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January 7, 2003

To:	Jacques Chabot, Director of General Services and Marketing, ISO Central Secretariat
Subject:	ANSI Response on the JTC 1 MTPT e-Commerce Market Trial
From:	Bob Feghali, ANSI VP of Business Development and Chief Information Officer

Dear Jacques,

Attached please find the results of the ANSI sales covering the ISO/IEC JTC1 MTPT for the past 3 years just to have some comparison. I think that is fair to conclude from our sales that the reduction in price has decreased our revenues even though new product were introduced. With the exception of one standard (ISO/IEC TR 11172-5:1998-Programming C)) that more than doubled in revenue and sold over 10 time the units, the rest of the standards were not impacted by the price changes. It is apparent that volume is very much related to the contents of the standard and not the price. From our perspective, we see this trial as a failure.

Regards,

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Sum of DOCAMNT ITEMDESC	Year			Grand Total	Increase/Decrease
	2000	2001	2002		
ISO/IEC 11172-1:1993	\$ 196	\$ 1,764	\$ 1,164	\$ 3,124	66%
ISO/IEC 11172-2:1993	\$ 384	\$ 2,560	\$ 1,168	\$ 4,112	46%
ISO/IEC 11172-3:1993	\$ 1,088	\$ 3,944	\$ 1,664	\$ 6,696	42%
ISO/IEC 11172-4:1995	\$ 88	\$ 440	\$ 364	\$ 892	83%
ISO/IEC 12207/Amd1:2002			\$ 540	\$ 540	
ISO/IEC 12207:1995	\$ 588	\$ 2,058	\$ 712	\$ 3,358	35%
ISO/IEC 13239:2002			\$ 338	\$ 338	
ISO/IEC 13250:2000		\$ 84		\$ 84	0%
ISO/IEC 13818-2/Amd1:2001			\$ 306	\$ 306	
ISO/IEC 14495-2:2002			\$ 188	\$ 188	
ISO/IEC 14496-2/Amd1:2002			\$ 702	\$ 702	
ISO/IEC 14496-2/Amd2:2002			\$ 638	\$ 638	
ISO/IEC 14496-2:2001			\$ 3,826	\$ 3,826	
ISO/IEC 14496-3:2001			\$ 2,842	\$ 2,842	
ISO/IEC 14496-5:2001			\$ 210	\$ 210	
ISO/IEC 14519:2001			\$ 52	\$ 52	
ISO/IEC 14598-1:1999	\$ 58	\$ 232	\$ 130	\$ 420	56%
ISO/IEC 14598-2:2000		\$ 126		\$ 126	0%
ISO/IEC 14598-3:2000		\$ 100		\$ 100	0%
ISO/IEC 14598-4:1999		\$ 160	\$ 52	\$ 212	33%
ISO/IEC 14598-5:1998		\$ 240		\$ 240	0%
ISO/IEC 14764:1999		\$ 168	\$ 52	\$ 220	31%
ISO/IEC 1539-1:1997		\$ 390	\$ 260	\$ 650	67%
ISO/IEC 1539-2:2000			\$ 182	\$ 182	
ISO/IEC 1539-3:1999	\$ 140	\$ 62	\$ 234	\$ 436	377%
ISO/IEC 15444-1:2000			\$ 584	\$ 584	
ISO/IEC 15938-2:2002			\$ 52	\$ 52	
ISO/IEC 16022:2000		\$ 720	\$ 494	\$ 1,214	69%
ISO/IEC 16023:2000	\$ 88	\$ 176	\$ 104	\$ 368	59%
ISO/IEC 7816-1:1998	\$ 756	\$ 520	\$ 312	\$ 1,588	60%
ISO/IEC 7816-10:1999	\$ 462	\$ 702	\$ 130	\$ 1,294	19%
ISO/IEC 7816-2:1999	\$ 672	\$ 600	\$ 260	\$ 1,532	43%
ISO/IEC 7816-3:1997	\$ 504	\$ 2,664	\$ 714	\$ 3,882	27%
ISO/IEC 7816-4:1995	\$ 552	\$ 3,059	\$ 676	\$ 4,287	22%
ISO/IEC 7816-5/AMD1:1996			\$ 156	\$ 156	
ISO/IEC 7816-5:1994		\$ 777	\$ 364	\$ 1,141	47%
ISO/IEC 7816-6/Amd1:2000			\$ 52	\$ 52	
ISO/IEC 7816-6:1996	\$ 300	\$ 1,212	\$ 364	\$ 1,876	30%
ISO/IEC 7816-7:1999	\$ 1,230	\$ 840	\$ 260	\$ 2,330	31%
ISO/IEC 7816-8:1999	\$ 1,296	\$ 1,368	\$ 338	\$ 3,002	25%
ISO/IEC 7816-9:2000	\$ 750	\$ 1,575	\$ 338	\$ 2,663	21%
ISO/IEC 8859-1:1998	\$ 134	\$ 114	\$ 78	\$ 326	68%
ISO/IEC 8859-10:1998		\$ 38	\$ 52	\$ 90	137%
ISO/IEC 8859-11:2001			\$ 35	\$ 35	
ISO/IEC 8859-13:1998		\$ 38	\$ 26	\$ 64	68%
ISO/IEC 8859-14:1998		\$ 38	\$ 26	\$ 64	68%
ISO/IEC 8859-15:1999		\$ 38	\$ 26	\$ 64	68%
ISO/IEC 8859-16:2001			\$ 35	\$ 35	
ISO/IEC 8859-2:1999		\$ 38	\$ 26	\$ 64	68%
ISO/IEC 8859-3:1999		\$ 38	\$ 52	\$ 90	137%
ISO/IEC 8859-4:1998		\$ 38	\$ 52	\$ 90	137%
ISO/IEC 8859-5:1999		\$ 38	\$ 52	\$ 90	137%
ISO/IEC 8859-6:1999		\$ 42	\$ 26	\$ 68	62%
ISO/IEC 8859-9:1999		\$ 38	\$ 52	\$ 90	137%
ISO/IEC 9899:1999	\$ 5,230	\$ 3,204	\$ 4,420	\$ 12,854	138%
ISO/IEC TR 11172-5:1998	\$ 746	\$ 550	\$ 696	\$ 1,992	127%
ISO/IEC TR 21000-1:2001			\$ 94	\$ 94	0%
ISO/IEC TR 22250-1:2002			\$ 52	\$ 52	0%
Grand Total	\$ 15,262	\$ 30,793	\$ 26,622	\$ 72,677	86%