

December 21, 1964

Mr. Warne Nunn
Oregon State Capitol
Salem, Oregon

Dear Mr. Nunn,

For the past three months management on behalf of the Oregon Pavilion has been reviewing its operation through the 1964 season, processing the current financial situation and determining the factors necessary for a successful season in 1965.

The Oregon Pavilion along with many other exhibits at the World's Fair in 1964 was plagued with several very serious problems. Several of these problems factors effected all the Fair Exhibitors in 1964 and others seriously effected the Oregon Pavilion in particular.

Among the problems which effected most all the Pavilions at the Fair in 1964, we find the two most prominent were:

1. Gross failure on the part of the Fair Corporation to meet projected Fair attendance for the 1964 season. (Projected 40,000,000 - actual paid attendance 26,000,000).
2. Adverse publicity on the part of the Fair Corporation itself.

Projected Fair attendance based on a realistic evaluation and statistics gained from past World's Fair indicates that less than 30,000,000 paid admission visitors will pass through the turnstiles during 1965. The Fair Corporation projects 37.5 million in 1965.

The World's Fair Corporation has taken many vigorous steps to correct the unfavorable publicity witnessed in 1964, and assures its exhibitors they will enjoy the type of promotion and publicity the Fair truly deserves in 1965.

The more paramount problems that plagued the Oregon Pavilion in 1964 were those that directly effected the Oregon Pavilion in particular. These problems were as follows:

1. Lack of two way traffic flowing past the main entrance to the Pavilion.

2. Lack of supporting activity in the area where the Oregon Pavilion is located.
3. Lack specific traffic source nearby to cause a natural traffic stimulation to the immediate area.
4. Internal Problems:
 - a) Limitation under performance contract to operate only 5 shows per day.
 - b) Inability to renegotiate with the show producer, Mr. Howdie Davison.
 - c) Construction delay prolonging the opening of the Oregon Pavilion to May 15, 1964.

Despite the problems pointed out above, Oregon in comparison with many other Pavilions at the Fair held together throughout the later more depressed stages of the 1964 season and continued its excellent publicity right up until the last month of the Fair. In fact, the only adverse publicity received was through one of its own newspapers in Portland.

In terms of exposure to the public rather than financial prosperity the State of Oregon Pavilion over all the other state exhibits was the most successful. There were hundreds of thousands of Fair goers who enjoyed the miscellaneous attractions outside and around the Oregon complex including a reasonably priced meal at the Oregon Barbacue, hundreds of millions were exposed to Oregon's excellent representation at the Fair through other forms of advertising media such as Newspaper, Radio, Television, Wire Service, etc.

It may be interesting to note that despite the location and activity problems faced by Oregon during the 1964 season the Timber Carnival Show entertained more Fair visitors through the turnstiles than many other exhibits more than twice the capacity and size. For example:

	<u>Admission Price</u>	<u>Attendance Persons Approx</u>	<u>Total operational costs & construction Approx</u>
Oregon Timber Carnival	\$1.00	78,000	\$400,000.00
Hollywood U.S.A.	\$1.50	70,000	\$2,500,000.00
Texas	\$1.50 & up	78,000	\$14,000,000.00

The above only represents two of the State Pavilions that operated a show during 1964 having locations with more than 30 times the traffic flow than that of Oregon.

The current financial status of the Oregon Pavilion as of October 31, 1964 reflects a net operating deficit for the 1964 season of approximately \$200,000. I mentioned approximately because the final statements reflecting the percentage of receipts paid from Columbia Acconcessions, Inc. to the Oregon Timber Carnival under the existing contract between the two Companies has not yet been determined. These figures will be available within the next three

days and I will enclose copies of them for your review.

On November 15, 1964 I submitted a proposal to the New York World's Fair Corporation for their consideration and approval. This proposal outlined our current financial position as a result of the 1964 season and the major part of the expansion program for 1965. In this report the various problem factors of the 1964 season, I have mentioned earlier in this letter, are explained more in detail and also what we feel has to be done to correct the situation for 1965.

The aforementioned report also represents more than three months of negotiations with the various concessioners and exhibitors. To date these negotiations are 60% complete.

A copy of this report has been sent to Mr. George Mitchell in Portland, Oregon for his file. Mr. Mitchell is well briefed on the proposed project and has indicated to me his intentions of meeting with you sometime next week if you are available.

I feel that it would be much more beneficial to have Mr. Mitchell review the program with you personally than to repeat its contents in this letter. There are, however, several points of significance not contained in the report that I would like to briefly explain at this time.

EXPANSION PROGRAM FOR 1965

The Expansion Program for 1965 provides for the development of approximately 4 1/2 acres of Fair property contingent to the existing Oregon Site. Our prime intent in the development of this area was to develop as many major income producing facilities that was physically possible. In so doing, however, we tended to lose our original concept in the theme of Pacific Northwest. As a result of this lack of Pacific Northwest theme we started the reconstruction of the entire project. The result of this reconstruction will provide (I may say this with a rather bias attitude) one of the most exciting areas the Fair will have to offer for the 1965 season.

The original expansion program was projected to induce a gross revenue of \$6,381,000.00 of this amount our gross percentage would be \$830,700.00.

Although the reconstruction of the original program has made the theme of the project much more unique and exciting. It required the removal of several prime income producing facilities thus, reducing the projected gross revenue of the project approximately \$2,500,000.00. The final recapitulation of the projected figures for the revised program will be finished in several weeks, however, for current purpose using a reduction in projected gross revenue of \$2,500,000.00 and corresponding reduction of gross percentage of profit derived therefrom, the result would be within a close proximity.

of the final project. In addition to the development of the above mentioned project, we also intend to develop the corner property contiguous to the existing Oregon restaurant.

approximately 40,000 square feet of property with a relatively heavy traffic flow. Projected revenue from this particular development has not yet been determined.

Through the efforts of extensive consultation with two of the Country's most outstanding showman, Mr. Archy Gayer of Tarzana, California and Mr. George Hamid of Atlantic City, New Jersey, we have concluded the concept of operation under which the Timber Carnival Show will operate in 1965.

The Oregon Pavilion anticipates offering to the Fair goer, 15 to 18 shows daily 7 days per week during the 1965 season of the Fair. The show itself will consist of several very entertaining and colorful events in support of the logging performances on a continual bases.

The Logging Show during 1964 took 40 minutes per performance. Next year we are anticipating the logging event itself to cover 20 to 25 minutes per performance. Some of the variety acts being entertained presently are canoe jousting with real indians and the famous act of Paul Thornton who wrestles a 340 lb. Black Bear. By operating the Show at the Oregon Pavilion under this type of concept, we are able to reduce direct overhead per performance 60% and at the same time offer a continuous means of entertainment to the Fair goer. Total cost of operating the show for the 1965 season will remain relatively close to that of 1964, however, will provide an additional 1,680 performances for the season. With the combination of the above concept and with the promotional ideas for the 1965 season, we anticipate the 6 month gross revenue from the operations of the Show to be \$504,000.00 with a projected direct cost of \$180,000.00 therefore, providing a gross profit of \$324,000.00.

Apart from the new concept of operating the Timber Carnival and the development of additional properties contiguous to the Oregon Site, we are attempting a vigorous effort to persuade Oregon Industry to help us provide the needed display of Oregon's Industrial and Commercial diversification.

I hope to be in Portland for Christmas and expect to return to New York January 5. While in Portland, I would certainly appreciate an appointment with you, if possible, to provide you with much more detail as to the events that will have taken place here in New York up to that time. I realize the extremely busy and complex schedule that you are working under and certainly understand if our meeting at that time is an impossibility.

I would like to take this opportunity to wish you, Governor Hatfield and your families a very, very Merry Christmas and a Happy New Year.

Cordially,
Columbia Concessions, Inc.

Paul A. Matachiner
President

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OREGON TIMBER CARNIVAL
New York World's Fair
Statement of Income and Expense
Projected for 1965

EXHIBIT C

Admission Receipts	\$366,000.00
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Average 200 per show for 119 days
@ 15 shows per day = 1830 shows

DIRECT COST OF SHOW

Performers	\$78,300.00
Lumber	7,000.00
Show Expense	6,000.00
Other Direct Costs	<u>1,000.00</u>

Gross Operating Costs	92,300.00
Gross Operating Profit	<u>\$273,700.00</u>

ADMINISTRATIVE AND ADVERTISING

Salaries	\$3,000.00
Managers Salaries	9,000.00
Managers Expenses	3,000.00
Assistant Managers	6,000.00
Assistant Managers Expenses	3,000.00
Advertising & Public Relations	9,000.00
Travel and Entertainment	3,500.00
Maintenance	2,500.00
Building Opening Costs	1,000.00
Office Expense	1,800.00
Telephone	1,200.00
Legal and Accounting	8,000.00
Payroll Taxes	2,000.00
Amusement Tax	18,300.00
Miscellaneous Expense and Utilities	<u>2,000.00</u>

Total	73,300.00
	<u>200,400.00</u>

MISCELLANEOUS INCOME:

Lease Income (Est.)	10,000.00
Net Income	<u>\$210,400.00</u>

Exhibit D

Admission Receipts:

It is planned to run 15 shows per day for a period of 5 months from May 15th to September 15th. The Oregon Pavilion, however, would be open to the public from April 21st to October 18th. The decision to start and terminate the show on these dates is based on the past experience that it is not financially feasible to operate the show prior to May 15th or after September 15th by virtue of the attendance habits of the New York World's Fair visitor. We show an increase in attendance per show of 34. This we feel justifiable because of having a continued performance as well as being in a position to capitalize on the multitude of favorable publicity and the attendance acceptance of the show during the 1964 season.

The Fair Corporation feels that the availability of entertainment at anytime rather than on certain scheduled hours is of prime importance to larger attendance. In addition to the above, there will be a more natural flow of traffic around the Oregon Pavilion site resulting from additional activities in the area sponsored by the Fair Corporation, our neighboring pavilions and the Oregon Pavilion.

Performers

Our experience of the 1964 season indicates we did not have to have as many loggers perform to give an equally entertaining show as we were forced to carry, consequently, we have approached another source of experienced talent and have been assured of the lower figure as shown. In addition to the logging show, we have included in these figures two (2) additional attractions that have entertainment appeal and are indigenous to Oregon.

Lumber

We have some log inventory on hand and feel we can cut last years prices by half.

Show Expenses

These entail expenses such as sound equipment, amusement tax, etc. For the 1965 season we will not have to duplicate these expenses. "Show Expenses" in the 1965 projections reflect the wages for ticket sellers and maintenance.

Other Direct Costs

Cost of tickets and miscellaneous supplies.

Amusement tax is shown as separate item in 1965 projections.

Supplies

This Item has been included with "Other Direct Costs" for the 1965 projections.

Advertising and Administration Expenses

Salaries - Secretary @ \$500.00 per month for six (6) months.

Managers Salary - \$1500.00 per month for six (6) months.

Managers Expenses - \$500.00 per month for six (6) months.

Assistant Managers Salary - \$1000.00 per month for six (6) months.

Assistant Managers Expenses - \$500.00 per month for six (6) months.

Advertising and Public Relations

For the 1965 season a contract has been signed for \$1250.00 per month instead of the \$3000.00 per month paid in 1964. \$250.00 per month has been allowed for this firms "out of pocket" expense. All expense items over \$25.00 must be approved by the manager.

Travel and Entertainment

Travel for two (2) from Oregon and back plus some taxi service or car rental and \$200.00 per month entertainment.

Maintenance

Up keep of garden facilities - clean up - lawn work, etc.

Building Opening Costs

Preparation of site and pavilion for opening. This includes dewinterizing, yard and shrubbery care, etc. Some shrubs will require replacement.

Office Expenses

Stationery, printing, office supplies, etc.

Telephone

The 1965 projections allow for \$200.00 per month for this item which should be adequate.

Legal and Accounting

This cost is flexible - for the sake of projections we chose to be sure it was adequate.

Payroll Taxes - Self explanatory.

Amusement Taxes

5% of gross receipts as shown. This item was included in the "Show Expenses" on the Income Statement for 1964 season.

Miscellaneous

Rest room supplies, dressing room supplies, utilities, etc.

NOTE

Architect Fees - This item does not appear on the 1965 projections as it was shown in full on the 1964 statement and will not re-occur.

Maintenance

The 1964 statement shows this figure to be much higher than projected for 1965 as it included tree removal - utility hook-up charges, etc.

Constructions Costs

This item was for pile driving and will not repeat for the 1965 season.

Insurance

The 1964 insurance item included the season of 1965 so is not reflected on the 1965 projections.

Legal and Accounting

This item was understandably high for the 1964 season as it included legal for drawing up contracts, accounting procedures and organization costs.

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OREGON TIMBER CARNIVAL

NEW YORK WORLD'S FAIR

FLUSHING, N.Y. 11380 • (212) AR 1-2210

January 20, 1965

Mr. M. R. Pender
New York Worlds Fair Corp.
New York 11380

Dear Mike:

Now that the holidays are over and the flood waters here in Oregon have subsided, we can get back in the saddle and conduct business as usual.

Paul indicated to me in his letter dated the 18th that he has met with you since his return to New York reporting to you the results of our meetings and the one we had with Warne Nunn at the capitol.

I feel the state is definately going to give us assistance in our financial needs to reopen the pavilion for the 1965 season but to what extent this assistance will be is at this time undecided. Warne said he would be terribly busy during the next week or ten days due to his obligations to review the clean up of the flood and his attentions to the opening of the legislature. Obviouſly he will have to devote his full energies to those matters at present. We were in accord as to the next step required to come to a conclusion on the matter of finance which would be to appoint a select committee of prominent Oregon business leaders to study the requirements and the most desirable approach to the opening of the pavilion for the coming season.

I am cognizent of the critical time factor involved in establishing our financing for the opening so we are pushing it to the best of our ability here and as you know Paul is working on leases and advanced ticket sales from that end.

Paul tells me that Bob Thatcher is anticipating putting in an Indian show at the pavilion. This seems incredulous to me as Ott reported very little interest on the part of the fair visitor in the Indian show he had at the Montana pavilion. A combination of an Indian show and a timber show could have real merit as we would be in a position to capitalize on the multitude of fine publicity we received all over the country relative to the timber show. It would appear that the result of all this publicity should start the pavilion off to an immediate traffic flow whereas to introduce an entirely new concept of entertainment the pavilion would have to mark time at the first of the season as it did last year until the new publicity and word of mouth caught up with it. Even then there is a calculated risk involved as to whether the new entertainment would enjoy a rewarding public acceptance. At least we know the timber show did.

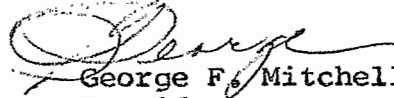
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I have reviewed our timber show costs here with the Albany Timber Carnival people as well as several other loggers who perform for such exhibits and am assured complete cooperation in putting together a show within the figures shown in the recent projections Paul exposed to you.

There are several other avenues we are developing in industry that are awaiting decision from management level that I will report on at a later date.

Mike I hope you and your family had a very pleasant holiday season and enjoy continued good health throughout the year. Give my best wishes to General Potter.

Kindest Personal Regards,
Oregon Timber Carnival


George F. Mitchell,
President.

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LAW OFFICES

BLUMENTHAL, SOMERS & GOLDSTICK

ALBERT H. BLUMENTHAL
JOHN C. SOMERS
DÁVID T. GOLDSTICK
BENNET M. BLUMENTHAL
COUNSEL

10 EAST 40TH STREET, NEW YORK, N. Y. 10016

TELEPHONE: 683-8650

January 26, 1965

Mr. Michael Pender
Deputy to Executive Vice President
and Director of State Exhibits
New York World's Fair
Willet's Point Road
Flushing, New York

Re: H. Johnson & Son, Inc. and
Edgar Tafel Associates, Architects
with
Thatcher Construction Co., Inc. and
Financial Consultants, Inc. d/b/a
Oregon Timber Carnival Associates.

Dear Mr. Pender:

Thank you for your courtesy and cooperation at our meeting yesterday with Mr. Shelbourne and Mr. Block.

As I indicated at our meeting, we represent Johnson and Tafel on their respective claims growing out of the design and construction of the Oregon Exhibit. The claims are as follows:

Oregon owes Johnson:	\$18,183.43
Thatcher owes Johnson:	11,436.08
Oregon owes Tafel:	<u>11,756.00</u>
Total due:	\$41,375.51

We have been informed of various efforts by the Thatcher Creditors Committee and Mr. Matchiner, of Financial Consultants, to revive the Oregon Exhibit for the coming season of the Fair. Any such efforts that offer the prospect of the payment in whole or part of the above claims would meet with the sympathetic support of our clients. Any such efforts that seek to avoid the claims will meet with vigorous challenge.

We have also been informed that a meeting will be held at your office with representatives of the Thatcher Creditor's Committee and Financial Consultants on February 2, 1965. We look forward to that meeting and trust that the interests of our clients will be duly recognized in any position taken by the Fair.

Sincerely yours,
BLUMENTHAL, SOMERS & GOLDSTICK

By John Somers
John Somers

JS:nf
cc: H. Johnson & Son, Inc.
Edgar Tafel Assoc. Architects

PEACE THROUGH
UNDERSTANDING

NEW YORK WORLD'S FAIR 1964-1965 CORPORATION
INTERNATIONAL EXPOSITION AT FLUSHING MEADOW PARK
FLUSHING 52, N.Y. • TELEPHONE - AREA CODE 212 - WF 4-1964 • CABLE ADDRESS "WORLDFAIR"

ROBERT MOSES
PRESIDENTERWIN WITT
COMPTROLLERSTATEMENT OF ACCOUNT AT January 31, 1965

Oregon Pavilion
Mr. George Mitchell
2844 Northeast 54th Avenue
Portland, Oregon

<u>Date</u>		<u>Amount</u>
1964		
2/17	Tree Replacement Charge	\$ 1,625.00
3/16	Plan Review Fee	489.00
3/31	Water Connection Charge	3,000.00
4/12	Electrical Connection Charge	7,480.00
9/22	Water usage July and August	241.27
10/6	Mechanical & Trades work performed by Fair Division Personnel on an emergency basis during the early period of the Fair	1,555.20
10/13	Water Usage September	61.86
12/29	Water Usage October	10.77
		<u>\$14,463.10</u>

cc:
Gen. Potter ✓
Mr. Kelly
Mr. Thornton
Accounting
File

JOHN A. BURNS & CO.

CERTIFIED PUBLIC ACCOUNTANTS

29-01 MAIN STREET

FLUSHING 54. N. Y.

FLUSHING 9-1035

February 4, 1965

Mr. Harne Nunn, Executive Assistant
Office of The Governor
Oregon State Capital
Salem, Oregon

Dear Sir:

At the request of Mr. Paul Ketchiner, we are submitting herewith Statement of Receipts and Expenditures for Financial Consultants, Inc., d/b/a Oregon Timber Carnival, for the period ended October 31, 1964, including a Reconciliation Statement with the Balance Sheet Liabilities, as previously submitted.

This statement was prepared from the books, records and information available, without audit or outside verification.

Very truly yours,

JAS:rg

JOHN A. BURNS
Certified Public Accountant

FINANCIAL CONSULTANTS, INC.
 D/B/A OREGON TIMBER CARNIVAL
 SCHEDULE OF RECEIPTS AND EXPENDITURES
 For the Seven Months Ended OCTOBER 31, 1964

RECEIPTS

Admission Receipts		\$ 78,057.33
Lease Income		3,341.20
Sundry		1,500.00
		<u>\$ 82,900.53</u>
Loans from Columbia Concessions	\$ 69,476.04	
Loans from Oregon Timber Concessions	21,354.37	
Loans from Oregon Barbecue	<u>7,500.00</u>	98,330.41
State Withholding Taxes - Unpaid		218.80
NYC Admission Tax - Collected but Unpaid		4,174.94
Capital Investment		<u>1,500.00</u>
		<u>\$187,132.33</u>

EXPENDITURES

	Total	Open Liability	Paid in Cash
Performers	\$126,873.49	\$ 7,226.40	\$119,647.09
Lumber	14,261.48	14,261.48	
Show Expenses	9,038.01	2,900.00	6,138.01
Supplies	1,418.56	901.97	516.59
Other Direct Costs	957.00	15.00	942.00
Salaries	14,684.11		14,684.11
Officers' Salaries	21,000.00	21,000.00	
Advertising & Public Relations	21,663.48	13,221.74	8,441.74
Officers' Expenses	9,848.67	385.14	9,463.53
Travel and Entertainment	7,547.23	1,125.30	6,421.93
Architects Fees	15,100.00	13,100.00	2,000.00
Maintenance	16,017.60	16,017.60	
Construction Cost	18,000.00	18,000.00	
Insurance	3,301.69	3,274.19	27.50
Office Expense	3,668.29	2,302.00	1,366.29
Telephone	2,257.83	200.00	2,057.83
Legal and Accounting	13,600.00	10,350.00	3,250.00
Payroll Taxes	1,202.44	810.00	392.44
Miscellaneous	<u>2,597.86</u>	<u>814.59</u>	<u>1,783.27</u>
	<u>\$303,037.74</u>	<u>\$125,905.41</u>	<u>\$177,132.33</u>

Deposit - Pavilion Development

10,000.00

\$187,132.33

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FINANCIAL CONSULTANTS, INC.
D/B/A CREEPER TRUSS CARNIVAL
RECONCILIATION OF BALANCE SHEET
and INFORMATION on STATEMENT of RECEIPTS and DISBURSEMENTS
as at
OCTOBER 31, 1964

Open Liabilities (listed in detail on Statement of Receipts and Disbursements) \$125,505.41

OTHER LIABILITIES

Loans (Notes Payable)

Columbia Concessions	\$69,476.04	
Oregon Timber Concessions	21,354.37	
Oregon Barbecue	<u>7,500.00</u>	98,330.41
Taxes Payable - State Withholding Tax	\$ 218.80	
Taxes Payable - NYC Admissions Tax	<u>4,174.54</u>	<u>4,393.34</u>

TOTAL LIABILITIES as per Balance Sheet \$228,629.16

FINANCIAL CONSULTANTS, INC.
D/B/A CHELTON FEMBER CARNIVAL
SCHEDULE OF OPEN LIABILITIES
as at
OCTOBER 31, 1954

ACCOUNTS PAYABLE and ACCRUED EXPENSES

A. S. C. A. P.	\$ 400.00
Allen Dwight	350.00
Allied Maintenance	325.34
All-Over Messenger	1.95
American Girl Service	83.70
Athletic Supply Co.	85.54
A. G. V. A.	184.00
Burrilles Press Clipping	104.99
Cardmore, Tom.	210.00
Cambridge Press	296.00
Continental Tel. Supply	17.90
Davis Printing Co.	605.97
Durante Bros.	43.00
Fleet Messenger Service	5.05
Grey Public Relations	4,700.00
Glass Tower Restaurant	92.00
J. K. Gill	35.70
Hippodrome Edwe. Corp.	23.03
Jamestown Vencer	3,340.50
Joslyn Mfg. Co.	3,170.00
Herbert Leroy Rice Agency	3,274.19
K and W Nurseries	100.00
Kohn Lumber	139.24
Keppler Bros.	84.35
Kurtzbergs	563.84
Koppers Co.	250.00
McPhillips Bros.	3,356.80
Meadowbrook Paper	477.09
Martin Pile and Lumber	965.00
Cyril Morris	641.00
National Office Furniture	1,618.76
N B C	1,059.50
Nosica, Inc.	39.23
New Jersey Fire Works	22.50
New York Times	158.15
Petroleum for Contractors	18.88
Shawn Phillips	50.00
Ranco Associates	2,295.39
R. P. M. Hardware	89.03

continued ..

FINANCIAL CONSULTANTS, INC.

ACCOUNTS PAYABLE and ACCRUED EXPENSES continued

Roseway Nurseries	\$ 157.00
Schick Moving and Storage	205.50
F. Boisee Smith	1,150.00
Spectator Freight	32.59
Taggart Associates	707.75
Louis Thompson	15.53
United Airlines	609.44
United Press International	112.82
United Artists	27.90
World's Fair Maintenance	14,841.50
Pan American Motel	271.50
Northwest Orient Air Lines	152.36
Peck Lumber Co.	1,610.85
George Makin	89.50
New York Telephone Co.	200.00
Bill Marsh	3,000.00
Reese & Blackly	5,000.00
Pete Schaube	2,500.00
Don Adkisson	1,350.00
Richard Hubble	3,000.00
R. L. Johnson	18,000.00
Edgar Tafel	8,100.00
John A. Burnas & Co.	3,500.00
Don Horter	2,500.00
Past Due Salaries -Performers	7,226.40
 Total Accounts Payable and Accrued Expenses	 \$103,710.27
Notes Payable to Officers and Employees	21,385.14
Payroll Taxes	610.00
 TOTAL OPEN LIABILITIES	 <u>\$125,705.41</u>

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Burling Blair Acker

LOGROLLER

SPORT SHOWS

WATER CARNIVALS

EXHIBITIONS

1614 W. 8TH STREET

ABERDEEN, WASHINGTON

February 8, 1965

M. R. Pender
New York Worlds Fair Corp.
New York, New York 11380

Dear Sir:

This letter is to advise you that I have been contacted by Mr. Mitchell of the Oregon Timber Carnival Display at the Fair. Mr. Mitchell asked me if I could organize a logging show that would be comparable to the last years show at less expense.

I have advised Mr. Mitchell that I can put together a show with seven people including the master of ceremonies. The cost for this show would be in the neighborhood discussed by Mr. Mitchell and myself previously.

If you have any questions regarding the personell I would employ, or the length and type of performances, please do not hesitate to contact me at Suite 7, Terminal Sales Bldg., Portland, Oregon. Telephone 227-4655.

Very truly yours,

C. B. Acker
C. B. Acker

CB/is

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MERLE A. LONG
WILLARD BODTKER

LAW OFFICES
LONG & BODTKER
SUITE 202 - 425 WEST SECOND AVENUE
ALBANY, OREGON 97321
February 8, 1965

TELEPHONE 926-5504
POST OFFICE Box 711

Mr. Mike Pender
New York World's Fair Corporation
World's Fair
New York 11380, New York

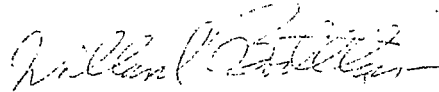
Dear Mr. Pender:

I have been active in the operating of the Albany World Championship Timber Carnival during the last eleven years, and I am acquainted with most loggers who engage in logging competition.

I have been contacted by Mr. George Mitchell regarding a claim by Mr. Howdy Davidson that he has all available logging-competition performers under contract and that no show can be put on at the World's Fair without going through him.

I know of my own knowledge that there are several logging performers who are not under contract to Mr. Davidson, and I feel sure that a sufficient number of performers could be made available to the World's Fair without going through Davidson.

Very truly yours,



WILLARD BODTKER

WB gm

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LOUIS GRAFF

420 THIRD AVENUE
NEW YORK 16, N. Y.

MURRAY HILL 5-7154

March 24, 1965

General W. E. Potter
New York World's Fair Corp. 1964-65
New York World's Fair
Flushing, New York 11380

Re: Oregon Timber Carnival

Dear Sir:

The undersigned has negotiated a tentative deal with Thomas B. Voiss, wherein a sum of \$25,000 would be deposited in a corporation to be formed, which monies would be used to open the Oregon Timber Carnival Show for the 1965 World's Fair season.

There is on deposit at the Royal National Bank of New York at 48th Street and 6th Avenue, in the name of Louis Graff, the sum of \$100,000.00. Of this money, I would be willing to set aside the above mentioned sum of \$25,000.00 as a show of good faith, subject to the above transaction being consummated.

The terms and conditions basically are as follows:

1. That a major lease be issued by the New York World's Fair Corp. to a newly formed corporation known as Pavilion Lease Corp., which in turn shall execute a sub-lease to a newly formed corporation known as Century Concessions Inc., which corporation shall obtain rents from various concessionaires under sub-leases or licensing agreements.

2. A newly formed corporation known as Voiss Productions Inc., which corporation shall operate the carnival show and in turn shall obtain 50 percent of rentals from various concessionaires, such as the boat ride, snack bar, pony ride, inside stand and inside gift shop. In this latter corporation, the two stockholders and owners of all of the issued shares of stock of the corporation, shall be Thomas Voiss and Louis Graff (or his nominee). Voiss to own two thirds of the issued stock and Louis Graff or nominee, shall have one third of issued stock. There is to be a stockholders agreement and employment contracts mutually satisfactory to both Voiss and Graff.

XERO COPY XERO COPY XERO COPY

LOUIS GRAFF

420 THIRD AVENUE
NEW YORK 16, N. Y.

MURRAY HILL 5-7154

-2-

March 24, 1965

General W. E. Potter
New York World's Fair Corp. 1964-65
New York World's Fair
Flushing, New York 11380

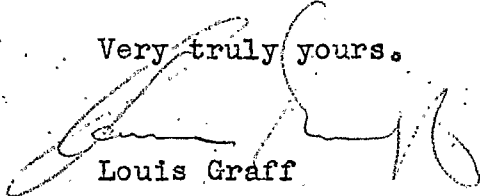
Re: Oregon Timber Carnival

3. The undersigned has also become aware of litigation and a joint venture which suffered a substantial loss during the 1964 Fair, and as a condition to the release of said monies, a satisfactory agreement with the trustee for the Thatcher Construction Co. and the attorney for Financial Consultants Inc., shall be obtained.

The above \$25,000.00 will be retained in the above mentioned bank account for a period not exceeding fifteen (15) days, and at which time, if satisfactory agreements, leases and conditions have not been complied with, the undersigned shall deem free to use the monies for other purposes.

I fully realize the many problems with the over-all situation in connection with the above matter and will do everything possible to co-operate with same.

Very truly yours.



Louis Graff

LG:PH

Mr. Bender

June 3, 1965

Financial Consultants, Inc.
Pavilion Development Corp.
Arthur, Friedland, as Trustee for Creditors
Committee under an
Agreement dated May 19, 1965
~~Thomas D. Voiss~~ Northwest Timber Shows, Inc.
Century Concessions, Inc.

Gentlemen:

The Fair Corporation is in receipt of an Agreement dated May 19, 1965 (the "Agreement") between Financial Consultants, Inc. ("Financial"), Pavilion Development Corp. ("Pavilion") and various creditors of Financial and Pavilion who join in and become parties to the Agreement.

Paragraph 8 of the Agreement provides that it is subject to the approval of the New York World's Fair 1964-1965 Corporation (the "Fair Corporation").

Please be advised that the Fair Corporation will approve such agreement only upon the terms and conditions hereinafter set forth, and only upon the consent to such terms and conditions by Financial, Pavilion, Arthur, Friedland in his capacity as Trustee for the Creditors' Committee, Thomas D. Voiss and Century Concessions, Inc.

The terms and conditions referred to above are as follows:

1. The Fair Corporation will be furnished no later than June 30, 1965, with a list of all creditors of Financial and Pavilion, as such term is defined in the Agreement, and a certification by the Trustee on or before August 31, 1965 that 51% of such creditors whose claims exceed \$250 (both in number and amount) have executed the Agreement.

2. The signatories hereto agree that Arthur E. Friedland, the trustee named in the Agreement, will pay to the Fair Corporation \$17,567.65. Said amount is to be paid out of the monies as received by him as trustee under the Agreement subject only to (1) reimbursement to him for his expenses as trustee and (2) the payment of other monies that he may make pursuant to Paragraph 7 of an Agreement dated May 26, 1965 made between the said Arthur E. Friedland as trustee with Northwest Timber Shows, Inc.

Prior to the payment by Arthur E. Friedland of the monies specified in (2), Arthur E. Friedland will notify the Fair Corporation that he intends to pay such monies and shall obtain the Fair Corporation's approval prior to his paying any such monies. The Fair Corporation's approval shall be deemed given if the Fair Corporation does not disapprove payment of such monies within one (1) business day after receipt by the Fair Corporation of a written notification by Arthur E. Friedland, or four (4) hours after notification is given by Arthur E. Friedland by telegraph or telephone communication to General William E. Potter and any person he may designate in writing to said Arthur E. Friedland. Such notification, however, must be received by the Fair Corporation Monday through Friday.

3. (a) In connection with the Go-Kart concession, Century Concessions, Inc. ("Century") will pay to the Fair Corporation five per cent (5%) of all gross receipts derived from the operation of said Go-Kart concession.

(b) In connection with the Pony-ride concession, Thomas D. Voiss ("Voiss") will pay to the Fair Corporation ten per cent (10%) of all gross receipts derived from the operation of said Pony-ride concession.

(c) The term "gross receipts" as used herein, shall include without limitation and without deductions of any kind other than as expressly herein provided (1) charges of any kind made by Voiss and/or Century, or by any other person on their behalf, or otherwise in connection with activities or operations involving the said Go-Kart or Pony-ride concessions.

(d) Both Voiss and Century shall have the obligations of a "concessionaire" as provided in the "Regulations Governing Revenue Control of the Fair Corporation".

(e) The operations of both Voiss and Century shall be in strict conformity with the codes, rules & regulations of the Fair Corporation, and both Voiss and Century agree that the Fair Corporation may enforce said codes, rules & regulations directly against Voiss and/or Century.

4. In order to provide for the demolition of the Project, a further sum equal to two per cent (2%) of the amount which the Trustee may receive under the Agreement shall be turned over by the Trustee to the Fair Corporation.

5. In connection with the assignment of the Agreement of Participation from Financial to Pavilion, Pavilion will undertake to be fully responsible for all the obligations of Financial under said Agreement of Participation, including but not limited to the codes, rules & regulations of the Fair Corporation. Financial will remain liable under said Agreement of Participation to the Fair Corporation.

In the event the foregoing is satisfactory, would you please sign in the space below. Upon the signature of all the addressees of this letter, the Fair Corporation's consent to the Agreement may be deemed given. Such consent, however, is revocable in the event that an appropriate assignment from Financial to Pavilion is not approved by the Fair Corporation by June 20, 1965.

ACCEPTED & AGREED:

FINANCIAL CONSULTANTS, INC.

By [Signature]

Title Sec. Treas.

Address 3-44 Kew-Forest Blvd

PAVILION DEVELOPMENT CORP.

By [Signature]

Title President

Address 360 Six Ave NYC

CENTURY CONCESSIONS, INC.

By Richard C. Hubbell
by Oswald Green atty-in fact

Title _____

Address _____

Very truly yours,
NEW YORK WORLD'S FAIR
1964-1965 CORPORATION

By [Signature]

Title _____

NORTHWEST TIMBER SHOWS, INC.

By [Signature]

THOMAS VOISS

[Signature]

ARTHUR FRIEDLAND
E.

Mastro Pizza Pavilion

the PIZZA show place at the NEW YORK WORLD'S FAIR



February 17, 1965

Mr. William Kane
New York World's Fair Corporation
World's Fair, New York

Dear Bill:

As I mentioned to you on the phone, I have been speaking to Jack Reiss regarding Mastro taking over the additional land for the purpose of installing picnic tables and benches.

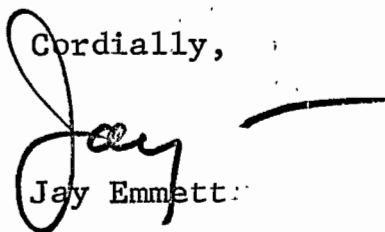
The Mastro people feel that this area could serve as a much needed picnic area and it would, quite frankly, benefit both Mastro and the Fair Corporation.

Mastro also wants to put up trees in depth to screen that Oregon area. I think you will agree, Bill, that these trees would be a good addition to the Fair.

Since time has now just about run out on us, I would appreciate an early expression of the Fair's interest in this proposal.

With all good wishes.

Cordially,


Jay Emmett

JE:if