



International Management Group

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cc: P. Switzer

Take to Henderson

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18/9/86

T: Des Monahan - NZTV

F: James Erskine

R: AMERICA'S CUP - TVNZ

How about the following for a solution.

1. Rights Fee to 19 December 1986 : total USD 50,000

If the NZ boat makes it to:

2. Semi Finals : total USD 60,000

3. Final of Challenge Series : total USD 80,000

4. America's Cup Match Races : total USD100,000

Maximum Outlay : USD100,000

In the event that NZ are not in the semi-finals and the finals of the challenge series, TVNZ have an option to the rights to the semi finals for a further US\$2,500, the final challenge races a further US\$5,000 and the rights to the America's Cup matches for a further US\$10,000. Therefore, the maximum outlay, if NZ are out by 19 December, would be US\$67,500.

For example, if NZ lost in the semi-finals of the Challenge Series, then your costs would be US\$60,000 and you have an option to take Final Challenge and Match Races for an extra US\$5,000 and US\$10,000 respectively, making a total cost of US\$75,000.

You would guarantee to take the official film at your normal rates but would work out within this deal a promotional package for the "official film" video.

out

Regards.

JE/af