



FAX - JOHN ONET.

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DNR:JW

23rd December, 1985

Mr Mark H. McCormack  
22 East 71st Street  
New York N.Y. 10021

Dear Mark,

At our recent meeting you have agreed to have International Management Group prepare all our contracts. We are delighted to accept this offer.

I have spoken to the Commodore who has as Chairman obtained Australia's Defence America's Cup 1987 Pty. Ltd.'s agreement to having International Management Group represent us for the next Defence in the event that we defend successfully in 1987.

In addition to our current agreement, Australia's Defence America's Cup 1987 Pty. Ltd. would expect International Management Group to be totally responsible for our sponsorship and merchandising efforts worldwide. International Management Group would be expected to carry out all legal contract work associated with sponsorship and merchandising licences.

We would also ask that International Management Group assume the role of financial adviser to Australia's Defence America's Cup 1987 Pty. Ltd. in its fund raising ventures throughout the world.

If your organisation is willing to accept the request to provide these additional services as from January 1st, 1986 we would be willing to renew our contract with a 25% commission rate following a successful Defence in 1987.

Happy New Year,

Noel Robins  
Managing Director

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JAN - 9 1986

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Mark H. McCormack  
Chairman and C.E.O.

13th January 1986

SENT BY FAX

JAN 14 1986

TO Cle BY: N.Y.

IMG CLEVELAND

ATT. J. ONEY

F.Y.A.W.

Mr. Noel Robins,  
Managing Director,  
Australia's Defence America's Cup 1987 Pty. Ltd.,  
P.O. Box 1987,  
Nedlands,  
Western Australia. 6009.

REC'D BY FAX

JAN 14 1986

IN CLEVELAND

Dear Noel,

Thank you for your letter of December 23rd, 1985, and I am delighted to accept your offer as outlined in your letter that IMG will represent Australia's Defence America's Cup 1987 Pty. Ltd., should they successfully defend in 1987.

We will be happy to begin now to take on the additional responsibilities of preparing contracts and acting as financial advisor to Australia's Defence America's Cup 1987 Pty. Ltd. Following a successful defence in 1987, we will be pleased to continue to represent you for the next defence on the same basis and including our total responsibility for sponsorship and merchandising efforts worldwide, at the gross commission rate as nominated by you of 25%.

Wishing you and the Committee all the very best for 1986, and I look forward to seeing you again in the not too distant future.

Sincerely yours,



MARK H. McCORMACK

MHM/js