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Thursday, May 22, 1997

Fax Note to : MATT & NELIA HURTER (01205) 51614

From : DAVID MARKS

re: DON WILLIAMS & SPOSNORS - COUNTRY MUSIC TOURS 1997/1998

Dear Matt,

Just to re-affirm our conversations and faxes in the above regard. We have been trying to make approaches to potential & interested Country Music Sponsors through RAEL BIRNS. However given the time restraints on the offers from a number of high-profile Country Music acts, we have to try and finalize a deal ASAP. If you negotiate a sponsor for us there will be a raising fee commission of 10%. We will also talk about WILLIE NELSON's planned SA tour for Feb '98.

DON WILLIAMS, as you rightly claim, is an extremely popular 'cross-over' act whose visit to ZIMBABWE in September (at the invitation of the Prime Minister's wife) provides us with an affordable opportunity to get him for South Africa in September, with his full band.

We do not want to go the Stadium route - we found with Crosby, Stills & Nash that the media mileage in column centimeters, editorials, Radio & TV play got across to millions of people - it would have made little difference to a sponsor had we played stadiums at the discomfort of the audience. We would rather take lesser income comfortably than big numbers with all the hassles.

The planned itinerary for Don is as follows

- Thursday Sept. 4th: JHB Standard Bank - Holding the venue
- Friday Sept. 5th: Possible " " or Cape Town 3 Arts
- Saturday Sept. 6th: 3 Arts Cape Town - Holding
- Tuesday Sept. 9th: Durban City Hall - Confirmed
- Wednesday Sept. 10th - University Hall, Bloemfontien - Confirmed

DON WILLIAMS will be the very first major Country Music Act to tour South Africa - given his popularity among every sector of the population, with a predominantly older audience, 35 years plus, this makes him a perfect vehicle for a relevant sponsor.

Best Regards,

DAVID

OTHER FACSIMILE = 0120551614
PAGES = 01 RESULT = OK

1 Directors: David Marks (Managing) Barry Gerson reg: 89/06695/07
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