



YAMAHA

SINCE 1887

NIPPON GAKKI SEIZO KABUSHIKI KAISHA
(NIPPON GAKKI CO., LTD.)

10-1, Nakazawa-cho, Hamamatsu-shi, Shizuoka-ken 430, Japan.

Cable: NIPPON GAKKI HAMAMATSU, JAPAN. Telephone: (534) 65-1111

STANFORD UNIVERSITY

MAR 8 1985

TECHNOLOGY LICENSING

March, 1st, 1985

Rec'd CCRMA 3/19

Mr. Niels Reimers
Director
Technology Licensing
105 Encina Hall
Stanford University
Stanford, Ca. 94305
U.S.A.

Dear Mr. Reimers:

It is good to inform you that FM is doing fine.
Not only is it being used in pure musical instrument, it seems the fm chips are rapidly gaining a position as a general purpose sound chip for the personal computer.

Since the last fall, NEC, Japan's largest PC manufacturer has been using our variation of the fm chips for their line of products.
We are also preparing another fm sound chip for use by MSX standard, and for Japanese video-tex called CAPTAIN.

While we, both Stanford and Yamaha, are enjoying the success of the technology, I think we should be prepared for the change of the competitive situation, or the advent of alternative systems.
As mentioned in your previous letter, we only need a smile to see some talks going on between you and some Japanese companies.
However, the new technology is always important.
Within the reasonability that you consider, if you update us with the information about licensing situation, including Digitar, we will be very much appreciative. For we might reconsider Digitar licensing.

Incidentally, from 10th of March, I am going to visit the U.S.
During my stay in the U.S., I would like to visit your office and CCRMA to talk about new technologies and so on.
Though I will try to reach you and confirm the meeting in the U.S., can I tentatively make an appointment on Friday afternoon, 15th of March?
Please let me know your convenience, and I look forward to seeing you.

Sincerely,

Yasunori Mochida
Director
Nippon Gakki Co.