

**John Wiley & Sons, Inc.**  
*Publishers Since 1807*



605 Third Avenue  
New York, NY 10158-0012  
212 850 6113  
FAX 212.983.0529  
Telex 12 7063  
Cable IONWILE

Richard S. Rudick  
*Senior Vice President and  
General Counsel*

September 24, 1996

Ms. Lisa Livingston  
Educational Multimedia  
Fair Use Guideline Development Committee  
City College/City University of NY  
5/220 North Academic Center  
138th Street at Convent Avenue  
New York, NY 10031

Dear Ms. Livingston:

I am writing to say that John Wiley & Sons, Inc. supports the Education Multimedia Guidelines, and to ask you to add our name to the list of endorsing organizations.

I have followed these negotiations through my participation in the CONFU meetings, and know how much patience, effort, and understanding was required. John Wiley & Sons greatly appreciates having had the opportunity to be involved.

As a publisher, Wiley supports fair use in principle. Properly applied, it can facilitate the work of our own authors, as well as educators and others who purchase and use our works. Applied incorrectly, it can undermine the economic basis for the dissemination of knowledge. Powerful new technologies make it particularly desirable for educators and publishers to agree on standards and guidelines which are practical, and which accommodate their mutually supportive interests.

It is better, whenever possible, and as was the case here, for the parties directly affected to write their own rules, rather than to embark upon the more laborious and less certain process of statutory amendment. Such amendments may in any event be a futile exercise given the pace of, and the uncertainties that result from, technological change. For this reason, we support these guidelines. We hope that they will be respected and followed.

Sincerely,

RSR:ss

cc: Carol Risher, Esq.  
Charles Ellis