

*Leisure Ltd.*

KINGS PARK  
GLASGOW G4 4PA  
TEL NO: 0141-649 7798  
FAX NO: 0141-632 6588

REGISTERED IN SCOTLAND NO 72643  
VAT NO 345 8368 42  
DEPT OF EMPLOYMENT REG NO. SC. 432

Mr Gordon Muir,  
58 Mountcastle Crescent,  
Edinburgh,  
EH8 7SD

24 October 1996

RE: DON WILLIAMS  
PROPOSED SOUTH AFRICAN TOUR

Dear Gordon,

I thank you for taking the time to come and discuss with me your clients offer of a proposed tour in South Africa/Zimbabwe and Botswana in 1997 for Don.

Firstly let me say that he is very interested in touring this part of the world and has been for many years, therefore if a deal could be struck, Don would be most excited.

As you know we have received many offers through the years to tour in this region, many of which were bogus, tickets being put on sale where no deal was ever reached or in a few cases even discussed, therefore in order to look at this seriously I would require the following:

- 1) I would need firstly a letter of intent from your clients indicating the strength of their interest.
- 2) Exactly who and from where the funds would be guaranteed. Also that the person funding the tour can in fact sustain the tour without having to rely on ticket sales, because as you know there are ongoing costs such as marketing, promotion, pre-production not to mention flight tickets and deposits etc, therefore this information is most important to us.
- 3) We require 2 First and 9 Economy return airline tickets from Nashville USA, and 1 Business Class return from the UK.
- 4) I am attaching a copy of Don's most up to date production rider for you to discuss with your clients. Should they have a problem with any of the equipment please ask them to advise alternatives.
- 5) In regard to fees I would like to know the exact capacities and ticket prices in US Dollars, on receipt of which I would be in a better position to discuss a fee. In the meantime if your client wishes to make a specific offer then I will assess this once the other details are received.
- 6) As Don likes very much working with the BHUNDU BOYS I believe it to be his wish to have them with him on the whole tour, as he would like to incorporate them in his show.



# RCL Leisure Ltd.

131 MOUNT ANNAN DRIVE  
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TO: Gordon Muir Contd.

7) I would feel more comfortable if you were to be included in the chain of command, assuming that you wanted to be, as having a local contact who knows the territory and with the contacts you obviously have, both Don and myself would feel more comfortable about this.

8) In regard to the dates mentioned at this time we have a provisional tour arranged for this period, however we could move the tour if your clients are serious about their tour and comply with deposit etc agreements.

9) In regard to a schedule of payments I would require a 10% non-refundable binder on signature of contracts, this to be paid no later than November 30 1996. A further 15% on February 1, 1997, followed by a further 25% to be received on July 1 and a further 25% on September 1 with the remaining 25% to be paid on arrival on the first day in Africa.

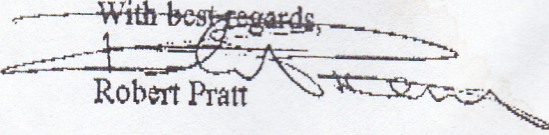
10) From the tour schedule that you proposed it would be preferable if we could add another 2 shows in South Africa, making four in Total, therefore saving on Days-off.

11) Should we receive enquiries from any other neighbouring countries I would like your clients to be involved and oversee any and all enquiries, in otherwords act on our behalf as our representative, if they so desire.

I sincerely hope that we can make this work and restore all our faith in touring in this part of the world, and more importantly show the people that Don cares about his fans along with his reputation.

I thank you once again for your interest and wait to receive your reply.

With best regards,

  
Robert Pratt