20 February 1976

Mike Hayes, MNH-AE
P. O. Box 167
Port Orchard, Wash. 98366

Bill Gates, Micro-Soft
1180 Alvarado S.E. No. 114
Albuquerque, New Mexico 87108

Regarding your Letter of 3 February 1976 Appearing in Homebrew
Computer Club Newsletter Vol. 2 No. 1

Dear Mr. Gates:

Your software has helped many hobbyists, and you are to be thanked
for it! However, you should not blame the hobbyists for your own
inadequate marketing of it. You gave it away; none stole it from you.
Now you're asking for software welfare so you can give more away.
If $2/hr is all you got for your efforts, then $2/hr is what they're
worth on the free market. You should either change your product or
change your way of selling it, if you feel it'll bring more money.
I'm sure that if I were MITS, I'd be chuckling all the way to the bank
over the deal I got from you. After all, your marvelous software has
allowed them to sell a computer which, without it, none would have
touched, except as a frustrating novelty item.

I congratulate you and MITS upon being major influences in the
founding of the computer hobby market. It's too bad you didn't get
the profit from your efforts that they did from theirs, but that's your
fault, not theirs or the hobbyists. You underpriced your product.

If you want monetary reward for your software creations, you had
better stop writing code for a minute and think a little harder about
your market and how you are going to sell to it. And, by the way,
calling all of your potential future customers thieves is perhaps
"uncool" marketing strategy!

Sincerely yours,

Dr. Michael N. Hayes

MNH-Applied Electronics

Copy to: R. Reiling
Homebrew Computer Club