

November 14, 1975

Mr. Morris B. Nahum
ANICO CORP.
9-18 160th Street
Whitesonte, New York 11357

Hello, Mr. Nahum:

Thanks for your inquiry about our animal shows for your South American park. Our First two suggestions are designed to get you a good show quickly and to expose your people to handling macaws and possibly other species.

Our first suggestion is that you consider our Combination Show (#3576). This show is a full 25 to 30 minutes long and features macaws, a chicken, a rabbit, a duck, a goat, and a pig. Each species performs a number of entertaining behaviors. A full description of the show is enclosed.

The show as furnished includes two of each of the kinds of animals used in the show, so you have protection for most of the acts should one of the animals become sick or die. The quoted price includes all of the equipment for the show. It does not include the fee and expenses for our person going to Brazil and instructing your people on the care and handling of the animals. The time requirement to instruct your people is about three weeks.

The Combination Show will do a number of things for you. First, the show is entertaining and appealing to children and adults. It is an excellent attraction in its own right. Next, the Combination Show can be an excellent training tool for your people, better even than the all-macaw show. Since skilled personnel are the key to any operation of this nature, this advantage should not be overlooked. In addition to the benefits mentioned, the animal show should give you endless possibilities for promotion and publicity.

Following are estimated costs on the Combination Show:

Combination Show price	\$17,000.00	FOB Hot Springs
Estimated freight	1,500.00	
Estimated miscellaneous expense	500.00	
Subtotal show expense	\$19,000.00	
Travel expense, 21 days @		
\$40.00 per day	840.00	
Round-trip air fare	1,000.00	
Miscellaneous expense @		
\$20.00 per day	420.00	
Subtotal	2,260.00	
Service fee, 21 days @		
\$100.00 per day	2,100.00	
Total estimated cost	\$23,360.00	

Of course, the transportation and living costs are only estimates. The actual cost may be somewhat above or below our estimates.

If a full macaw show is preferred, we believe we have a way you can present a full scale macaw show in 30 days from the day we get a firm order. We have three show veterans we can spare from other scheduled shows. Our standard macaw show bird performs 4 to 6 behaviors. The birds we are prepared to sell in this package have many behaviors. The following is the minimum list of behaviors for the show. Each bird is cross-trained in a number of different acts, so you have ample protection in case of illness or death of any one bird.

The acts: fishing, flag, pump and bucket, counter, cards, shell, bank, rings (two colors), slide, skates, bicycle, say "Hello", kiss, rocket to the moon, cannon, basketball. Add several tame birds sitting on perches on the stage and you will have a very good macaw show. Let me emphasize that these are veteran performers. Each bird has performed before audiences for a couple of years or more.

Price for macaw show, including 3 birds and all equipment:	
including 3 birds and all equipment	\$18,500.00
Estimated freight	800.00
Miscellaneous expense	250.00
	19,500.00
Travel expenses and service fee	
for 3 weeks	4,360.00
Total estimated price	\$23,910.00

In approximately six months, we could then send one of our senior training staff to Brazil and work with your people for about 60 days, training them in the fundamentals of animal training. We would, during this time period, train birds and also train people so that you would, at the end of this time, have the nucleus of a good animal behavior technical staff. We recommend working with up to five of your people, preferably those whom you can expect to be permanent responsible members of your staff. We would first send down three of our staff for one week to set up the procedures and get your training staff started, then one of these three would remain in Brazil for 60 days. Our charges for this service would be all expenses for all of our staff, but our only fee would be our consulting fee for the one person for the 60 day period. Since we would actually at this time be imparting our training technology instead of merely handling methods, the rate for this service would be \$150.00 per day -- \$9,000.00 for the 60 day period, plus expenses. Presumably a lower expense rate might be possible for this longer time period. The cost per person for developing five of your staff is thus reasonable. Of course at the same time you will be acquiring a sizable contingent of trained birds.

It occurs to us also that there are a number of places at Playcenter where our coin operated animal acts would fit in beautifully. They would be quite an attraction - unique in Brazil - and your trained staff could easily care for them as well as give bird shows. They are easy to maintain, and can be real money makers for you as well as serving as real entertainment for the public.

We will look forward to seeing you at the IAAPA convention. Our booth numbers are 314 and 315 and we will be registered at the Marriott.

Very truly yours,

Robert E. Bailey
Vice-President

REB/de

Enclosures