

From: Kiki Wu
To: Linda Giannini and Carlo Nati
Subject: teaching material for robotics and science
Date: Fri, 23 Apr 2010 13:11:40 +0800

Dear Dr. Linda Giannini and Dr. Carlo Nati:

We have learned your name as a well-known robotics educator from the Internet. We are a manufacturer of teaching material for robotics and electronics named **Letry Co.** in Taiwan. We would like to ask if there is possibility to enter into business relations with you. The products of **Letry** are creative and fun for students. Especially, they are much cheaper than other brands. Our basic kits are well designed for leading starters (at least 10 years old or above) to get concepts about electronics and common sense about technology. Many of our customers use them as basic educational kits for their science classes in elementary schools and high schools. **More than 300 schools use Letry kits as their teaching material for science workshops in instead of Lego robot since 2005.** Our advanced kits are for electronics and robotics learners in universities. Besides products, we also offer teaching support such as additional materials, teaching animations and ideas for teachers.

You may visit our website <http://www.letry.com.tw/welcomeeng.html>



If you are interested in knowing more about our products. Please contact our sales representative, Kiki Wu.

We will send a commercial sample to you.

Thanks in advance for your kind attention and your prompt response would be highly appreciated.

Please find the attached file.

Best regards

Kiki Wu (Chinese name ...ÇÎÄÛF)
Letry Company Ltd. <http://www.letry.com.tw>

From: Linda Giannini and Carlo Nati
To: Hero Kiki
Cc: "Linda Giannini" <calip@mbox.panservice.it>
Subject: R: teaching material for robotics
Date: Sun, 25 Apr 2010 19:44:58 +0200

Dear Mr Kiki Wu,
Me and Linda Giannini are interested to test your robots, Especially, if they are much cheaper than other brands. Could we try your system in our class? How can we enter in touch with your sales representative in Italy?

Thanks for your kind mail.
Carlo Nati ad Linda Giannini

From: Kiki Wu
To: Linda Giannini and Carlo Nati
Subject: sending samples of teaching material for robotics
Date: Mon, 26 Apr 2010 10:15:14 +0800

Dear Dr. Linda Giannini
Thanks for your prompt reply. I would like to know if you and Dr. Carlo Nati teach in the same school? If no, I need your address and telephone number for the addressee information to **send you the samples of Letry**. Looking forward to your further response.

Kiki Wu (Chinese name ...ÇÎÄÛF)
Letry Company Ltd.
<http://www.letry.com.tw>

From: Carlo Nati
To: Kiki Wu
Cc: Linda Giannini
Subject: R: teaching material for robotics
Date: Mon, 26 Apr 2010 08:22:20 +0200

Dear Ms Kiki,
I am sorry, because the mistake about the gender. ☺
I am male and Linda is a female. I teach in a secondary school C Liceo Artistico di Latina - my student are 14 C 19 years old. Linda teaches in a kindergarden school in Latina - Istituto comprensivo Don Milani C 3 to five years old -
We are part of the scientific committee of [Scuola di robotica](#) in Genova.
We are members of the editorial staff of [Education 2.0](#), an online review about teaching and learning. The director of the review is a former Italian minister of education Luigi Berlinguer.

Other informations: Carlo Nati, Linda Giannini,

Thanks and best regards.
Carlo and Linda

Da: Kiki...ÇÎÄÛF
Inviato: martedì 27 aprile 2010 4.47
A: carlo nati
Oggetto: Re: teaching material for robotics

Dear Mr. Carlo Nati:
It always makes me laugh when I am called Mr. Kiki or Mr. ...ÇÎÄÛF. It is a good mistake to make everyone laugh. The sample will be sent by post office today, but I am not sure if the delivery will be delayed by Iceland volcano. It is said there is no flight to Europe these days. It usually takes about one week from Taiwan to Europe by Express.

For this time , please wait for more couple days.

Let's keep in touch.
Best regards

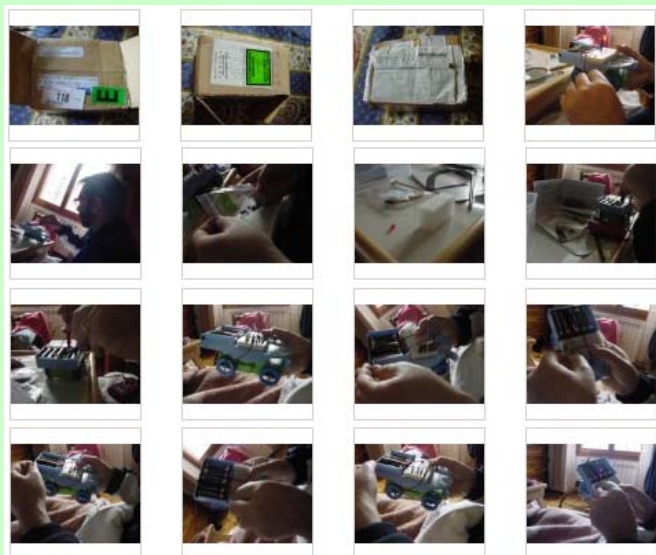
Kiki Wu (Chinese name ...ÇÎÄÛF)
Letry Company Ltd.
<http://www.letry.com.tw>

From: Linda Giannini and Carlo Nati
To: Kiki Wu
Subject: R: teaching material for robotics
Date: Sun, 16 May 2010 19:13:23 +0200

Dear Ms. Kiki,
I want to thank you because we have received the Letry Robot.

At a glance it seems a good way to introduce laboratory activity in a classroom (phisycs concepts). Now we need some weeks to introduce to our students the Robot and to have some feedbacks. Me and Linda will send you the documentation about the activity. Could we know what is the price for schools of the Letry Robot (A002)?

Best regards. Carlo and Linda



From: Kiki Wu
To: Linda Giannini and Carlo Nati
Subject: Re:quotation
Date: Mon, 17 May 2010 22:26:33 +0800

Dear Dr. Linda Giannini and Dr. Carlo Nati:

Thanks for spending time evaluating our products. Regarding price, please find the attached file. If you have any questions when you use our products, Don't hesitate to tell us.
Let's keep in touch.

Best regards
Kiki Wu (Chinese name ...ÇÎÄÛF)

From: Linda Giannini and Carlo Nati
To: Kiki Wu
Subject: R: quotation
Date: Tue, 18 May 2010 08:28:15 +0200

Dear Ms. Kiki,
thank you for the quotation sheet. Now we have all the elements to evaluate the robot.

Do you have a network with other school in Europe using Letry?

Have a nice day.
Carlo and Linda

Da: Kiki...ÇÎÄÛF

A: Linda Giannini and Carlo Nati

Inviato: martedì 18 maggio 2010 9.39

Oggetto: Re: quotation

Dear Dr. Linda Giannini and Dr. Carlo Nati:

Thanks for your inquiry. We don't have a network with any schools in Europe. We are just at the beginning to spread our products to Europe. You are the first Italian I have contacted. We hope to get in contact with the person-in-charge of some schools in other countries in Europe. I e-mailed a lot but got few replies. English seems not popular in Europe. I can't speak German nor France. Can you help me get in touch with the schools which robotics is taught? Or are you interested in being one of our distributors? Looking forward to your further response.
Best regards

Kiki Wu (Chinese name ...ÇÎÄÛF)
Letry Company Ltd.

From: Dear Dr. Linda Giannini and Dr. Carlo Nati:

To: Kiki Wu

Cc: Fiorella Operto

Subject: R: quotation

Date: Wed, 19 May 2010 13:26:44 +0200

Dear Kiki,

We are teachers and we are not not interested in other than teaching, but me and Linda are in touch with a lot of European Networks about science and we will be glad to introduce you. First of all you have to enter in touch with Fiorella Operto, the President of Scuola di Robotica. She is reading in CC this mail. Me and Linda will prepare a list of address that could be useful for your aim.

Have a nice day.
Carlo and Linda

From: Kiki Wu

To: Linda Giannini and Carlo Nati

Subject: Many thanks for your help

Date: Thu, 20 May 2010 15:47:07 +0800

Dear Linda Giannini and Carlo Nati:

It's nice of you. I am so lucky to know you both. I hardly know how to express my gratitude for your help. I have send Ms. Fiorella Operto an e-mail to introduce Letry Robot. But I am not sure she will notice it among so many junk e-mails.

May I know if Ms. Fiorella Operto lives in the same city with you and Linda?

Is it convenient for you to show her one of our products ?

Of course we are going to send her the samples, but delivery takes a lot of time. It saves more time for her to get the sample from you than from us.

Thanks a lot again.
Looking forward to your further response
Best regards

Kiki Wu (Chinese name ...ÇÎÄÛF)
Letry Company Ltd.

From: Linda Giannini and Carlo Nati
To: Hero Kiki
Subject: R: Many thanks for your help
Date: Fri, 21 May 2010 09:13:27 +0200

Dear Kiki,
unfortunately, Fiorella lives in the north of Italy in Genova and is far from us; we lives very closet o Rome.
I have wroten about you in a separate mail so your mail will be read. ☺

Below you find two e-mail addresses. The first on is about [Alexa Joice](#) and she is development manager in European schoolnet. This organisation works as an operative arm of the European Community.
With the second you can enter in touch with a german physics teacher involved in a lot of European science projects. Will follow other contacts.

alexa.joyce <http://www.xplora.org/ww/en/pub/eun/index.htm>

Jörg Gutschank <http://www.school.gutschank.eu/>

Have a nice day.
Carlo and Linda

From: Kiki
To: Linda Giannini and Carlo Nati
Subject: Re: Many thanks for your help
Date: Tue, 25 May 2010 11:49:55 +0800

Dear Linda Giannini and Carlo Nati:
Many thanks for giving me such useful information.
I have sent e-mails to Ms. Alexa Joyce , Mr. Jörg Gutschank and Ms. Fiorella Operto.
I hope those e-mails will not be ignored.

Thanks you two very much.
Best regards

Kiki Wu (Chinese name ...ÇÎÄÜF)
Letry Company Ltd.

From: Linda Giannini and Carlo Nati
To: Hero Kiki
Subject: Scuola di Robotica
Date: Mon, 21 Jun 2010 07:50:36 +0200

Dear Ms. Kiki,
Fiorella Operto has received the kit and she is thinking about the didactic use of it.
We let you know something more very soon.
Have a nice day. Carlo and Linda

From: Kiki
To: Linda Giannini and Carlo Nati
Subject: Re: Scuola di Robotica
Date: Mon, 21 Jun 2010 14:34:07 +0800

Dear Carlo and Linda:
We sincerely appreciate your help.
There are some beautiful pictures in the attached file for sharing with you.
So happy to hear from you and Linda.
Best regards

Kiki Wu (Chinese name)
Letry Company Ltd.