

12 July 2005

Tom Stafford Esq
Department of Psychology
University of Sheffield
Western Bank
Sheffield
S10 2TP

Dear Mr Stafford

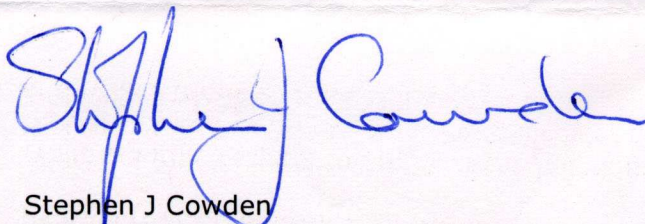
Thank you for your letter of 29th June 2005 to Mr Jan Hommen regarding our Spearhead Exhibitions business and specifically, Spearhead's Defence Systems and Equipment International (DSEi) exhibition.

I would like to explain in more detail our policies which govern the running of this event:

The selling of equipment and services for national defence is legal and government-supported. It is enshrined in Article 51 of the United Nations Charter. Under the terms of various rules and regulations subscribed to by the nations participating in DSEi, including those of the OECD, rigorous checks are made on all business dealings through such legislation as the Export Control Act 2002 in the UK and, other similar codes and laws in the European Union. Exhibitions such as DSEi serve a legitimate purpose in bringing together industry and governments in a controlled environment where scrutiny is applied not just by the organisers, but, as in the case of DSEi, by the host government.

While we fully respect the right of the individuals to hold views on these matters that are at odds with our own, Reed Elsevier does not intend to adjust its policy and will continue to run DSEi as part of its portfolio of business exhibitions.

Yours sincerely

A handwritten signature in blue ink that reads 'Stephen J Cowden'. The signature is fluid and cursive, with the first name 'Stephen' being more prominent.

Stephen J Cowden
General Counsel & Company Secretary