

**THE NIHON KEIZAI SHIMBUN**  
(JAPAN ECONOMIC JOURNAL)

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DECEMBER 2, 1986

DEAR SIR:

I HAVE BEEN INFORMED BY MR. MATSUZAKI, SECRETARY OF THE JAPAN FRANCHISE ASSOCIATION THAT YOU HAVE AN EXCELLENT REPUTATION IN THE EUROPEAN FRANCHISE BUSINESS STUDIES.

I AM A REPORTER WITH THE NIHON KEIZAI SHIMBUN (THE JAPAN ECONOMIC JOURNAL), THE MOST WIDELY READ ECONOMIC JOURNAL IN JAPAN WITH A DAILY CIRCULATION OF TWO AND A HALF MILLION. WE WISH TO RUN A SERIES OF FEATURE ARTICLES ON THE FRANCHISE BUSINESS WORLD WIDE, WHICH WILL FOCUS ON ALL ASPECT OF THE INDUSTRY.

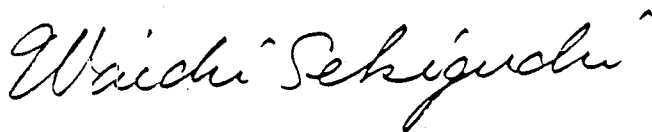
IN VIEW OF THE FACT THAT YOU ARE ONE OF THE LEADERS IN THE FIELD I WOULD GREATLY APPRECIATE THE OPPORTUNITY OF A FEW MINUTES OF YOUR TIME TO HEAR YOUR OPINIONS AS WELL AS WHAT YOU CONSIDER THE FUTURE OPPORTUNITIES AND DIFFICULTIES FOR THE INDUSTRY AS A WHOLE.

I WILL BE ARRIVING IN PARIS JANUARY 8 IN THE EVENING AND STAY TILL 11 IN THE EVENING. IF IT IS CONVENIENT FOR ME TO MEET YOU, I WOULD BE MOST GRATEFUL IF YOU COULD ADVISE ME SUITABLE TIME.

I DO HOPE IT WILL BE POSSIBLE TO MEET YOU, AND MANY CONGRATULATIONS ON THE SUCCESS OF YOUR BUSINESS.

SONS GREETING AND BEST WISHES,

YOURS SINCERELY,



WAICHI SEKIGUCHI  
STAFF WRITER FOR  
THE NIHON KEIZAI SHIMBUN