

**Cornell Law School**  
**Legal Information Institute**

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Peter W. Martin  
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Mr. Dale Dougherty  
O'Reilly & Associates  
103A Morris St.  
Sebastopol, CA 95472

Dear Dale:

I am enclosing a disk-based version of the piece you published in the GNN Magazine. I prepared this version in order to share the essay with friends in the law publishing world who are familiar with FOLIO Views but still largely ignorant of WWW.

The prior generation Views -- strictly DOS, no in-line images -- is the dominant CD-ROM platform in law. Views 3.0, with which we've been publishing since this summer, permits a publisher to distribute a single binary hypertext file that will run with a Windows, DOS, or Mac. This sample carries the Windows viewer. To install it run the setup program on disk #1 under Windows.

Since Views hypertext documents can be compiled from a SGML compliant flat file or exported to one, we've found it fairly straightforward to offer both a Net and a disk version of the same material.

I have no idea whether such dual distribution fits ORA's plans, but should you ever want to explore why and how, we'd be happy to. This is not a sales pitch but an expression of the hope that our enterprises can continue to swap ideas.

Thank you again for publishing the piece.

Sincerely,

Peter W. Martin