my family are alright

Sam-ViewSonic 說:

ok that's cool

Frans 說:

there will be another next week

Sam-ViewSonic 說:

you have to go to work with typhoon ?

Sam-ViewSonic 說:

or stay at home ?

Frans 說:

stay at home...Mike just called me for the digital fram matter

Sam-ViewSonic 說:

and ?

Frans 說:

he told me you have sort out the problem in Netherlands?

Sam-ViewSonic 說:

yes

Sam-ViewSonic 說:

but it was hard and painfull you can beleive me

Frans 說:

so you will be laid off..

Frans 說:

i see

Sam-ViewSonic 說:

laid ?

Frans 說:

won't

Frans 說:

lay off

Sam-ViewSonic 說:

don't understand this word sorry

Sam-ViewSonic 說:

Frans 說:

you won't be forced to resign..

Sam-ViewSonic 說:

no no

Frans 說:

Sam-ViewSonic 說:

but the dpf we spoke togheter is not for this deal

Sam-ViewSonic 說:

is for the next one

Frans 說:

yes

Sam-ViewSonic 說:

i hope next year

Frans 說:

yes..Mike mentioned he has talked to ViewSonic's vendor

Sam-ViewSonic 說:

and ?

Sam-ViewSonic 說:

i have another opportunity

Frans 說:

I can also get some vendors if you need for next ones

Sam-ViewSonic 說:

for retailers in switzerland

Sam-ViewSonic 說:

i spoke to www.conforama.ch

Frans 說:

but what is the business model?

Sam-ViewSonic 說:

i don't know

Sam-ViewSonic 說:

there is no business model

Sam-ViewSonic 說:

i just get an important information for the retail business

Sam-ViewSonic 說:

conforama is one of the biggest retailers in europe

Frans 說:

Oh

Sam-ViewSonic 說:

and he told me : 10 " dpf at 99 chf

Sam-ViewSonic 說:

i will buy immediately

Sam-ViewSonic 說:

99 chf = 61 euro street price

Frans 說:

i see

Sam-ViewSonic 說:

it means that if we want to start together business on dpf into retail

Frans 說:

yes

Sam-ViewSonic 說:
the price for 10 " dpf must be 44 euro

Sam-ViewSonic 說:
retailer purchase price

Sam-ViewSonic 說:
it's quite aggressive

Frans 說:
 i see

Sam-ViewSonic 說:
but i think we could provide something like that

Sam-ViewSonic 說:
not impossible

Frans 說:
 they want margin of 27%?

Sam-ViewSonic 說:
not

Sam-ViewSonic 說:
61 - 7.6 % vat

Sam-ViewSonic 說:
- 12% (margin retailer)

Sam-ViewSonic 說:
- 3 (recycling tax)

Frans 說:
 $(61-44)/61=27\%$

Sam-ViewSonic 說:
i know but the retailer have only 12 % on that 27

Sam-ViewSonic 說:
the rest is vat - recycling tax

Sam-ViewSonic 說:
so if you see an opportunity for 10 " dpf

Frans 說:
 how many quantity?

Sam-ViewSonic 說:
with a price delivered in switzerland at 35 euro

Sam-ViewSonic 說:
it depends 500 - 1000 to begin

Sam-ViewSonic 說:
if conforama is interested into this price i can find other

Sam-ViewSonic 說:
retailers

Frans 說:
 whose brand?

Sam-ViewSonic 說:
any brands

Sam-ViewSonic 說:
for retail quality is lower

Sam-ViewSonic 說:
and brand is not important

Sam-ViewSonic 說:

the only thing we must give is 1 year warranty

Sam-ViewSonic 說:

and good design

Sam-ViewSonic 說:

because the guy confirmed me that dpf is really difficult to sell on the retail market

Frans 說:

i see

Sam-ViewSonic 說:

but if we continue to serach

Sam-ViewSonic 說:

we will for sure find 1 time a good opportunity

Sam-ViewSonic 說:

to make money

Sam-ViewSonic 說:

start a new business

Sam-ViewSonic 說:

did you get the price for the pants ?

Frans 說:

not yet..I am chasing them today..should reply to me today but there was typhoon

Sam-ViewSonic 說:

yes no stress

Sam-ViewSonic 說:

i still didn't had time to think about

Sam-ViewSonic 說:

i am quite overbusy

Frans 說:

you mean we need to get the price of euro 35 for the 10'?

Sam-ViewSonic 說:

and i have some problem at viewsonic

Sam-ViewSonic 說:

35 euro deliverred in switzerland yes

Frans 說:

how much is the freight you think?

Sam-ViewSonic 說:

i really have no idea

Sam-ViewSonic 說:

of what is the freight from taiwan to switzerland

Sam-ViewSonic 說:

i think mike know

Frans 說:

yes..he has to know

Frans 說:

$(44-35)/44=20\%$

Sam-ViewSonic 說:

yes

Frans 說:

will you set up a company?

Sam-ViewSonic 說:

no problem for me

Sam-ViewSonic 說:

first i need to open a small company

Sam-ViewSonic 說:

than open a really company with a capital

Sam-ViewSonic 說:

a real company

Sam-ViewSonic 說:

sorry

Frans 說:

should I start to search vendors tomorrow?

Sam-ViewSonic 說:

to see the price yes

Sam-ViewSonic 說:

you must understand something frans

Frans 說:

yes

Sam-ViewSonic 說:

actually the business is hard

Sam-ViewSonic 說:

and we must inform ourselves of what is possible or not

Sam-ViewSonic 說:

now we search we see we test what is the price needed by the market

Frans 說:

yes..i see

Sam-ViewSonic 說:

if we continue to search we will for sure 1 time

Sam-ViewSonic 說:

get a nice opportunity to start our business

Frans 說:

I need to ask vendors to quote the 10" firstly

Sam-ViewSonic 說:

yes and see if we can find product 10" at this price

Sam-ViewSonic 說:

if yes what is the quality ?

Frans 說:

yes

Sam-ViewSonic 說:

what is the moq

Frans 說:

I will ask them also

Sam-ViewSonic 說:

ok

Sam-ViewSonic 說:

i think we must continue to search to see to compare

Sam-ViewSonic 說:

and 1 time the good opp will arrive

Frans 說:

yes. I will check some vendors.....so we have three ways to cooperate

Sam-ViewSonic 說:

1 time i aslo contacted a company in hong kong

Sam-ViewSonic 說:

company name is puzhen

Frans 說:

1.Lexma 2. dfm 3. pants

Sam-ViewSonic 說:

www.puzhen.com

Sam-ViewSonic 說:

i have all puzhen product at home

Sam-ViewSonic 說:

i am really a fan

Sam-ViewSonic 說:

i contacted them to distribute them in europe

Frans 說:

Sam-ViewSonic 說:

but the guy was not speaking very well english

Sam-ViewSonic 說:

so it was really hard to discuss togheter

Frans 說:

Sam-ViewSonic 說:

i only understood that puzhen was speaking with a distributor in belgium

Sam-ViewSonic 說:

they were before distributed by a german distributor and they stopped their colloboration

Frans 說:

I can also talk to them as they can speak Chinese

Sam-ViewSonic 說:

no instead of producing our products

Sam-ViewSonic 說:

we could maybe find another way with puzhen

Sam-ViewSonic 說:

Sam-ViewSonic 說:

the only thing i am really afraid to is to start production under our name

Sam-ViewSonic 說:

because we need capital and money to start production

Frans 說:

yes

Sam-ViewSonic 說:

if we search a business to distribute chinese product in switzerland

Sam-ViewSonic 說:

we don't need capital

Frans 說:

maybe we can make money from Lexma firstly as we don't need capital
 Sam-ViewSonic 說:
yes but we cannot compare lexma and puzhen products
 Sam-ViewSonic 說:
lol
 Sam-ViewSonic 說:
 Sam-ViewSonic 說:
lexma is into the IT really hard market
 Sam-ViewSonic 說:
puzhen is a well known company
 Sam-ViewSonic 說:
all around the world but they don't speak well english so they are not well distributed in europe
 Frans 說:
 i see
 Sam-ViewSonic 說:
and puzhen is the perfect product and company to start a business at the momen
 Sam-ViewSonic 說:
†
 Sam-ViewSonic 說:
because it's aromatherapy products
 Frans 說:
 i see
 Sam-ViewSonic 說:
european pepole like all what is natural and are ready to pay for this
 Frans 說:
 i see
 Sam-ViewSonic 說:
you can maybe call puzhen
 Frans 說:
 yes.
 Sam-ViewSonic 說:
and discuss with them we are a swiss company and looking to distribut them
 Sam-ViewSonic 說:
i already buy the puzhen.ch website
 Frans 說:
 ok..I will do it soon
 Sam-ViewSonic 說:
domain name
 Sam-ViewSonic 說:
and also puzhen.fr
 Sam-ViewSonic 說:
is mine
 Frans 說:
 oh
 Sam-ViewSonic 說:

Sam-ViewSonic 說:

when i saw a few month ago that the 2 web name was free

Frans 說:

i see

Sam-ViewSonic 說:

i bought them immediately

Frans 說:

so you will distribut firstly in Swiss

Sam-ViewSonic 說:

it's egal for me

Frans 說:

i see

Sam-ViewSonic 說:

i can start anywhere but easiest would be for sure switzerland

Frans 說:

i see

Sam-ViewSonic 說:

so i am looking on business opportunity since many month now

Frans 說:

what do you want me to do with them?

Sam-ViewSonic 說:

if you can i would like that you get a call there and say :

Frans 說:

I will call them tomorrow

Sam-ViewSonic 說:

you were already contacted by my colleague in switzerland few month ago

Sam-ViewSonic 說:

unfortunately she had some difficulties to understand you

Frans 說:

yes

Sam-ViewSonic 說:

you must sell us

Sam-ViewSonic 說:

to them and say that after my last call i engaged you

Sam-ViewSonic 說:

to be my collaborator in china and taiwan for our distribution business

Sam-ViewSonic 說:

and see how are the negociation with the belgian distributor

Sam-ViewSonic 說:

and see if we really cannot distribute puzhen in switzerland

Frans 說:

I see

Sam-ViewSonic 說:

in clear explain to them that we can offer more than the belgian company

Sam-ViewSonic 說:

Sam-ViewSonic 說:

i am sure chinese people will be really happy to work with a company

Sam-ViewSonic 說:

with both people in china and in europe

Sam-ViewSonic 說:

no other distributor on the market can provide this service

Frans 說:

i see...I will call them and keep you informed

Sam-ViewSonic 說:

if you can negotiate something with puzhen

Sam-ViewSonic 說:

we can start tomorrow

Frans 說:

I will call them

Sam-ViewSonic 說:

we already have the we domain name

Sam-ViewSonic 說:

are you a good sales person ?

Frans 說:

should be...by the way, will you make the budget plan for Lexma? I can apply the money for you...

Sam-ViewSonic 說:

yep i still must do that

Sam-ViewSonic 說:

but as said to you

Frans 說:

I may need to get some money from Lexma for our cooperated business..

Sam-ViewSonic 說:

i cannot imagine how we will make money with lexma

Sam-ViewSonic 說:

for sure a few \$ it's possible

Sam-ViewSonic 說:

but our margin on that business is so low

Sam-ViewSonic 說:

how can i win money with 1.5 %

Sam-ViewSonic 說:

on products of 10 \$

Frans 說:

2% for you

Sam-ViewSonic 說:

yes but even 2 %

Sam-ViewSonic 說:

there is something to do for lexma

Sam-ViewSonic 說:

but we will win 5000\$ per year

Frans 說:

UMD in Spain used to buy from Genius-another company for US\$10M a year..

Sam-ViewSonic 說:

give me the genius website please

Frans 說:

one moment

Frans 說:

http://www.geniusnet.com.tw/geniusOnline/online.portal.jsessionid=LlnRItv81Qzwvt0W4tLWLJMhz43L9n5yT8Q52TNV1MZ10D1Tvj3!274241307?.nfpb=true&_pageLabel=homePage&ideaPortlet_actionOverride=%2Fportlets%2FhomeArca%2Fidea%2Fbegin&test=default

Frans 說:

but Genius products are more expensive

Sam-ViewSonic 說:

how many employee ?

Frans 說:

around 4000 including factories

Sam-ViewSonic 說:

ok

Frans 說:

I worked for Genius before

Sam-ViewSonic 說:

ok so what i can see is that

Frans 說:

they sell around US\$20M in Ukraine

Sam-ViewSonic 說:

eastern country are not a reference

Sam-ViewSonic 說:

that's other market

Frans 說:

their biggest customer is Buro in Russia

Sam-ViewSonic 說:

new born market

Sam-ViewSonic 說:

yes but by viewsonic it's the same

Sam-ViewSonic 說:

eastern country are young market

Frans 說:

they sell minisaturn in German

Sam-ViewSonic 說:

you cannot compare

Sam-ViewSonic 說:

yep

Sam-ViewSonic 說:

they have a hotline

Sam-ViewSonic 說:

in düsseldorf

Sam-ViewSonic 說:

service center

Sam-ViewSonic 說:

they are more diversified

Sam-ViewSonic 說:

graphic tablets

Frans 說:

yes...

Sam-ViewSonic 說:

they are already well refereced into the european press

Sam-ViewSonic 說:

i saw on their website that pc mazagine tested their products

Frans 說:

yes

Sam-ViewSonic 說:

so that means clearly that genius in europe is considered as a brand

Sam-ViewSonic 說:

lexma will be considered as no name products

Frans 說:

but they are weak in western Europe

Frans 說:

understood

Sam-ViewSonic 說:

so it's exctly like viewsonic in france

Sam-ViewSonic 說:

well known company

Sam-ViewSonic 說:

also in eastern country

Sam-ViewSonic 說:

germany - switzerland - austria viewsonic is a no name company

Frans 說:

understood it is a little bit difficult to build their brand

Sam-ViewSonic 說:

not a little my dear

Sam-ViewSonic 說:

it's viewsonic's main problem

Frans 說:

understood

Sam-ViewSonic 說:

ok

Sam-ViewSonic 說:

so when i start for lexma

Frans 說:

yes

Sam-ViewSonic 說:

i will have exactly the same problem

Sam-ViewSonic 說:

as by viewsonic but it's even worse

Frans 說:

understood

Sam-ViewSonic 說:

because lexma is really not kno n

Frans 說:

i see

Sam-ViewSonic 說:

and the sitaution of lexma is even worse than viewsonic because there is no company like

logitech into the monitor business

Frans 說:

maybe we can start from products with lower prices

Sam-ViewSonic 說:

there is already plenty of no name cheap brand

Frans 說:

i see

Sam-ViewSonic 說:

just to give you an example

Sam-ViewSonic 說:

please go on www.diqitec.ch

Sam-ViewSonic 說:

biggest internet retailer in switzerland

Sam-ViewSonic 說:

please go on the website

Sam-ViewSonic 說:

than on the top you click on english

Frans 說:

I think you are smart..may generate a way to enter ..

Sam-ViewSonic 說:

for the language

Sam-ViewSonic 說:

i can do all

Sam-ViewSonic 說:

but please go to www.diqitec.ch

Sam-ViewSonic 說:

than you click on english on the top of the main page

Frans 說:

yes

Sam-ViewSonic 說:

ok than on the left you click into the menu on peripherals

Sam-ViewSonic 說:

than mice

Sam-ViewSonic 說:

and than you see all the brand name into the list

Sam-ViewSonic 說:

please let me know if you know sharkoon ?

Frans 說:

Labtec is Logitech's second brand with lower prices

Frans 說:

no

Sam-ViewSonic 說:

nzxt gaming ?

Sam-ViewSonic 說:

ocz?

Sam-ViewSonic 說:

razer ?

Sam-ViewSonic 說:

revoltec ?

Sam-ViewSonic 說:

saitek ?

Sam-ViewSonic 說:

silverstone ?

Sam-ViewSonic 說:

zalman ?

Sam-ViewSonic 說:

i never heard something about these brand but i live in switzerland

Frans 說:

i see..

Frans 說:

similar situation in Hong Kong

Sam-ViewSonic 說:

there is actually 25 brands by digitec

Frans 說:

they have two brands which are Logitech and Microsoft

Frans 說:

understood

Sam-ViewSonic 說:

25 brands on a country of 7 mio person

Sam-ViewSonic 說:

only by 1 etailer

Sam-ViewSonic 說:

we know that logitech is taking 80% of the market

Frans 說:

you can also try France or Germany

Sam-ViewSonic 說:

than dell - hp 15 %

Sam-ViewSonic 說:

than 5 % are fore hama - nzxt - ocz - saitek - sharkoon - silvestone

Frans 說:

or even North europe

Sam-ViewSonic 說:

it's the same situation

Sam-ViewSonic 說:

in france i can say that's even worse

Frans 說:

understood

Sam-ViewSonic 說:

germany is even even worst than germany

Sam-ViewSonic 說:

than france sorry

Frans 說:

i see

Sam-ViewSonic 說:

so i can sell to digitec

Sam-ViewSonic 說:

no problem i can sell all

Sam-ViewSonic 說:

but how many ?

Sam-ViewSonic 說:

1000 mouse per year ?

Sam-ViewSonic 說:

2000 mouse per year ?

Sam-ViewSonic 說:

10k mouse per year ?

Sam-ViewSonic 說:

10 000 x 10\$ = 100 k \$ x 1.5 % = 1500 \$

Frans 說:

I don't know...but I trust your abilities

Sam-ViewSonic 說:

yes but even if i could sell 10000 mouse per year to digitec

Sam-ViewSonic 說:

it's impossible but even if i could do this

Sam-ViewSonic 說:

i will win 1500 \$

Sam-ViewSonic 說:

Frans 說:

they also have keyboards/Hub/speakers...

Sam-ViewSonic 說:

keyboard - speaker as well

Sam-ViewSonic 說:

please click on the left on keyboard desktop

Sam-ViewSonic 說:

and just under on pc speakers

Sam-ViewSonic 說:

razer revoltec roline saited trust zboard

Sam-ViewSonic 說:

Sam-ViewSonic 說:

you know what i mean frans ?

Frans 說:

I understood this situation..we have hundreds of brands in Taiwan

Sam-ViewSonic 說:

so it's the same

Sam-ViewSonic 說:

here but we are here on a very old market

Sam-ViewSonic 說:

most of the consumer already bought no name brand 1 x 2 x 3x

Frans 說:

but I think channels are also the keys

Sam-ViewSonic 說:

channels you mean reseller ?

Sam-ViewSonic 說:

reseller at the corner of the street ?

Frans 說:

channels to sell products

Frans 說:

all the channels

Sam-ViewSonic 說:

so for me there is clearly 3 channels

Frans 說:

yes

Sam-ViewSonic 說:

1. etail = internet resellers

2. retail = all retail shop

3. resellers = small computer shop

Sam-ViewSonic 說:

by e-tail the mice price is maximum 2 - 3 \$

Sam-ViewSonic 說:

2. retail = digitec is a reference

Frans 說:

you have got almost all channels....

Sam-ViewSonic 說:

3. resellers = business is taken by dell & hp

Sam-ViewSonic 說:

here by resellers the market share of dell & hp is more than 80 %

Frans 說:

I see...can you find bigger distributors?

Sam-ViewSonic 說:

99% of the time if the customer go to the reseller at the corner of the street to buy a computer from dell & hp. He get automatically a mice and keyboard

Sam-ViewSonic 說:

or his mice is broken >> reseller said ok i give you one for free

Frans 說:

i see

Sam-ViewSonic 說:

or the customer want to have a special mice : he bought logitech because the price is not important

Sam-ViewSonic 說:

viewsonic had for 1 year 10000 mice in stock

Sam-ViewSonic 說:

and keyboard

Frans 說:

i see

Sam-ViewSonic 說:

we get an e-mail from the VP sales 3 month ago : please give these mice and keyboard for free to your customer we loose money with this stock

Sam-ViewSonic 說:

Frans 說:

Genius sells to distributors

Sam-ViewSonic 說:

yes like viewsonic

Frans 說:

I am curious how UMD in Spain could buy US\$10M from it

Sam-ViewSonic 說:

spain is a special market

Sam-ViewSonic 說:

spain is onw of the youngest market in europe with italy

Frans 說:

i see

Frans 說:

do you have relations to these two markets?

Sam-ViewSonic 說:

because the people there are really poor and the internet access boom was done around 10 years after germany - uk - switzerland

Sam-ViewSonic 說:

no i don't

Sam-ViewSonic 說:

have relation in spain or in italy

Sam-ViewSonic 說:

italy is vey dangerous market

Sam-ViewSonic 說:

because all work with backchich

Sam-ViewSonic 說:

corruption

Frans 說:

i see

Sam-ViewSonic 說:

actually the internet penetration in italy is less than 40% of the population

Frans 說:

i see

Sam-ViewSonic 說:

in germany - switzerland we arrive now at 90%

Sam-ViewSonic 說:

france start to recover his late with now around 80% of the population

Frans 說:

i see

Sam-ViewSonic 說:

ok so all this to explain that

Frans 說:

i see

Sam-ViewSonic 說:

1. i can sell mice but not 10k the first year

Frans 說:

yes

Sam-ViewSonic 說:

2. i will need big marketing budget

Sam-ViewSonic 說:

3. incredible low price

Sam-ViewSonic 說:

and if i can sell the first year 10 k units mice i will win 1500 \$

Frans 說:

we can try and discuss these matters

Sam-ViewSonic 說:

yes i am open and i can sell all

Sam-ViewSonic 說:

but you must understand that i am looking on a more interesting business

Sam-ViewSonic 說:

also

Frans 說:

Now we have four ways to cooperate

Sam-ViewSonic 說:

no if you wait on lexma to earn money i think you will be die before to be rich

Sam-ViewSonic 說:

Frans 說:

1.Lexma 2.dfm 3.pants 4. the HK company business

Sam-ViewSonic 說:

no by my personal opinion

1. puzhen 2. pants 3. dfm 4. lexma

Sam-ViewSonic 說:

in terms of rentability

Frans 說:

I don't mind if we can make money

Sam-ViewSonic 說:

oh ?

Sam-ViewSonic 說:

what you mind ?

by my opinion puzhen deliver Nature&decouverte in direct business

with nature & decouverte i accept to only take 2 - 5% on the deal

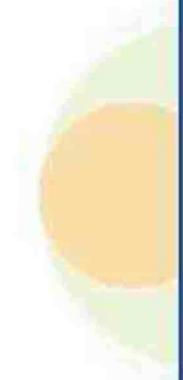


alpinbreeze



alpinbreeze

搜尋你的廣告



過去 7 天 **全部 (已刪除者除外)** 創建要編輯的廣告 完整報告 1 個搜尋結果

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<input type="checkbox"/>	Name	狀態	Reach	Freq.	社交覆蓋	Actions	Clicks	CTR	Bid	Price
<input type="checkbox"/>	aroma diffuser		0	0.0	0	0	0	0.0000%	\$1.49 CPC	\$0.00 CPC

廣告預覽 [編輯](#)

aroma diffuser
alpinbreeze.com.tw

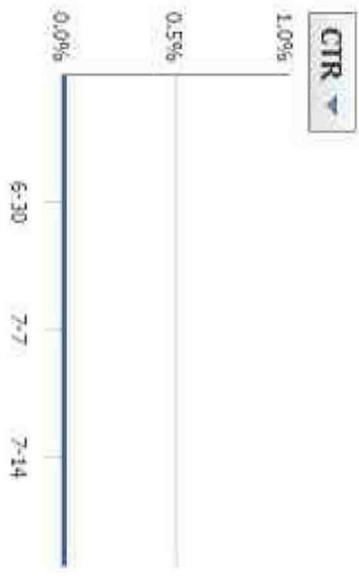
alpinbreeze - image and fun for life *
aroma diffuser

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- 這則廣告瞄准了 1,700 名用戶：
- 住在美国
 - 18 歲以上
 - 喜歡 aromatherapy
 - 戀愛性向為女性
- 建議出價：\$1.62 - 3.80 USD

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3個搜尋結果

廣告狀態	開始日期	結束日期	預算	結餘	費用
<input type="checkbox"/> Campaign					
<input type="checkbox"/> New ultrasonic aroma diffuser	2011-1-18 16:28	2011-2-28 10:28	\$5.00 每日	\$5.00 0天	\$127.10
<input type="checkbox"/> US-DM	2010-12-5 4:00	2011-1-23 4:00	\$50.00 廣告總額	\$0.00 廣告總額	\$50.00
<input type="checkbox"/> US-DM2	2010-12-5 20:00	2011-1-23 20:00	\$50.00 廣告總額	\$46.82 廣告總額	\$3.18

3個搜尋結果



Amazon.com: Alpinbreeze - Home & Kitchen: Home & Garden - Windows Internet Explorer

http://www.amazon.com/s/ref=bl_sr_kitchen?_encoding=UTF8&node=RESPONSE-9-1

檔案(E) 編輯(E) 檢視(V) 我的最愛(A) 工具(I) 說明(H) X TREND MICRO 安全網頁

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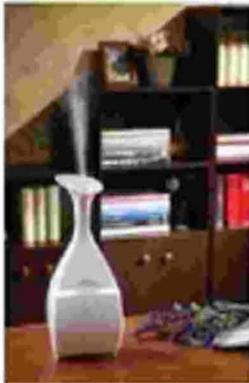
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Home & Kitchen > Alpinbreeze

Showing 1 Result

1. 

Alpinbreeze Ultrasonic Aromatherapy Diffuser/humidifier
1 new from \$149.00
★★★★☆ (1)

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RESPONSE-10-1

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我的最愛 Amazon.com: Alpinbreeze Ultrasonic Aromathe...

Customer Reviews

1 Review



Average Customer Review **★★★★★** (1 customer review)

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2 of 2 people found the following review helpful:

★★★★★ Such a masterpiece!, April 30, 2011

By **every** - See all my reviews

Amazon Verified Purchase (What's this?)

This review is from: Alpinbreeze Ultrasonic Aromatherapy Diffuser/humidifier

I love love love this aroma diffuser because it is exactly what I've been looking for. I've tried a few cheaper ones in the past and you guessed it - they don't last long. Since this diffuser comes with one year warranty, I feel comfortable enough to give it a try.

I actually just ordered it (for work) the other day. Already it showed up at my office today! I don't know if it is the aroma (lavender - the essential oil that came with the package) that made me feel so good about my day or it was just the beautiful shape of a white calla lily that really has pleased my eye - I am falling in love with this little device!

Something worth noting is that it has two different operative modes that allow me to either put it on for 3 straight hours or on for 30 seconds/off for 30 seconds for 6 hours - I thought that was such a brilliant idea! I have tried out both and personally I think I like the 30 seconds on and off better. Since I work from 9 to 6

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EVA AIR
長榮航空Page : 1 / 2
RESPONSE-20-1

TO: 各合作廠商

FM: 長榮航空公司

DATE: Aug. 20, 09

物品開發課

林佑華

陳宜娟

e-mail: jujuchen@evaair.com

FAX:

FAX: 03-3510018

TEL: 03-3515930



敬啟者

主旨: 長榮樂 e 購商品刊登費用收費標準

說明:

- 一、長榮航空【郵購單行本型錄】將自 2009 年 9 月創刊，主要通路將擴及機場櫃檯、貴賓室、票務櫃檯或立榮航空班機、本公司集團飯店等，以增加商品販售機會拓展行銷通路。
- 二、自 2009 年 9 月 1 日起，長榮樂 e 購商品於各型錄刊登收費新標準如下：
 - (1)刊登【郵購單行本型錄】每一品項收取 NT\$1,000/期(一期為二個月)，系列產品同款不同色系時，則一期加收 NT\$100 上架費，同時當期免費提供該項產品於網站上刊登。
 - (2)刊登機上【SKY SHOP 購物誌】每一品項 NT\$16,000/期(一期為二個月)，系列產品同款不同色系時，則一期加收 NT\$1,000 上架費，同時當期免費提供該項產品於網站上刊登。
 - (3)郵購商品於長榮樂 e 購網站刊登販售，不收取上架費用。
 - (4)長榮樂 e 購網路橫幅促銷廣告
長榮樂 e 購首頁每幅每月收取 NT\$3,000 刊登費用，若委託製作，則以當時報價為基準。
 - (5)因橫幅廣告及各型錄可刊登版面及數量有限，本公司保留接受商品刊登及雜誌版面編輯的權利。

Sam-Swissbreeze 說 (上午 11:33):

cost is around 500 chf

Sam-Swissbreeze 說 (上午 11:33):

per year

Frans 說 (上午 11:33):

the whole world?

Sam-Swissbreeze 說 (上午 11:33):

for a protection of maximum USD 3MIO

Sam-Swissbreeze 說 (上午 11:33):

yes

Sam-Swissbreeze 說 (上午 11:33):

but still need to confirm

Sam-Swissbreeze 說 (上午 11:33):

for sure the price will be not more than 1000 chf per year

Sam-Swissbreeze 說 (上午 11:33):

including usa

Frans 說 (下午 02:27):

1. under 95pcs, we live alone; If I can sell more than 35 pcs, I will share with you

Sam-Swissbreeze 說 (下午 02:28):

same for me

Sam-Swissbreeze 說 (下午 02:28):

if i can sell ore than 60 i will share with you until you rach your level of 700 usd

Frans 說 (下午 02:28):

me too...maybe I can get big distributors

Sam-Swissbreeze 說 (下午 02:29):

yep

Frans 說 (下午 02:29):

2.

Frans 說 (下午 02:29):

95pcs--8k(2.5 years?)+1.5k

Frans 說 (下午 02:30):

we re-invest to Swissbreeze?

Sam-Swissbreeze 說 (下午 02:30):

95pc>> 8k (400days) + 1.5k

Sam-Swissbreeze 說 (下午 02:30):

is correct

Sam-Swissbreeze 說 (下午 02:30):

the law in geneva changed

Sam-Swissbreeze 說 (下午 02:30):

now maximum is 400 day

Sam-Swissbreeze 說 (下午 02:31):

s

Sam-Swissbreeze 說 (下午 02:31):

http://www.geneve.ch/emploi/demandeur/indemnite_duree.as.p?menu=indemnite&id=144

Frans 說 (下午 02:31):

ok..

Sam-Swissbreeze 說 (下午 02:31):

10th line of text

Sam-Swissbreeze 說 (下午 02:31):

geneva reduced from 520 to 400 days

Sam-Swissbreeze 說 (下午 02:32):

so i agree with your point 2.

Sam-Swissbreeze 說 (下午 02:32):

we re-invest into swissbreeze

Sam-Swissbreeze 說 (下午 02:32):

as soon we can reach the point 2.

Frans 說 (下午 02:32):

If we cannot reach this level by 400days ...I will give you my part after 700usd

Sam-Swissbreeze 說 (下午 02:32):

i agree

Frans 說 (下午 02:33):

3.

Frans 說 (下午 02:33):

after 8k+1.5k

Frans 說 (下午 02:33):

you get 60% and I get 40\$

Sam-Swissbreeze 說 (下午 02:33):

yes but i think you miss 1 point

Frans 說 (下午 02:34):

?

Sam-Swissbreeze 說 (下午 02:34):

1. minimum level 700 - 2500 (95 units)

Sam-Swissbreeze 說 (下午 02:34):

2. reach 8 + 1.5k

Sam-Swissbreeze 說 (下午 02:34):

3. > 9.5k >> re-invest into swissbreeze

Frans 說 (下午 02:35):

ok

Sam-Swissbreeze 說 (下午 02:35):

as soon we can reach the point 2

Sam-Swissbreeze 說 (下午 02:35):

the survival goal is reached

Frans 說 (下午 02:36):

ok

Sam-Swissbreeze 說 (下午 02:36):

so we need to orient our goal to swissbreeze growth

Sam-Swissbreeze 說 (下午 02:36):

or it doesn't make sense to be company owner

Frans 說 (下午 02:37):

but you don't think we need to get more after 8+1.5k?

Sam-Swissbreeze 說 (下午 02:37):

and we will need to produce new model

Sam-Swissbreeze 說 (下午 02:37):

no because we will not be able to survive for a long time with only 1 products

Sam-Swissbreeze 說 (下午 02:37):

so if we do not re-invest money into swissbreeze we will die

Frans 說 (下午 02:37):

ok

Sam-Swissbreeze 說 (下午 02:37):

so it would be really really stupid

Frans 說 (下午 02:38):

so do you agree that I get 40% of the share?

Sam-Swissbreeze 說 (下午 02:38):

yes no problem

Sam-Swissbreeze 說 (下午 02:38):

for me

Frans 說 (下午 02:38):

ok..

Sam-Swissbreeze 說 (下午 02:38):

but for example as soo we can reach the point 2

Frans 說 (下午 02:39):

so I don't have questions...sorry to force you to discuss with you for this

Sam-Swissbreeze 說 (下午 02:39):

we can decide to increase our part for exampel 9k 2.5k

Sam-Swissbreeze 說 (下午 02:39):

and re-invest all the resting money

Frans 說 (下午 02:39):

ok

Sam-Swissbreeze 說 (下午 02:39):

but the more we can re-invest the more we will make sb safe

Sam-Swissbreeze 說 (下午 02:40):

but this time i need to be afraid

Sam-Swissbreeze 說 (下午 02:40):

not you

Sam-Swissbreeze 說 (下午 02:41):

that's the reason why it's also good to strart separately to survive alone

Sam-Swissbreeze 說 (下午 02:41):

but even if we find that not good we don't have any other choice

Sam-Swissbreeze 說 (下午 02:41):

ah ah ah

Frans 說 (下午 02:41):

ok

Frans 說 (下午 02:41):

I know

Sam-Swissbreeze 說 (下午 02:42):

the die is close to you and even more close to me

Sam-Swissbreeze 說 (下午 02:42):

my risk is very high your risk is middle

Frans 說 (下午 02:43):

don't parents of your boyfriend support you?

Frans 說 (下午 02:44):

your morthor won't support you .I know

Sam-Swissbreeze 說 (下午 02:44):

my boyfriend support me

Sam-Swissbreeze 說 (下午 02:44):

but his money his mine and my money his him money

Sam-Swissbreeze 說 (下午 02:44):

we have same bank account

Frans 說 (下午 02:44):

ok

Sam-Swissbreeze 說 (下午 02:44):

that's the truth you can beleive me march we will have both

0 chf to eat

Sam-Swissbreeze 說 (下午 02:44):

0

Sam-Swissbreeze 說 (下午 02:45):

i cannot p ay my car

Sam-Swissbreeze 說 (下午 02:45):

he cannot pay his train ticket

Sam-Swissbreeze 說 (下午 02:45):

to go to work

Sam-Swissbreeze 說 (下午 02:45):

i cannot pay my taxe

Sam-Swissbreeze 說 (下午 02:45):

and he cannot pay his taxe

Frans 說 (下午 02:45):

how long do you have to pay tax ? once a year?

Sam-Swissbreeze 說 (下午 02:45):

to make me survive i really need unemployment + 2500 usd

Sam-Swissbreeze 說 (下午 02:46):

no every month but i already have 1 year late

Frans 說 (下午 02:46):

ok

Sam-Swissbreeze 說 (下午 02:46):

i think i am late for 40k chf

Sam-Swissbreeze 說 (下午 02:46):

you understand why i am close to die

Sam-Swissbreeze 說 (下午 02:48):

and the problem of the money is always the same

Sam-Swissbreeze 說 (下午 02:49):

we need to concentrate on the find of distributors

Sam-Swissbreeze 說 (下午 02:49):

for swissbreeze

Frans 說 (下午 02:49):

yes..i know

Sam-Swissbreeze 說 (下午 02:49):

and do some business for sword or make up company

Sam-Swissbreeze 說 (下午 02:54):

i think a way to find distributors is to tell them we do not make any discount, we keep our prices fixed and we do not change the model every season

Sam-Swissbreeze 說 (下午 02:54):

the second point to contact distributor is to propose propose to buy back if they cannot sell

Sam-Swissbreeze 說 (下午 02:54):

i searched distributor for sword

Sam-Swissbreeze 說 (下午 02:54):

and this was really really nice argument

Frans 說 (下午 02:55):

to buy back?

Sam-Swissbreeze 說 (下午 02:55):

yes

Frans 說 (下午 02:55):

who will pay the freight?

Sam-Swissbreeze 說 (下午 02:55):

him

Sam-Swissbreeze 說 (下午 02:55):

not us

Sam-Swissbreeze 說 (下午 02:55):

win win

Frans 說 (下午 02:55):

ok

Frans 說 (下午 02:55):

so it is ok

Sam-Swissbreeze 說 (下午 02:55):

we buy back but he must pay the freight from chavorney to his place

Frans 說 (下午 02:56):

te risk is the damage on the way

Frans 說 (下午 02:56):

back

Sam-Swissbreeze 說 (下午 02:56):

that's a big and huge argument and it works as i already tested this for sward

Sam-Swissbreeze 說 (下午 02:56):

the transporter is in charge of risk during transport

Frans 說 (下午 02:56):

I know they won't have much risks so they will be willing to try

Sam-Swissbreeze 說 (下午 02:57):

by this way i think we have nice chacne because puzhen is not proposing that to his customers

Sam-Swissbreeze 說 (下午 02:57):

and not a lot of company propose to buy back

Frans 說 (下午 02:57):

this is a good way

Sam-Swissbreeze 說 (下午 02:57):

if we do that we prove we are nice and liable company

Sam-Swissbreeze 說 (下午 02:57):

oriented on sell out and not sellin

Frans 說 (下午 02:57):

yes

Frans 說 (下午 02:58):

this way likes consignment..but I think we must check how much they have sold monthly or weekly

Sam-Swissbreeze 說 (下午 02:58):

no

Sam-Swissbreeze 說 (下午 02:59):

it's not necessary

Sam-Swissbreeze 說 (下午 02:59):

not really necessary

Frans 說 (下午 02:59):

no..?

Sam-Swissbreeze 說 (下午 02:59):

because we give to the distributor free time to ask for buy back

Sam-Swissbreeze 說 (下午 02:59):

than he just need to ask and inform us on the amount to buy back

Sam-Swissbreeze 說 (下午 03:00):

than he ship the goods back and we pay back right after

Sam-Swissbreeze 說 (下午 03:00):

we can ask him to do a contract

Sam-Swissbreeze 說 (下午 03:00):

so it's safe for him and for us

Sam-Swissbreeze 說 (下午 03:00):

or we can do L/C

Sam-Swissbreeze 說 (下午 03:00):

as well

Sam-Swissbreeze 說 (下午 03:00):

we give him a L/C for the amount of buy back and we pay as soon we get the goods in charvorney

Frans 說 (下午 03:01):

ok

Sam-Swissbreeze 說 (下午 03:01):

we need to prepare a distribution contract

Sam-Swissbreeze 說 (下午 03:01):

you are the king of contract

Sam-Swissbreeze 說 (下午 03:01):

i think this way is a smart way to approach distributor and make them dealing with us

Sam-Swissbreeze 說 (下午 03:02):

more we do business out of switzerland less i will have to pay taxes

Sam-Swissbreeze 說 (下午 03:02):

on the wins

Sam-Swissbreeze 說 (下午 03:02):

and by my opinoin we need to concentrate on distributors

Sam-Swissbreeze 說 (下午 03:03):

even if this will strongly reduce our margin

Sam-Swissbreeze 說 (下午 03:03):

into my calculation

Frans 說 (下午 03:03):

yes

Sam-Swissbreeze 說 (下午 03:03):

i think with distributors we will spend maximum 20 usd per units

Sam-Swissbreeze 說 (下午 03:03):

or even less someting like 10

Sam-Swissbreeze 說 (下午 03:03):

usd

Sam-Swissbreeze 說 (下午 03:03):

only

Sam-Swissbreeze 說 (下午 03:04):

but it's good for survival

Sam-Swissbreeze 說 (下午 03:04):

5k usd is better than nothing

Sam-Swissbreeze 說 (下午 03:05):

we should also sell on ebay

Sam-Swissbreeze 說 (下午 03:05):

and all website like that

Sam-Swissbreeze 說 (下午 03:05):

we msut try all way and than choose the better one

Frans 說 (下午 03:05):

to focus no distributors will also reduce our preasures of cash flow

Sam-Swissbreeze 說 (下午 03:05):

as i can see now distribution is the best one but we don't know if we can fiind some

Sam-Swissbreeze 說 (下午 03:05):

yes that's the reason why i think it's the best wway

Frans 說 (下午 03:06):

according to my experiences, distributors need to pay all before shipmet..maybe 20-30% deposit..what we can do just transfer their money to Toast

Sam-Swissbreeze 說 (下午 03:07):

yes

Sam-Swissbreeze 說 (下午 03:07):

nidecker work on a 100% pre payment mode with his distributor

Sam-Swissbreeze 說 (下午 03:09):

but we are free to do what we want

Frans 說 (下午 03:09):

another point if you want to sell in Switzerland, what will you sell to avoid tax?

Sam-Swissbreeze 說 (下午 03:09):

for the moment i will have some problems

Sam-Swissbreeze 說 (下午 03:09):

for swiss market

Sam-Swissbreeze 說 (下午 03:09):

i imagine that i will need to sell on my boyfriend's name

Frans 說 (下午 03:10):

if you want to sell by NG's..don't let NG have profit or just less

Sam-Swissbreeze 說 (下午 03:10):

because i cannot sell swissbreeze and get my unemployment salary at the same time

Sam-Swissbreeze 說 (下午 03:10):

yes for sure

Sam-Swissbreeze 說 (下午 03:10):

swissbreeze will sell to ng at very high price

Frans 說 (下午 03:10):

yes

Sam-Swissbreeze 說 (下午 03:10):

but i cannot deal unders ng

Frans 說 (下午 03:10):

jsut 0.1usd profit

Sam-Swissbreeze 說 (下午 03:11):

we need swissbreeze sell to burri at very very high price

Frans 說 (下午 03:11):

burri ?

Sam-Swissbreeze 說 (下午 03:11):

my boyfriend's name

Frans 說 (下午 03:11):

sorry..gorget

Frans 說 (下午 03:12):

it is acceptable to have loss? margin can be 1% or less?

Sam-Swissbreeze 說 (下午 03:12):

no

Sam-Swissbreeze 說 (下午 03:13):

it'can be like that

Sam-Swissbreeze 說 (下午 03:13):

10 chf is good

Sam-Swissbreeze 說 (下午 03:13):

around 8 usd

Sam-Swissbreeze 說 (下午 03:14):

-36% taxes

Sam-Swissbreeze 說 (下午 03:14):

we loose onyl 3.6 chf per unit

Sam-Swissbreeze 說 (下午 03:14):

but it's okay i take care of that

Sam-Swissbreeze 說 (下午 03:15):

i've not choice to use my boyfriend's name

Sam-Swissbreeze 說 (下午 03:15):

so we will use his name thaats all

Sam-Swissbreeze 說 (下午 03:15):

i will also do black business to sell to friends

Frans 說 (下午 03:16):

ok

Frans 說 (下午 03:16):

do we need to pay tax for the US company?

Sam-Swissbreeze 說 (下午 03:16):

no

Sam-Swissbreeze 說 (下午 03:17):

no taxes in delaware

Sam-Swissbreeze 說 (下午 03:17):

Sam-Swissbreeze 說 (下午 03:17):

as the capital of the company is 0

Sam-Swissbreeze 說 (下午 03:17):

we don't have anything to pay

Frans 說 (下午 03:17):

700 usd a year?

Sam-Swissbreeze 說 (下午 03:17):

no

Sam-Swissbreeze 說 (下午 03:17):

300 usd / years for administration cost

Sam-Swissbreeze 說 (下午 03:17):

and some fees for bank account and credit card cost

Frans 說 (下午 03:18):

cheaper than those in other places

Sam-Swissbreeze 說 (下午 03:18):

yes much

Sam-Swissbreeze 說 (下午 03:18):

that's also the reason why i choose delaware

Sam-Swissbreeze 說 (下午 03:18):

cheap

Sam-Swissbreeze 說 (下午 03:18):

fast only 48 hours to open company

Sam-Swissbreeze 說 (下午 03:18):

no taxes

Sam-Swissbreeze 說 (下午 03:18):

no need of capital

Frans 說 (下午 03:19):

did you contact with them already?

Sam-Swissbreeze 說 (下午 03:19):

no

Sam-Swissbreeze 說 (下午 03:19):

i wait sean move his ass

Frans 說 (下午 03:19):

it is good as it is a US company ...

Sam-Swissbreeze 說 (下午 03:19):

we need only 48 hours to create a company into delaware

Frans 說 (下午 03:19):

so good

Sam-Swissbreeze 說 (下午 03:20):

do don't need to stress out

Sam-Swissbreeze 說 (下午 03:20):

more we wait

Sam-Swissbreeze 說 (下午 03:20):

later we need to pay the cost

Sam-Swissbreeze 說 (下午 03:20):

better it is

Frans 說 (下午 03:20):

I remember you sent me the website..let me check..

Sam-Swissbreeze 說 (下午 03:21):

and if we are intelligent

Sam-Swissbreeze 說 (下午 03:21):

we can ask the us lawyer responsible of our company to create for us a paper with a special stamp to open a bank account in switzerland

Sam-Swissbreeze 說 (下午 03:21):

offshore swiss bank account

Sam-Swissbreeze 說 (下午 03:22):

but into that case we cannot use the name swissbreeze

Frans 說 (下午 03:22):

one moment..

Sam-Swissbreeze 說 (下午 03:22):

and regarding the law of the swiss anr swiss cross our company into delaware cannot have swissbreezee name

Sam-Swissbreeze 說 (下午 03:36):

i think we will use thie company

<https://axefirm.com/incorp.php>

Sam-Swissbreeze 說 (下午 03:36):

because i read into a comparator website that this company is rally realiable

Sam-Swissbreeze 說 (下午 03:36):

and the price is 949 usd

Sam-Swissbreeze 說 (下午 03:36):

and include

Sam-Swissbreeze 說 (下午 03:36):

all fee

Sam-Swissbreeze 說 (下午 03:36):

apostille > to open a bank account in switzerland

Sam-Swissbreeze 說 (下午 03:37):

1 bank account in usa

Sam-Swissbreeze 說 (下午 03:37):

1 business adress in usa

Sam-Swissbreeze 說 (下午 03:37):

and 1 phone/fax line for our company

Sam-Swissbreeze 說 (下午 03:37):

**means people can send to us letter to our adress and call us
into our us phone / fax**

Sam-Swissbreeze 說 (下午 03:40):

frans ?

Frans 說 (下午 03:45):

ok..sorry..a friend called me

Sam-Swissbreeze 說 (下午 03:45):

i will go to bed i am tired

Frans 說 (下午 03:45):

ok

Sam-Swissbreeze 說 (下午 03:48):

we will use this company

https://axefirm.com/delaware_conseils.php

Frans 說 (下午 03:48):

ok

Sam-Swissbreeze 說 (下午 03:50):

and we will have 2 banks account

Sam-Swissbreeze 說 (下午 03:50):

1 in usa

Sam-Swissbreeze 說 (下午 03:50):

and 1 in switzerland

Frans 說 (下午 03:50):

ok

Sam-Swissbreeze 說 (下午 03:50):

first on in usa

Sam-Swissbreeze 說 (下午 03:51):

the most important

Sam-Swissbreeze 說 (下午 03:51):

and we will have a busines adress in usa

Sam-Swissbreeze 說 (下午 03:51):

and also a phone line

Sam-Swissbreeze 說 (下午 03:51):

do you know what are the importation rule iin usa ?

Frans 說 (下午 03:52):

no.

Sam-Swissbreeze 說 (下午 03:52):

we must learn that

Sam-Swissbreeze 說 (下午 03:52):

how swissbreeze can import goods and sell in usa

Sam-Swissbreeze 說 (下午 03:52):

products made in taiwan

Frans 說 (下午 03:52):

ok

Sam-Swissbreeze 說 (下午 03:53):

but we still have nothing to sell

Sam-Swissbreeze 說 (下午 03:53):

that's fucking bad

Frans 說 (下午 03:53):

.....

Sam-Swissbreeze 說 (下午 03:55):

sean move you ass pleaseeeeeeeee

Frans 說 (下午 03:55):

did you send the e-mail to him already?

Sam-Swissbreeze 說 (下午 03:55):

no

Sam-Swissbreeze 說 (下午 03:55):

for a chance i didn't

Sam-Swissbreeze 說 (下午 03:55):

we cannot shake him with the death of his daughter

Sam-Swissbreeze 說 (下午 03:55):

again that's my flair

Sam-Swissbreeze 說 (下午 03:56):

same for the gift

Sam-Swissbreeze 說 (下午 03:56):

i felt i didn't have to bought it

Sam-Swissbreeze 說 (下午 03:56):

i dont' know why

Sam-Swissbreeze 說 (下午 03:57):

i was into the shop of crytal

Sam-Swissbreeze 說 (下午 03:57):

and choosed one

Sam-Swissbreeze 說 (下午 03:57):

than i decided to not buy it

Sam-Swissbreeze 說 (下午 03:57):

i dont' knwo why

Frans 說 (下午 03:58):

yes

Sam-Swissbreeze 說 (下午 03:58):

so i go to bed now

Frans 說 (下午 03:58):

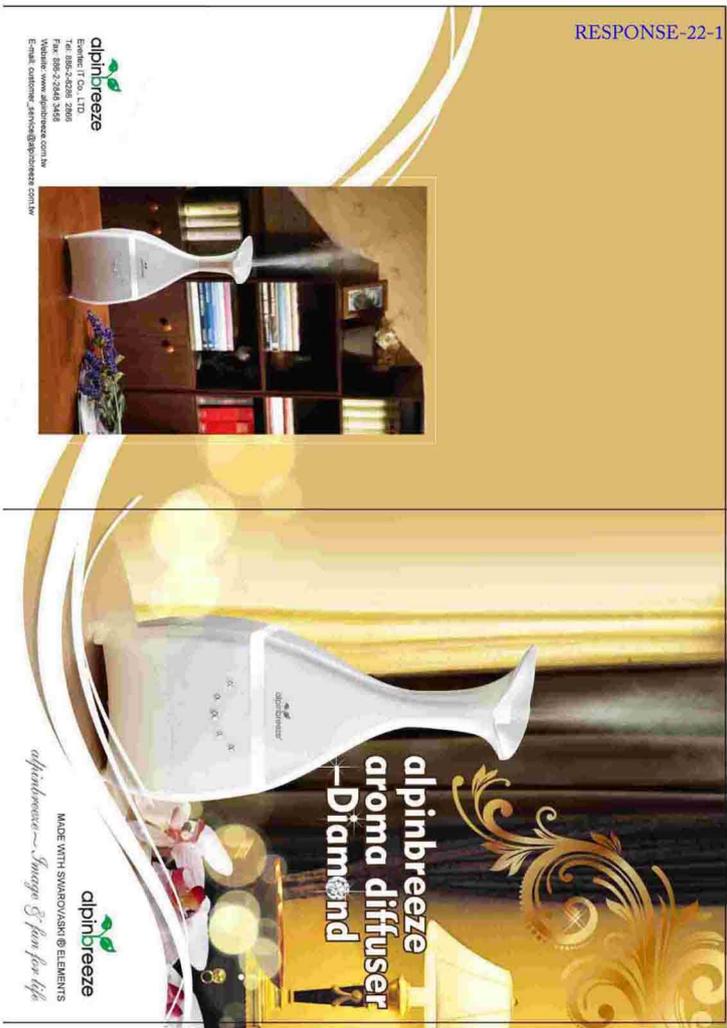
I think so..ok

Sam-Swissbreeze 說 (下午 03:58):

bye

Frans 說 (下午 03:58):

bye



alpinbreeze
 alpinbreeze
 Evmeny T Co., LTD.
 TEL: 826-2-8268 2286
 FAX: 826-2-8268 2286
 Website: www.alpinbreeze.com.tw
 E-mail: customer_service@alpinbreeze.com.tw

alpinbreeze
 MADE WITH SWAROVSKI® ELEMENTS
alpinbreeze - Simple & fun for life

alpinbreeze
aroma diffuser
-Diamond

alpinbreeze
 (Aromatherapy diffuser – Humidifier)

alpinbreeze
 aroma diffuser – Diamond

The top opening of aroma diffuser, designed by taking sense of beauty from calla flower, has a nozzle in the middle that makes a concept of what a flower covers its stamens and petals.

- 1 Soft left and right sides, having winding edges, look like water drops that appears an image of honeydew dripping from top opening of aroma diffuser, and further, it creates a visual effect of extracting precious essence from Nature and diffusing it all around.
- 2 The aroma diffuser shows chic and elegant by its pearl and turquoise color coating as well as the LED lights in the middle.
- 3 The front side of aroma diffuser may be MADE WITH SWAROVSKI® ELEMENTS - The shape of combination looks like a shining necklace and also likes your smile, greeting the glorious future.

[Design Features]

[Product Features]

- 1 Using this machine to diffuse essential oils can naturally clean the air and help to improve quality of your life.
- 2 To diffuse essential oils by this ultrasonic diffuser makes a "Fragrance" environment that makes people reduce their stress and anxiety.
- 3 The air is drier under air-conditioned environment. Using this diffuser can help to regulate humidity around you to avoid dry skin.
- 4 This machine is designed by double-protection technologies (the water level probe and water conservation technologies).
- 5 Its ultrasonic oscillation with vibrational frequency of 2.5 million times per second makes essential oils to spread more widely.
- 6 To diffuse essential oils by the diffuser is more safe and healthy than conventional therapy way of combustion heating oils, which maybe easier to destroy the molecular structure of essential oils.
- 7 Friendly design of these operational modes makes people easily to operate.
- 8 Low electricity consumption.
- 9 This diffuser builds a special over current protector for you to use more safely.
- 10 It has colorful manual to read friendly and provides a free water cup.

[Specifications:]

Input : 100-240 V, 50-60 Hz
 Output : DC24V, 750 mA
 Power consumption: about 14W
 Size : 120 X 97 X 253 mm
 Weight : 380 g

nbsp;

(&N)

寄件者: "Lin You-Yi" <linyouyi@hotmail.com>
日期: 2011年5月27日 下午 12:36
收件者: <frans_lin@evertec.asia>
附加檔案: AC D10.doc; AC D8.doc; DPF-8.jpg; DPF -10.2.jpg
主旨: FW: spec of DPF by Digidube in Taiwan (10/2)

From: linyouyi@hotmail.com
To: webmaster@swisscarving.com
CC: chenmike@hotmail.com
Subject: FW: spec of DPF by Digidube in Taiwan (10/2)
Date: Thu, 2 Oct 2008 17:23:45 +0800

Dear Sam..,

Attachments are related information about dpf of 8' (US\$62-FOB HK for 1K) and 10' (US\$83-FOB HK for 1K)I think the price cannot match due to higher cost of 10' panels... This is the cheapest one I found..Please also check following e-mail.

For your information,they also do OEM for Circuit City in US.
Circuit City bought 20K of 7' from them but didn't sell well...10K stock left.

Best regards,
Frans Lin
Tell: 886-2-82862866
Mobile: 886-921-722939
SKYPE: franslin1
MSN: linfrans@msn.com
E-mail: linyouyi@hotmail.com

Subject: FW: spec of DPF by Digidube in Taiwan (10/2)
Date: Thu, 2 Oct 2008 16:58:36 +0800
From: charleslu@digicube.com.tw
To: linyouyi@hotmail.com

Dear Mate

Many thanks for your support!

Model B: DPF 8D photo only

Ans: US\$62pcs (FOB HK) for 1K DPF8D photo only, with clock, calendar, 3 in 1 Card Reader, no flash,1% free RMA unit !

Model B: DPF 10D photo only +

b

2012/8/4(B)

Ans: US\$83pcs (FOB HK) for 1K DPF10D photo only, with clock,,calendar, 3 in 1 Card Reader, no flash,1% free RMA unit !

Sorry for your inconvenience & waiting for our kindly reply!

Best regards
Charles lu
Sale dep

(new address as below)

1F-1, No. 700, Zhong Zheng Rd., ZhongHe City, Taipei County Taiwan 23552, R.O.C.
Tel:886-02-8227-3358 EXT:503, Fax no: 886-8227-3188

Digicube Technology ltd in Taiwan
www.digicube.com.tw
e-mail:charleslu@digicube.com.tw
MSN Messenger: lu_charles100@hotmail.com
Yahoo Messenger:chat008@yahoo.com

Connect to the next generation of MSN Messenger [Get it now!](#)



Sam-ViewSonic 說 (下午 05:30):
maybe you could also contact winaccord

Sam-ViewSonic 說 (下午 05:30):
and mike

Sam-ViewSonic 說 (下午 05:31):
to negotiate 2% for DOA and 1 year full warranty in case of DPF 10" will break down

Frans 說 (下午 05:32):
 is that VS's business?

Sam-ViewSonic 說 (下午 05:33):
yes

Sam-ViewSonic 說 (下午 05:33):
but actually vs is not more able to provide 10" dpf with 1024 x 600 resolutions

Frans 說 (下午 05:34):
 Mike cannot help you?

Sam-ViewSonic 說 (下午 05:34):
mike told me i will give you news

Sam-ViewSonic 說 (下午 05:34):
never get news

Sam-ViewSonic 說 (下午 05:34):
so if mike is not interested to make business i am ready to work with you on that

Frans 說 (下午 05:34):
 ok

Frans 說 (下午 05:35):
 what is the DOA? defect of assurance?

Sam-ViewSonic 說 (下午 05:35):
no dead on arrival

Frans 說 (下午 05:36):
 ok

Sam-ViewSonic 說 (下午 05:36):
and dead after arrival DAA

Sam-ViewSonic 說 (下午 05:36):
all defect products

Frans 說 (下午 05:36):
 ok

Sam-ViewSonic 說 (下午 05:36):
what i would need is 2% for DOA and DAA

Sam-ViewSonic 說 (下午 05:36):
and if the amount of defect product is bigger than 2%

Sam-ViewSonic 說 (下午 05:36):
i would need a warranty from the company that they will ship for free new units

Sam-ViewSonic 說 (下午 05:37):
i am ready to pay the transport if necessary

Sam-ViewSonic 說 (下午 05:37):
but need to gurantee us free units

Frans 說 (下午 05:37):
 ok

Sam-ViewSonic 說 (下午 05:38):
the company is winaccord

Sam-ViewSonic 說 (下午 05:38):

ohhh yes and we must warranty that

Frans 說 (下午 05:38):

can we choose to another one?

Sam-ViewSonic 說 (下午 05:38):

the dpf must auto-play the video as soon the customer plug the SD card

Sam-ViewSonic 說 (下午 05:38):

and we must have 1024 x 600 resolutions

Sam-ViewSonic 說 (下午 05:39):

and DPF must be able to read MPEG-4

Sam-ViewSonic 說 (下午 05:39):

that's all the customer need

Sam-ViewSonic 說 (下午 05:39):

regarding technical details

Frans 說 (下午 05:39):

ok

Sam-ViewSonic 說 (下午 05:39):

regarding the ordert time it's really easy

Sam-ViewSonic 說 (下午 05:39):

we must send a demo unit

Sam-ViewSonic 說 (下午 05:39):

as soon the demo unit is onsite they test and will place the order immediately after

Sam-ViewSonic 說 (下午 05:40):

chance to win this deal are 100% if test are good

Sam-ViewSonic 說 (下午 05:40):

Mike told me a price at 82 euro

Sam-ViewSonic 說 (下午 05:40):

82 usd per unit

Sam-ViewSonic 說 (下午 05:40):

customer is not so hot to order directly in taiwan so we will ahve to involve one of my reseller

Sam-ViewSonic 說 (下午 05:40):

but not obligatory

Sam-ViewSonic 說 (下午 05:40):

it will depends of the price

Frans 說 (下午 05:41):

ok...

Frans 說 (下午 05:42):

<http://www.winaccord.com/>

Frans 說 (下午 05:42):

this one?

Sam-ViewSonic 說 (下午 05:53):

yes

Sam-ViewSonic 說 (下午 05:53):

sorry i was on th ephone again

Frans 說 (下午 05:53):

how many quantity? 1K pcs?

Sam-ViewSonic 說 (下午 05:53):

no at the moment only 165 units

Frans 說 (下午 05:53):

ok

Sam-ViewSonic 說 (下午 05:54):

but Mediasolutions my biggest viewsonic custoemr told me 1000 units will come

Sam-ViewSonic 說 (下午 05:54):

soon

Sam-ViewSonic 說 (下午 05:54):

so we have a chance to make business with that as well

Frans 說 (下午 05:54):

ok

Frans 說 (下午 05:55):

I am writing a letter to them, and I will call them tomorrow morning..

Sam-ViewSonic 說 (下午 05:55):

but we cannot make any business if winnaccord cannot warranty all for 1 year

Sam-ViewSonic 說 (下午 05:55):

no FIRST i ask you to clear the situation with mike

Frans 說 (下午 05:55):

can we choose another company ?

Sam-ViewSonic 說 (下午 05:55):

DO NOT FORGET fair attitude is important for me

Frans 說 (下午 05:55):

ok

Sam-ViewSonic 說 (下午 05:56):

actually Mike told me that this vendor is the only one able to provide top quality and 1024 x 600 resolutions

Sam-ViewSonic 說 (下午 06:10):

i am so nerverd my god

Sam-ViewSonic 說 (下午 06:10):

my big customer mediasolutions told me oin the phone

Sam-ViewSonic 說 (下午 06:10):

that we won the project for 1500 x va22"

Sam-ViewSonic 說 (下午 06:10):

and than he will order 500 units per month

Sam-ViewSonic 說 (下午 06:10):

so finally i could reach my target

Sam-ViewSonic 說 (下午 06:10):

and now i am fired

Sam-ViewSonic 說 (下午 06:10):

i am so nerved

Frans 說 (下午 06:15):

22" monitors?

Sam-ViewSonic 說 (下午 06:16):

yes

Sam-ViewSonic 說 (下午 06:16):

VGA

Sam-ViewSonic 說 (下午 06:16):

22" monitors

Frans 說 (下午 06:16):

can you give me some spec so I can get the vendors soon...

Frans 說 (下午 06:17):

actually I know the two biggest LCD factories here

Sam-ViewSonic 說 (下午 06:19):

<http://www.viewsoniceurope.com/data/60/VA2216w.pdf>

Frans 說 (下午 06:19):

can you keep in touch with your VS customers? I can get vendors to replace VS easily!!

Sam-ViewSonic 說 (下午 06:19):

yes but there is one things

Sam-ViewSonic 說 (下午 06:20):

customer is really quality sensitive

Sam-ViewSonic 說 (下午 06:20):

and he actually get less than 1 % defect on the last 1000 units

Sam-ViewSonic 說 (下午 06:20):

2nd point

Sam-ViewSonic 說 (下午 06:20):

customer don't need the food

Sam-ViewSonic 說 (下午 06:20):

but just need to foot stand

Sam-ViewSonic 說 (下午 06:21):

as he will use that solution to build a mediaplayer

Sam-ViewSonic 說 (下午 06:21):

the foot size must be the same as viewsonic

Sam-ViewSonic 說 (下午 06:21):

the foot breight and length also

Sam-ViewSonic 說 (下午 06:21):

and the price to my reseller must be less than 105 euro

Sam-ViewSonic 說 (下午 06:22):

vs is on this deal only winnig 5 % margin

Frans 說 (下午 06:22):

let me check the price firstly

Sam-ViewSonic 說 (下午 06:22):

so i think that by ordering directly in taiwan

Sam-ViewSonic 說 (下午 06:22):

we would not get the business

Sam-ViewSonic 說 (下午 06:22):

or more competitive than vs

Frans 說 (下午 06:22):

5% margin for just us is very huge!!

Sam-ViewSonic 說 (下午 06:22):

yes

Sam-ViewSonic 說 (下午 06:22):

but we must give him more competitive pricing than vs

Frans 說 (下午 06:23):

yes

Frans 說 (下午 06:23):

how about the order quantity?

Sam-ViewSonic 說 (下午 06:23):

by my opinion there is no way to win the monitor busines

nbsp;

(&N)

寄件者: "Lin You-Yi" <linyoyi@hotmail.com>
日期: 2011年5月30日 下午 04:46
收件者: <frans_lin@evertec.asia>
主旨: FW: Puzhen International Product

Subject: RE: Puzhen International Product
Date: Mon, 6 Oct 2008 12:51:21 +0200
From: Samanta.Ng@Viewsoniceurope.com
To: chenmike@hotmail.com; linyoyi@hotmail.com

Hello Guys,

We don't have chance this time I was smelling a really nice opportunity with this company. My instinct in business is good but unfortunately this time we arrive too late. I called Puzhen in hong kong in june and at that time the contract with this company was not signed. Grrrr shit shit shit

I studied the situation and I think that pranarom is a kind of importator not a distribuor !

They don't have any representation office in switzerland and also 0 contact in switzerland. I will try to contact them and see if we can do something for switzerland regarding the sales side and importation side. Finally, I find this situation very good as if I am right understanding the situation pranarom is at the moment taking the risk for me (stock) and is doing all the shit for me regarding importation etc...

I will try to contact this company and see what happens I could maybe play the swiss distributor and sales role. But This job is only for me as there is no influence or no need from Taiwan.

Open a company in Germany to sell puzhen product is really not a good idea... I have contact in germany but I think it's really not the best way to start something like that.

Maybe I can try to sell puzhen product in collaboration with Pranarom and make money to invest into another buisnesss with you both . What do you think about ?

From: chenmike@hotmail.com [mailto:chenmike@hotmail.com]
Sent: lundi, 6. octobre 2008 08:39
To: Lin You-Yi; Sam-ViewSonic
Subject: Re: Puzhen International Product

Dear Frans,

The only reason I asked was to see if there are any opportunities for Samantha to represent Puzhen.

Mike

b

2012/8/4(B)

From: [Lin You-Yi](#)
Sent: Monday, October 06, 2008 2:36 PM
To: [chenmike@hotmail.com](#); [Sam-VicwSoria](#)
Subject: RE: Puzhen International Product

Dear Mike,

They don't have agents in Germany,Italy, Taiwan, and China.

But they have authorized some products exclusively in Switzerland and France already...
We need to check those products which could be sold in Switzerland and France..

you can also refer to following reply..

1. 瑞士可否再增一代理商? 歐洲那些國家還可代理?
瑞士某些產品獨家已經給出, 歐洲還有很多國家可代理, 比如德國, 意大利等, 可否麻煩告知貴司基本資料, 相應渠道及感興趣的產品的型號等. 我司產品可參考網站
<http://www.puzhen.com>

2. 法國/台灣/大陸是否可為代理商?
法國某些產品獨家給出如,PZ-UA01M等, 台灣和大陸市場目前沒有進入的計劃.

Best regards,
Frans

From: chenmike@hotmail.com
To: linyouyi@hotmail.com; webmaster@swisscarving.com
Subject: Re: Puzhen International Product
Date: Mon, 6 Oct 2008 12:23:19 +0800

Dear Frans,

So are they willing to provide us with the opportunity to be their other European countries agent? If so which countries and how do we approach this business?

Mike

From: [Lin You-Yi](#)
Sent: Monday, October 06, 2008 11:47 AM
To: [Sam-VicwSoria](#)
Cc: [Mike-VicwSoria](#)
Subject: Puzhen International Product

Dear Sam..,

How are you?

The company of Puzhen told me they have an agent in Swiss now.
I asked them if they can increase another agent in Swiss. They will reply to me soon.
Following is their agent company in Swiss for your reference.

Pranarom International SA/NV
Tel: 32 68 264 360

b

2012/8/4(B)

Fax: 32 68 331 897
Contact: Mr. Pascal Debauche
Website: www.pranarom.net

They will also advise me of the countries in Europe that they don't have agents soon..

Frans Lin
Tel: 886-2-82862866
Mobile: 886-921-722939
SKYPE: franslin1
MSN: linfrans@msn.com
E-mail: linyuyi@hotmail.com

From: mancy@puzhen.com
To: linyuyi@hotmail.com
CC: puzhen-sylvia@puzhen.com; ficy@puzhen.com; lds@puzhen.com
Subject: Enquiry Reply
Date: Mon, 6 Oct 2008 11:20:07 +0800

林先生,

你好, 謝謝你的查詢有關在瑞士的代理商, 資料如下:

Pranarom International SA/NV
Tel: 32 68 264 360
Fax: 32 68 331 897
Contact: Mr. Pascal Debauche
Website: www.pranarom.net

如有任何查詢, 歡迎聯繫我們!

謝謝!

Mancy Leung

Puzhen International Product Co Ltd
Puzhen Life Co Ltd
1709, Metropole Square, 2 On Yiu Street, Shatin, NT, Hong Kong
Tel : (852) 2637 3301
Fax : (852) 2686 9100
mancy@puzhen.com

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Invite your mail contacts to join your friends list with Windows Live Spaces. It's easy! [Try it!](#)

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nbsp;

(&N)

寄件者: "Lin You-Yi" <linyouyi@hotmail.com>
日期: 2011年6月3日 下午 12:40
收件者: <frans_lin@evertec.asia>
附加檔案: e-trademark.ige.ch_Servlet.pdf
主旨: FW: puzhen trademark switzerland

Subject: puzhen trademark switzerland
Date: Tue, 21 Oct 2008 15:40:56 +0200
From: Samanta.Ng@Viewsoniceurope.com
To: linyouyi@hotmail.com

Hello Lin,

I just registered the puzhen trademark in Switzerland as you can see here below.

As soon as the request will be accepted Aromasan and Pranarom will not more be able to sell puzhen products in Switzerland.

i used my credit card to pay the 350 USD registration fees.

So it's done my friend !!!!

:o)

sam

.....
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.....

nbsp;

(&N)

寄件者: "Lin You-Yi" <linyinouyi@hotmail.com>
日期: 2011年6月3日 下午 12:24
收件者: <frans_lin@evertec.asia>
主旨: FW: Puzhen answers

Subject: RE: Puzhen answers
Date: Tue, 21 Oct 2008 13:44:54 +0200
From: Samanta.Ng@Viewsoniceurope.com
To: linyinouyi@hotmail.com; webmaster@swisscarving.com

Hello Yin,

As said to you it's always much better to speak with the CEO !! :O) all is easier and faster. So I can see here a nice opportunity.

It seems that Miss Song need partners in Europe not just only distributors. She needs also a strategy as she visibly don't have any at the moment!

If I would be Miss Song I would stop to work with Pranarom and deliver them directly because they are not working on the good way for Puzhen's interest and the volume is maybe 500 units now but Puzhen cannot expect to sell 4000 units per year with this company.

On her place I think the strategy is clear she should or

1. Open a headquarter in Europe but this solution cost a lot !!!
2. or continue to distribute her products in Europe with distributor without having a control on her brand and name and position on the market.

So we can propose a middle way : We open a company in Swizerland named Puzhen Europe and we work with Puzhen to build the European market in the middle way of a standard distributor and a realy Puzhen headquarter.

She must understand that European market is really particular as only 400 km around my home I have 4 country and 4 dealing manner and 4 business habits 3 different languages. European market is an old and experienced market.

There is 2 way to succeed. 1st we catch the price and we find a lot of distributors and we give them huge marketing money. OR you work country by country you put your attention on added values resellers and you grow step by step a long term relationship with your customers.

What does that mean build a strong relationship with our customers ? win their trust !!! it's really difficult and it could take time so when you don't have marketing budget you must have patience ...

I think this solution is interesting for all. Puzhen and you and me and we work closely together. You must explain to Mme Song that we are not standard distributor we don't have any warehouse at the moment that's not our business. We are professional sales people which are helping foreign company to build their European market. We only choose 1 partner and we help them to build the market.

She really should consider us as a partner and not a customer or we will not succeed. She must also understand that we need flexibility on MOQ and price as she cannot give us marketing budget to promote the brand. She must also understand that travelling in Europe cost a lot and at the beginning we want only concentrate ourself on Swizerland and France as both country are near our company in Geneva.

She will also have to stop to deliver in other place in Europe (exepted UK) for the moment because it will make concurrence. Into the whole European community it's really really easy to sell from 1 country to another.

I need to have the full exclusivity on whole Europe to make the situation clearer and avoird price concurrence on the market. For pranarom I agree to give them 1 or 2 years exclusivity on the belgian market as we will not work very soon in belgium.

For their customer Nature & decouvert in France they will have to stop delivering them directly and we will make a drop shipment from china for this customer. I agree to have only 3- 5 % margin on this deal as Nature&decouverte is a retailer.

From: Lin You-Yi [mailto:linyoyi@hotmail.com]
Sent: mardi, 21 octobre 2008 09:57
To: Samanta-ViewSonic
Subject: Puzhen answers

Dear Sam,

How are you?

I had asked Puzhen for some questions, the lady, Mancy had talked to their CEO, Miss Song for my questions. Following are they answers for your reference.

1. Puzhen is a new company. Their strategy is to focus on business volume before year 2008. (The main goal is to survive I think) They will start to focus on branding in 2009. However, they still don't have any new and specific strategy or plan to develop Puzhen brand in Europe.
2. Puzhen thanks you to do some research for them(I just mentioned a little bit to them). Puzhen wants to know what our plan is to build up their brand in Europe. They are interested in what our promotion, sales/brand strategy, channel developments... for Puzhen in Europe.

They are eager to understand more about our plan to cooperate with us in Europe.

I think we may need to generate a complete plan for Puzhen... to start from Swiss and France, then the whole Europe... Nevertheless, I still think waht we need is still sufficient capital... If we don't have... We will need supports from Puzhen or the banks....

Best regards,
Frans

From: mancy@puzhen.com
To: linyoyi@hotmail.com; chenmike@hotmail.com
CC: ficy@puzhen.com; lds@puzhen.com; puzhen-sylvia@puzhen.com; mancy@puzhen.com
Subject: Re: Puzhen在瑞士法國問題請教
Date: Tue, 21 Oct 2008 11:33:03 +0800

Frans 你好,

首先非常感謝你對 Puzhen 有興趣及有這詳細的的意見, 我們的 CEO 宋小姐有以下的回應

Puzhen 是一個發展中的公司, 2008年以前以批發為主, 2009年以後會側重建立與市場的品牌方向的合作, 目前在歐洲市場並沒有新的, 確定的品牌發展計畫.

感謝貴公司花時間了解Puzhen, 很有興趣了解一下, 貴公司若有計劃與Puzhen建立在歐洲的品牌合作, 貴公司的

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2012/8/4(B)

市場計劃是怎樣的? 在推廣、銷售、品牌策略、渠道發展 等方面有沒有進一步具體的想法或計劃?

我們期待了解貴公司的構想以便推動雙方的合作

再次非常的感謝!

Mancy Leung (For Felicity Song)

Puzhen International Product Co Ltd
 Puzhen Life Co Ltd
 1709, Metropole Square, 2 On Yiu Street, Shatin, NT, Hong Kong
 Tel : (852) 2637 3301
 Fax : (852) 2686 9100
mancy@puzhen.com

----- Original Message -----

From: Lin You-Yi
 To: puzhen-sylvia
 Cc: Felicity Song, Leander Li, mancy@puzhen.com, Mike-Viewsonic
 Sent: Monday, October 20, 2008 11:17 AM
 Subject: Puzhen在瑞士法國問題請教

Sylvia你好,

我們對瑞士市場做了一些小市調, 發現目前瑞士境內只有賣ZEN model和YUN model

瑞士的批發商是Aromasan www.aromasan.net, 他們由比利時Ranarom銷入. Aromasan 是一家極小型的公司, 員工約10人, 且大都不是業務人員, 比利時Pranarom的情形也相似, 由想嘗試做生意的醫生或藥師所組成, 建立品牌及業務力也較弱.

我們也訪問了一些Puzhen使用者對產品的一些看法以做為改進參考:

Zen diffuser: 有使用者表示在使用6個後有破裂現象, 因精油如膠狀, 在此種manner下較不易清洗diffuser.

YUN diffuser: 此種設計很討喜, 但缺點是使用時間較短, 最多3小時及有時理面的聲音並沒work well, 內含音樂也許有改善的空間.

根據我們的市調, 如Puzhen要建立品牌, Pranarom並非一個正確的選擇, Pranarom並未告知Puzhen為一品牌名稱, 其網站也無Puzhen name- brand的相關訊息, 在法國及瑞士的online shop 也無告知他們在賣Puzhen 產品, 很顯然的Pranarom 將Puzhen產品以no named brand的方式在銷售.

我們有幾點問題想請教:

- 1 Puzhen在歐洲現在的代理商策略為何? 瑞士及法國各為何? Work as a brand or as a no named factory?
2. 未來Pranarom是否能推全系列Puzhen的產品? 那我們在Puzhen的策略下能扮演的角色為何? 未來新產品是否同時也會release 給我們?
3. 如我們在瑞士及法國開始賣Puzhen產品, Aromasan及Pranarom是否能接受? 如我們同搶一相同客戶, Puzhen是否會要求我們放棄讓於他們?
- 4 Puzhen如何在同一地區對兩家以上的distributor做通路管理? 策略為何能告知?

以上

Best regards,
 Frans

Date: Wed, 15 Oct 2008 15:12:35 +0800
 From: puzhen-sylvia@puzhen.com
 To: linyouyi@hotmail.com
 CC: flcy@puzhen.com; lds@puzhen.com
 Subject: Re: RE: Enquiry Reply-resend

Frans 你好,

請見以下回復:

1. 請問有minimum order amount的限制嗎?

是的, 不同的产品有不同的MOQ的限制. 按照产品的类型来说, UA系列, 比如PZ-UA03, PZ-UA05 和PZ-UA08的MOQ是500PCS, 而AC系列, 如PZ-AC01和PZ-AC05的MOQ是10000PCS. 具体可见报价单.

2. Payment 的procedure為何?

目前我司接受的付款方式主要是T/T或者是L/C AT SIGHT. 一般在确认订单后, 我们要收取30%的定金, 尾款要求在出货前结清.

3. Payment term為何? Trade term為何(分大陸跟歐洲)?

PAYMENT TERM 一般为T/T before the shipment或者是L/C AT SIGHT, TRADE TER为FOB HONG KONG

4. Purchase price為何(因可賣item不同,請分大陸跟歐洲)?

不好意思, 我司产品目前没有进入大陆市场的计划, 全部为出口, 所以只能报一个欧洲统一的价格. 具体请见附件.

5. Delivery time為何?

一般是收到定金或者ORIGINAL L/C 后35-40天.

6. Warranty多久?

一年.

7. 訂購前能先要Sample及User manual測試嗎?

一般情况下, 我们可以提供样板供客户测试和评估, 但是我们需要收取一定的样板费, 因为样板成本较高的原因. 如需要其它任何信息, 随时联系!

BEST REGARDS,

SYLVIA

2008-10-15

puzhen-sylvia

发件人: Lin You-Yi

发送时间: 2008-10-15 14:44:33

收件人: puzhen-sylvia

抄送: Felicity Song; Leander Li

主题: RE: Enquiry Reply-resend

Sylvia 你好,

很高興有機會與你們合作, 幾點協助:

1. 請問有minimum order amount的限制嗎?

2. Payment 的procedure為何?

3. Payment term為何? Trade term為何(分大陸跟歐洲)?

4. Purchase price為何(因可賣item不同,請分大陸跟歐洲)?

5. Delivery time為何?

6. Warranty多久?

7. 訂購前能先要Sample及User manual測試嗎?

以上,

Best regards,
Frans Lin

Date: Tue, 14 Oct 2008 17:07:01 +0800
From: puzhen-sylvia@puzhen.com
To: linyouyi@hotmail.com
CC: ficy@puzhen.com, lds@puzhen.com
Subject: Re: RE: Enquiry Reply-resend

Hi Frans,

你好, 不好意思回复这么晚. 贵司提到的有关HOLA的渠道我们很感兴趣. 希望可以有机会合作.

另有关瑞士和法国的代理商, 实际上是我们的DISTRIBUTOR, 而不是TRADING COMPANY. 另外在这两个市场, 还有很多产品贵司可以代理, 如PZ-UA03, PZ-UA08, PZ-AC01, PZ-AC05. 具体请见附件的产品信息.

如果有任何疑问, 请随时联系.

Best regards,

Sylvia

Puzhen International Product Co Ltd

2008-10-14

puzhen-sylvia

发件人: Lin You-Yi
发送时间: 2008-10-14 15:58:54
收件人: puzhen-sylvia
抄送: Felicity Song; Leander Li; mancy
主题: RE: Enquiry Reply-resend

From: linyouyi@hotmail.com
To: puzhen-sylvia@puzhen.com
CC: ficy@puzhen.com, lds@puzhen.com, mancy@puzhen.com
Subject: RE: Enquiry Reply
Date: Tue, 7 Oct 2008 09:44:48 +0800

Sylvia 你好,

謝謝你的回覆.

1 我們公司主要在銷售電腦週邊產品, 因股東對貴公司產品有興趣, 進而與您聯絡. 台灣及大陸的通路首先將會是如下列網紙所示: <http://www.hola.com.cn/index.do> 所賣產品首先將會以能進入HOLA連鎖通路為主.

2 歐洲未來先以瑞士及法國為主, 您所示的代理商為trading company, 不是distributor. 請告知這兩國那些產品我們還能賣, 我們已取得這兩國的網址(www.puzhen.ch; www.puzhen.fr), 如能代理將會設立B2C網站, 全力推廣.

Best regards,

Frans

Date: Mon, 6 Oct 2008 14:17:36 +0800
From: puzhen-sylvia@puzhen.com
To: linyouyi@hotmail.com
CC: ficy@puzhen.com; lds@puzhen.com; mancy@puzhen.com
Subject: Re: RE Enquiry Reply

Frans 你好,

麻烦见以下回复

1. 瑞士可否再增一代理商? 歐洲那些國家還可代理?

瑞士某些产品独家已经给出, 欧洲还有很多国家可代理, 比如德国, 意大利等, 可否麻烦告知贵司基本资料, 相应渠道及感兴趣的产品的型号等, 我司产品可参考网站
<http://www.puzhen.com>

2. 法國/台灣/大陸是否可為代理商?

法国某些产品独家给出如, PZ-UA01M等, 台湾和大陆市场目前没有进入的计划.

如果需要更多资料, 请随时联系! 盼复! 谢谢!

Sylvia CHANG

PUZHEN INTERNATIONAL PRODUCT CO LTD
Puzhen-sylvia@puzhen.com
86 755 8296 0392
86 755 8296 0935
<http://www.puzhen.com>

2008-10-06

puzhen-sylvia

发件人: Lin You-Yi
发送时间: 2008-10-06 11:34:31
收件人: Mancy
抄送: puzhen-sylvia; Felicity Song; Leander Li
主题: RE: Enquiry Reply
Mancy

諒諒 漆

礪礪拜盤叫耕

1. 夙 瘴 曠坝? 稼理è門農產臨 曠?
2. 豨瘴/ 笑/ 嘯琮 曠坝?

Best regards,

豨

Frans Lin
Tel: 886-2-82862866
Mobile: 886-921-722939
SKYPE: franslin1
MSN: linfrans@msn.com
E-mail: linyouyi@hotmail.com

From: mancy@puzhen.com
To: linyouyi@hotmail.com
CC: puzhen-sylvia@puzhen.com; ficy@puzhen.com; lds@puzhen.com
Subject: Enquiry Reply
Date: Mon, 6 Oct 2008 11:20:07 +0800

孫 永

、 諒 諒 瑒 高 T 閩 風 曠 坝、 戈

Pranarom International SA/NV
Tel: 32 68 264 360
Fax: 32 68 331 897
Contact: Mr. Pascal Debauche
Website: www.pranarom.net

T 沓 瑒 高、 航 兼 么 讠

諒 諒!

Mancy Leung

Puzhen International Product Co Ltd
Puzhen Life Co Ltd
1709, Metropole Square, 2 On Yiu Street, Shatin, NT, Hong Kong
Tel : (852) 2637 3301
Fax : (852) 2686 9100
mancy@puzhen.com

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-



Sam-ViewSonic 說:

because the hsorting company is one of my friend

Sam-ViewSonic 說:

but to start something we need first a designer and a dress maker

Sam-ViewSonic 說:

i will give some idea to the designer

Sam-ViewSonic 說:

and the dress make will have to make the first sample

Sam-ViewSonic 說:

and find a technical solution to keep the 2 legs stitching open

Sam-ViewSonic 說:

than we need to contact the vendros to see what is the MOQ

Sam-ViewSonic 說:

payment condition ect

Sam-ViewSonic 說:

if this is ok

Sam-ViewSonic 說:

we will build the website and start the first production

material are serge bi-strech 75% polyester 聚酯, 19 % viscose 黏膠, 6 % elasthan 橡皮

WC HYGIENE PAPIERE

RESPONSE-22-7



			Palette
105	WC PAPIER RECYCLING gräulich 2-lagig 250 Coupons Sa 64 Rollen	0.34	0.29
101	WC PAPIER RECYCLING SOFT weiss 2-lagig 250 Coupons Sa 80 Rollen	0.38	0.34
103	WC PAPIER RECYCLING SOFT gräulich 3-lagig 200 Coupons Sa 64 Rollen	0.42	0.37
110	WC PAPIER geprägt soft weiss 3-lagig 200 Coupons Sa 64 Rollen	0.46	0.40
102	WC PAPIER ZELLSTOFF SOFT TOP weiss 3-lagig 200 Coupons Sa 80 Rollen	0.54	0.48
104	WC PAPIER JUMBO RECYCLING weiss 2-lagig 700m Sa 6 Rollen	6.80	5.95
109	WC PAPIER TOP 4 ZELLSTOFF SUPER VLAUSCH 4-lagig weiss 150 Coupons Sa 60 Rollen	0.65	0.59
106	PAPIER HANDTÜCHER Interfold weiss 2-lagig Zellstoff 3200 Stück	51.60	47.90
108	PAPIER HANDTÜCHER INTERFOLD gräulich 1-lagig Recycling 4224 Stück	39.90	35.90
107	TORK PREMIUM Handtücher ZickZack Ct 2550 Stück hochweiss	69.00	
087	PISSOIR-SCHMUTZFÄNGER INOX A/B/C/D Stück	49.00	
118	PISSOIR SPÜLSTEINE 40gr CITRO Kessel 80 Stück	188.00	
158	PISSOIR SPÜLSTEINE 40gr CITRO Dose 12 Stück	31.00	
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zusätzlich bis 15 % Rabatt

Seite 01

RESPONSE-22-7

KOSMETIKTÜCHLEIN PUTZTUCHROLLEN



150	KOSMETIKTÜCHLEIN FUNNY 100 Blatt 2-lagig weiss Zellstoff	40	0.98	0.85
406	HYGIENEBEUTEL Papier Cr 1000 Stück	1000	46.00	
153	KÜCHENROLLEN FUNNY TOP 3-lagig Zellstoff weiss 52 Blatt	32 Rl	0.98	0.85



155	PUTZTUCHROLLEN MIDI strong 1-lagig weiss Rolle 23cm x 320m	6 Rl	6.90	6.10
156	PUTZTUCHROLLEN MINI strong 1-lagig weiss Rolle 20cm x 130m	12 Rl	3.20	2.80

KOPIERPAPIER



		Vz:		
718	KOPIERPAPIER A4 80gr/m2 weiss holzfrei laser injekt fähig	2500 Blatt	29.75	24.75
720	KOPIERPAPIER A3 80gr/m2 weiss holzfrei laser injekt fähig	2500 Blatt	84.75	



TISCHSETS TELA

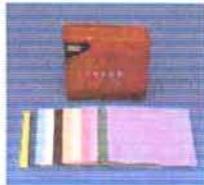
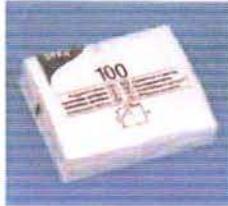
135	TISCHSETS 1-lagig weiss	Cr 2500 Stk	125.00
136	TISCHSETS 3-lagig weiss	Cr 2000 Stk	196.00
137	TISCHSETS 3-lagig rot	Cr 2000 Stk	215.00
138	königsblau		
139	rosa		
140	bordeaux		
141	tannengrün		
142	gelb		



zusätzlich bis 15% Rabatt

Seite 02

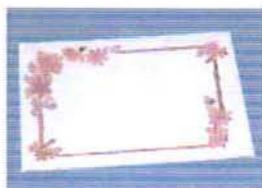
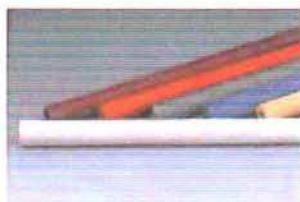
SERVIETTEN weiss + farbig



					Ct	o/oo
111	PAPIERSERVIETTEN Ct 5000 Stk	33 x 33	1-lagig	weiss 1/4	58.00	11.60
112	PAPIERSERVIETTEN Ct 5000 Stk	33 x 33	1-lagig	weiss 1/8	56.00	11.20
114	ZELLSTOFFSERVIETTEN Ct 1200 Stk	33 x 33	2-lagig	weiss 1/8	26.90	22.40
120	ZELLSTOFFSERVIETTEN Ct 2400 Stk	33 x 33	2-lagig	rot 1/8	93.00	38.75
121	ZELLSTOFFSERVIETTEN Ct 2400 Stk	33 x 33	2-lagig	d'blau 1/8	93.00	38.75
123	ZELLSTOFFSERVIETTEN Ct 2400 Stk	33 x 33	2-lagig	bordeaux 1/8	93.00	38.75
124	ZELLSTOFFSERVIETTEN Ct 2400 Stk	33 x 33	2-lagig	gelb 1/8	93.00	38.75
115	ZELLSTOFFSERVIETTEN Ct 1200 Stk	40 x 40	2-lagig	weiss 1/8	37.00	30.90
117	ZELLSTOFFSERVIETTEN Ct 1000 Stk	40 x 40	3-lagig	weiss 1/8+1/4	38.90	
126	ZELLSTOFFSERVIETTEN Ct 1000 Stk	40 x 40	3-lagig	rot 1/8+1/4	76.00	
127	ZELLSTOFFSERVIETTEN Ct 1000 Stk	40 x 40	3-lagig	d'blau 1/8+1/4	76.00	
128	ZELLSTOFFSERVIETTEN Ct 1000 Stk	40 x 40	3-lagig	bordeaux 1/8+1/4	76.00	
130	ZELLSTOFFSERVIETTEN Ct 1000 Stk	40 x 40	3-lagig	altrosa 1/8+1/4	76.00	
131	ZELLSTOFFSERVIETTEN Ct 1000 Stk	40 x 40	3-lagig	jägergrün 1/8+1/4	76.00	
133	ZELLSTOFFSERVIETTEN Ct 1000 Stk	40 x 40	3-lagig	gelb 1/8+1/4	76.00	
134	ZELLSTOFFSERVIETTEN Ct 1000 Stk	40 x 40	3-lagig	champagnecl/8+1/4	76.00	

Seite 03

zusätzlich bis 15 % Rabatt

RESPONSE-22-7

DUNI PRODUKTE**DUNILIN SERVIETTEN**

145	weiss rot bordeaux altrosa dunkelblau jägergrün champagne apricot gelb	40 x 40	1/4	Ct 600 Stk	191.00
				Ct 600 Stk	211.00

DUNICEL TISCHROLLEN

146	weiss bordeaux altrosa rot dunkelblau jägergrün champagne apricot gelb	25 m x 1.25 m		Ct 2 x 25 m	135.00
				Ct 2 x 25 m	144.00

DUNICEL NAPPERONS

147	weiss dunkelblau bordeaux rot	84 x 84 cm		Ct 100 Stk	178.00
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DUNICEL TISCHSETS

148	weiss dunkelblau champagne jägergrün bordeaux	Webkante 30 x 40 cm		Ct 500 Stk	138.00
				Ct 500 Stk	147.00

DUNI KERZEN

552	weiss dunkelblau rot bordeaux gelb champagne jägergrün rosa apricot			Ct 100 Stk	44.50
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Alle anderen Duni Artikel auf Bestellung

zusätzlich bis 15 % Rabatt

Seite 04

4

PLATTEN + SPITZENPAPIERE



242 **TASSEDECKELI 90mm rund weiss 1-lagig** 45.00
Pa 6 x 1000 Stück



244 **GLASUNTERSETZER 7-lagig 90mm rund "Wallis"** 65.00
1500 Stück

231 **TELLERDECKELI 55 gr/m2 15 x 15 weiss** 9.50
500 Stück

234 **TELLERDECKELI STRAHLEN 15 X 15 rot** 9.90
Pa 1000 Stück

235 15 x 15 blau

236 15 x 15 grün

237 15 x 15 braun

238 15 x 15 bordeaux



201 **PLATTENPAPIER Kroko** 12 cm rund 8.50 8.00
Pa 500 Stück Ct 10 Pa

202 16 cm rund 10.50 9.90

203 20 cm rund 12.80 12.10

204 24 cm rund 16.80 15.95

205 28 cm rund 21.00 19.95

206 30 cm rund 24.50 23.30



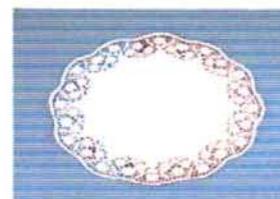
210 **PLATTENPAPIER Kroko** 14/21 oval 10.50 9.90
Pa 500 Stück Ct 10 Pa

211 18/27 oval 13.50 12.90

212 21/32 oval 16.90 16.20

213 23/35 oval 22.00 20.90

214 26/38 oval 24.00 22.80



220 **SPITZENPAPIER weiss** 10 cm rund 22.00
Pa 1000 Stück Ct 2000

221 12 cm rund 24.00

222 16 cm rund 29.00

223 20 cm rund 39.00

224 24 cm rund 45.00

225 32 cm rund 62.00

zusätzlich bis 15 % Rabatt

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(&N)

寄件者: "Lin You-Yi" <linyouyi@hotmail.com>
日期: 2011年5月30日 下午 05:04
收件者: <frans_lin@evertec.asia>
主旨: FW: Sunnytech

From: samanta.ng@swisscarving.com
To: linyouyi@hotmail.com
Subject: FW: Sunnytech
Date: Fri, 7 Nov 2008 07:14:58 +0100

From: Samanta Ng
Sent: vendredi, 7. novembre 2008 07:10
To: 'Frans Lin'
Subject: Sunnytech

Question you have to ask :

1. How will Mr Su do to add a wood body to the Sputnik diffuser? I technically want to know HOW ?
2. Is it possible to have the ultrasonic part in only 1 piece ? Level control + Fog maker in only 1 piece ?
3. Would it not be more simple to just copy the puzhen concept ? I mean build an internal part (like part 1 into my picture PINK) and just change the design (part2 GREEN) ???

Ng Samanta

Sales Manager Switzerland

ViewSonic Technology GmbH
Hanns-Martin-Schleyer-Str. 18a
47877 Willich, Germany

Switzerland office : +41 79 616 23 73

Tel: +49 (0)2154 91 88 0

Fax: +49 (0)2154 91 88 12

samanta.ng@viewsoniceurope.com

ViewSonic 
See the difference

nbsp;

(&N)

寄件者: "Lin You-Yi" <linyouyi@hotmail.com>
日期: 2011年5月30日 下午 05:06
收件者: <frans_lin@evertec.asia>
主旨: FW: ISAGI CONTACT

Subject: ISAGI CONTACT

Date: Tue, 4 Nov 2008 05:00:04 +0100

From: Samanta.Ng@Viewsoniceurope.com

To: linyouyi@hotmail.com

Hello my friend,

Please ask ISagi :

1. how many ml water can we put into the diffuser
2. how many hours can the diffuser diffuse.
3. how many design are they proposing ?
4. are their products rohs compliant and CE certification?
5. what are the MOQ and price.

Need to know if this is a big company or a small company.

Thanks

sam

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2008-08-07

designer account



日期 DATE	摘要 MEMO	支 出 WITHDRAWAL	存 入 DEPOSIT	結 餘 BALANCE	註 記 REMARKS
1	承前頁		74954-010505-6	\$1,362.00	
2	97.07.21 金融卡	\$1,000.00		\$362.00	自動
3	97.08.06 薪資 代撥薪資入帳		\$40,832.00	\$41,194.00	
4	97.08.06 金融卡	\$15,000.00		\$26,194.00	台新銀
5	97.08.07 跨行轉	\$2,000.00	12400-511645-8	\$24,194.00	台新銀
6	97.08.07 手續費	\$17.00		\$24,177.00	
7	97.08.08 金融卡	\$12,000.00		\$12,177.00	自動
8	97.08.14 金融卡	\$2,000.00		\$10,177.00	國泰世
9	97.08.25 保費	\$2,000.00	統一安聯保費	\$8,177.00	
10	97.08.27 跨行轉	\$8,000.00	0052725159212300	\$177.00	台北銀
11	97.08.27 手續費	\$17.00		\$160.00	
12	97.09.05 薪資 代撥薪資入帳		\$40,581.00	\$40,741.00	
13	97.09.06 金融卡	\$12,000.00		\$28,741.00	自動
14	97.09.09 金融卡	\$20,000.00		\$8,741.00	自動
15	97.09.19 金融卡	\$3,000.00		\$5,741.00	台北銀
16	97.09.25 保費	\$2,000.00	統一安聯保費	\$3,741.00	
17	97.10.27 保費	\$2,000.00	統一安聯保費	\$1,741.00	
18	97.11.24 轉帳存 30351-**8149-*		\$4,000.00	\$5,741.00	自動
19	97.11.25 保費	\$2,000.00	安聯人壽保費	\$3,741.00	
20	97.12.09 金融卡	\$1,000.00		\$2,741.00	自動
21	97.12.21 利息		\$7.00	\$2,748.00	
22	97.12.25 保費	\$2,000.00	安聯人壽保費	\$748.00	
23	97.12.30 轉帳存 30351-**8149-*		\$4,000.00	\$4,748.00	自動
24	98.01.05 轉帳存 30351-**8149-*		\$25,000.00	\$29,748.00	自動

人工登錄明細 (機器故障時使用)

請翻次頁



 **swissbreeze**

 **fluidbreeze**

 **swixbreeze**

 **edelbreeze**

 **nicebreeze**

 **h2obreeze**

 **alpenbreeze**

 **alpinbreeze**



alpinoreeze