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February 6, 1991

Mr. Maki Kamiya
Supervisory Manager
Patent Department
Yamaha Corporation
10-1, Nakazawa-cho
Hamamatsu-shi, Shizuoka-ken
430 JAPAN

Dear Mr. Kamiya:

We are very much looking forward to visit our old friends in Hamamatsu. With the Gulf War raging, we do have some trepidation about flying. However, as some have suggested, this may be the better time as opposed to later because airlines and airports now will be much more cautious. Later, they may relax!

Some months ago, we were contacted by the president of a new company, Media Vision in Fremont, California. This had to do with its concern about getting FM chips. As I recall, we were contacted a few years ago by another company which experienced a similar problem.

Following up on his earlier visit, Paul Jain, the president of Media Vision, sent the attached letter which I think you will find of interest.

Mr. Jain makes the point that FM has the potential of being established in the field of music as a "standard," but that the present marketing strategy of Yamaha is such that market conditions will drive industry to an alternative standard. We, of course, not only would desire to see a greatly expanded sales of FM chips before expiration of the license, but would be proud to have FM in fact become a standard, now or later.

Perhaps we can put the topic brought up by Mr. Jain's letter for discussion during our visit.

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We are still working out detailed travel arrangements and expect to firm them up by next week.

Best regards,

A handwritten signature in cursive script, appearing to read "Niels Reimers".

Niels Reimers
Director

cc: John Chowning
Joe Koepnick

Enclosure
NJR:kla