

DIRECTORS:

P.T.W. SMITH  
(CHAIRMAN)

W. WARDMAN  
(MANAGING)

A.K.J. INNES  
(SALES)

DR. A.J. BARRETT  
(ESDU LIMITED)

G.M. FLETCHER  
(FINANCE)

REGISTERED OFFICE:

ELM HOUSE  
10/16 ELM STREET  
LONDON WC1

REGISTERED IN ENGLAND No. 1004791



TELEX: ENDASA LONDON 916168

**ENGINEERING  
DATA SALES LTD**  
34 HAYMARKET  
LONDON SW1Y 4HZ  
TELEPHONE  
01-839 3002

Mr. Joao Bosco Paes de Barros  
Managing Partner  
Barroslearn Producoes Didaticas Ltda  
Rue 24 de Maio 62,  
Caixa Postal 6182  
S. Paulo  
Brasil

7th October, 1977

Dear Dr. Bosco,

Following the discussions between Engineering Data Sales Limited and Barroslearn Producoes Didaticas Ltda. in London and Sao Paulo, I am writing to confirm the terms of agreement between us.

The following definitions apply throughout this letter:-

- 'The Supplier' is Engineering Data Sales Ltd. whose registered office is at Elm House, 10-16 Elm Street, London WC1.
- 'The Marketing Representative' is Barroslearn Producoes Didaticas Ltda. whose registered office is at 4th Floor, Room 531, Rua 24 de Maio, 62 cep 01041 Sao Paulo - Sp - Brasil.
- 'The area' is Brasil.
- 'ESDU' is the Engineering Sciences Data Unit.
- 'The Data Items' are those items produced by ESDU, for which the Supplier holds world rights of distribution, as specified in the ESDU Index which is in a continuous state of amendment.

The terms of agreement are as follows:-

1. (a) THE Supplier hereby grants to the Marketing Representative the exclusive rights to market and sell the Data Items in the Area, The Supplier reserves the right to market and sell itself in the Area.
- (b) The Supplier reserves the right at any time to add to amend or delete the Data Items specified in the said 1976 Index hereby and will notify the Marketing Representative in writing of any such addition amendment or variation.
- (c) The Marketing Representative will promote and sell the Data Items in the area throughout the term of this Agreement.

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SOLE MARKETING RIGHTS FOR ESDU DATA ITEMS

