

STROKE SPORTS

Stroke Sports & Leisure Products,

121 St. Vincent Street, Glasgow G2 5HW Tel: 041-221 4322/3 Telex: 779563

DSD/LMcF/SS

30th September 1982

Steven J H Van Hengel
30 Saxenrodeweg
2116 VA Bentveld
Holland

Dear Steven

Due to business commitments, I was unable to be at the Autumn meeting this year when we might have met. However, I felt it appropriate to layout the details of an edition of Strokesaver for Kennemer Golf and Country Club.

You explained that you would only be interested in a relatively small quantity, and this of course means high unit costs, particularly if advertising is not acceptable.

We would suggest a format similar to Royal Troon, ie 40 pages inclusive of advertisements, and inclusive of clear plastic cover.

Quantity:- 2000 - Price £3.75 each approximately

Quantity:- 5000 - Price £1.50 each approximately

In UK, Strokesaver sells at £1.50 each; I suggest you would retail at a higher price.

Should you wish to dispense with adverts and reduce the edition to 28 pages, the costs would rise dramatically.

Quantity:- 2000 - Price £6.75 each approximately

Quantity:- 5000 - Price £2.90 each approximately

The production of editions takes 6-8 months depending on the time of the year. The on-course survey work 4-5 days.

Cont.....

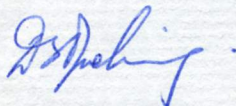
STROKE SPORTS

Stroke Sports & Leisure Products,
121 St. Vincent Street, Glasgow G2 5HW Tel: 041-221 4322/3 Telex: 779563

Cont 2/

Once you have considered the matter, I look forward to your comments.

Yours sincerely,



David S Duckering
Director



Tel. 023 - 24 01 69

8th October 1982

30, Saxenrodeweg
2116 VA Bentveld
Holland

David S. Duckering Esq, Director
Stroke Sports & Leisure Products
121, St. Vincent Street
Glasgow G2 5HW

Dear David,

This is to thank you for your letter of the 30th September.
I did not get to the Autumn Meeting at the R. & A. either
so we did not miss each other there.

Coming back to the estimates which you were kind enough
to mention in your letter: I am afraid that in this
manner the cost per copy will be much too high.

As I explained to you we are somewhere between the devil
and the deep blue sea in that on the one hand we have to face
the Open Championship at the Kennemer next year and thereafter
we hope to finish the construction of an additional 9 holes
which will, if all goes well, in 1985 form part of the
championship course. It is therefore that we can only use
a small quantity at this particular moment.

So we will have to drop the idea of having something as elegant
as the booklets you produce for the time being and reconsider
the whole matter when the construction work is done.

Pending that we shall make an effort at producing something
of a simpler nature.

Why don't you try to come over for next year's championship
here. You would enjoy it!

Thanking you again for your letter and with kind regards I am

Sincerely yours
Steven

Steven J. H. van Hengel