

Post Office Box 22
Averill Park, New York 12018
September 26, 1994

Director of Public Relations
Harold Weisberg
7627 Old Receiver Road
Frederick, Maryland 21701

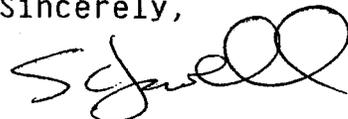
Dear Sir:

As a graduate student at SUNY Albany, I am researching the specialty area of contemporary publishing related to professional books, specifically law publishing. You are listed in Gale Research's *Law and Legal Information Directory*, Section 16, as a publisher who issues "a significant portion" of your products in the legal field.

I am very interested in discovering your perspective on the industry, *i.e.*, what percent of your publications are law-related; how do you rank yourselves in the industry; what is the strength of your company over others, what is your competitive advantage; and what do you see as the future of your company as it relates to industry trends. Any information you could provide, including your annual report and catalog of products, will be greatly appreciated.

Thank you for taking the time to provide me with this information. As a student in the School of Information Science and Public Policy, I appreciate the time it takes to dispense accurate information.

Sincerely,



Susan Carroll Jewell