

WED ENTERPRISES, INC.

INTER-OFFICE COMMUNICATION

W
mp-file
1-25-68

TO JIM FRANZEN DATE JANUARY 23, 1968
FROM MEL MELTON SUBJECT AT&T - DISNEYLAND

Jim, arrangements have been made to meet with the Bell System people on Wednesday, February 7, 1968.

The purpose of the meeting is to discuss the AT&T Pre-Show area, along with some exterior signing. I would like to have their latest cost figures to determine just where we stand, and as much breakdown of these figures as our accounts give us. I'll be talking with Bill Horton of AT&T to ask him just how we are to handle these cost. I think most of them are ours, but in any event, there may be some of them that we can pass along to AT&T.

Please have someone pull them together and get them to me by Friday of this week if possible.

DISNEYLAND

A Division of Walt Disney Productions

INTER-OFFICE COMMUNICATION

D-101

TO DICK IRVINE

DATE JANUARY 16, 1968

FROM PETE CLARK

SUBJECT _____

This will confirm the arrangement for the meeting with the Bell System group on Wednesday, February 7.

They will arrive at the Park at noon and proceed to Club 33 for lunch. If possible, we would like to have you and any other WED people join the luncheon. After lunch, we plan to adjourn to the 3rd Floor Conference Room, to discuss the AT & T Pre-Show area.

Bill Horton has requested that the exterior signing also be discussed.

Those attending from the phone company will be:

Lou O'Leary
Henry Habley
Bill Horton
Harry Bright
Larry Putnam
Gordon Hough

cc: Jack Sayers
John Hench
Bill Horton, AT & T, N.Y.

PMC:lej

Pete

RECEIVED
JAN 18 1968 -O AM
WALT DISNEY PRODUCTIONS INC.



Disneyland

A DIVISION OF WALT DISNEY PRODUCTIONS

1313 HARBOR BLVD., ANAHEIM, CALIF. • TELEPHONES: KEYSTONE 3-4456 AND MADISON 6-8605

December 13, 1967

Mr. William Horton, Display Supervisor
American Telephone & Telegraph Company
195 Broadway
New York, New York 10007

Dear Bill:

I am enclosing a revised projection of the four quarterly billings that will be due and payable during the calendar year 1968.

The revision is in accordance with the agreement our people at WED Enterprises made with you relative to the billing of Special Capital projects. As a result, the recovery of loop machine costs (balance of \$137,185) will be recovered equally over the next 9 3/4 years (Part III). In addition, sub-contract work originally billed to Industrial Displays, Inc. will be billed to you over the same 9 3/4 years.

Please feel free to contact me should you have any questions. May I wish a "Happy Holiday" to you and yours.

Yours very truly,

Bruce F. Johnson
Supervisor-General Accounting

BFJ:fk

Encl.

cc: Carl Bongirno/Warren Robertson ✓
Jack Sayers

RECEIVED

DEC 14 1967 10 AM

WED Enterprises, Inc.

November 20, 1967

Mel,

I was unable to contact Bruce Johnson at Disneyland regarding the amount of our first billing to A. T. & T. However, it was for the first quarter ending September 30, 1967 which was originally estimated at \$155,000.

Attached is the projection of 1968 quarterly billings which Bruce Johnson has forwarded to A.T. & T. Also attached is the list of special capital projects and the computation of the quarterly payments covering these projects.

*

WED 
imaging

Carl Bongirno



Disneyland

A DIVISION OF WALT DISNEY PRODUCTIONS

Carl
WR
10-31

1313 HARBOR BLVD., ANAHEIM, CALIF. 92803 • TELEPHONES: KEystone 3-4456 AND MADison 6-8605

October 27, 1967

Mr. William Horton, Display Supervisor
American Telephone & Telegraph Company
195 Broadway
New York, New York 10007

Dear Mr. Horton:

In accordance with your request, as conveyed by Carl Bongirno, I am submitting a projection of the four quarterly billings that will be due and payable during the calendar year 1968.

The only anticipated cost not yet reflected is that of escalation on the facility and show, which is recoverable in the first two years. I am hopeful that we will be able to complete the related computations in the very near future.

Should you have any questions related to these, or any other matters, please do not hesitate to contact me. I look forward to the opportunity of meeting you the next time you are in the Park.

Yours very truly,

Bruce F. Johnson
Supervisor - General Accounting

Encl.

bcc: Carl Bongirno/Warren Robertson ✓
Jack Sayers

DISNEYLAND

A Division of Walt Disney Productions

INTER-OFFICE COMMUNICATION

D-101

TO CARL BONGIRNO
FROM BRUCE F. JOHNSON

DATE OCTOBER 13, 1967
SUBJECT AMER. TEL & TEL COST PROJECTIONS

Per your request, I am reporting below the estimated operations and maintenance costs for A T & T for the year ending September 30, 1968. These estimated costs basically conform to the projections forwarded to Warren Robertson with the memo dated August 16, 1967.

	<u>Regular</u>	<u>Loop Machine Rental (Incl. Int. & Sales Tax)</u>	<u>Total</u>
Oct. - Dec. 1967	(1) \$ 62,550 ^{35,360}	12,000 * 2,006 - 600 = 14,606 ^{12,500}	\$ 77,156
Jan. - March 1968	(1) 62,550	12,000 * 1,829 - 600 = 14,429	76,979
April - June 1968	48,675	16,000 - 4652 - 800 = 18,452	67,127
July - Sept. 1968	58,945	22,400 - 1,416 - 1120 = 24,936	83,881
Total	<u>\$ 232,720</u>	<u>\$ 72,423</u>	<u>\$ 305,143</u>

^{136,000}
^{519.}

I hope this satisfies the present requirements.

Bruce

BFJ:fk

cc: Michael Bagnall

(1) INCLUDES PROPERTY TAXES OF \$20,000 EACH QUARTER + A CONTINGENCY.

Treasurers Office
OCT 17 1967
Walt Enterprises

WED ENTERPRISES, INC.

INTER-OFFICE COMMUNICATION

TO Bruce Johnson DATE October 2, 1967
FROM Carl Bongirno SUBJECT AT+V

Bill Horton called this morning and stated they would like to have their first billing include the month of September. This was estimated at \$154,260 in our memo to Henry Habley dated September 25, 1967. They expect to receive this billing the middle of October.

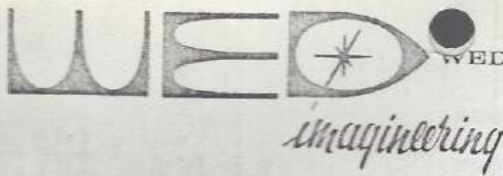
As previously discussed, the billing for special capital projects should begin the second quarter. As soon as all late charges are in, we will forward to you the amount to be billed.

If you have any questions, please call me.

Carl

cc: Mel Melton ✓
Neal McClure
Jack Sayers
Warren Robertson





September 25, 1967

Mr. Henry Habley
American Telephone & Telegraph Company
195 Broadway
New York, New York

Dear Mr. Habley,

Attached is the information you requested in our meeting last Tuesday. It includes the actual costs through August, a projection of the first billing through September, and a projected billing for a subsequent quarter.

The subsequent quarter projection was based on a winter quarter, and consequently any quarter that includes any summer operating activity would have to be adjusted. In addition, the replacement of costumes and prints are not provided for in the subsequent quarter projection as these are not regularly recurring costs.

The computation of the escalation of costs has not been completed as yet and consequently this amount is not included in the attached projections.

If you have any questions regarding the attached information, please contact me. We will be waiting for word from you as to the period to be covered in our first billing.

Very truly yours,

WED ENTERPRISES, INC.

Carl G. Bongirno
Carl G. Bongirno
Treasurer

CGB:k
Enclosure

cc: William Horton
Robert Spindler
Mel Melton ✓
Neal McClure
Jack Sayers

American Telephone & Telegraph Co.

PROJECTIONS OF QUARTERLY BILLINGS

	QUARTER ENDING		SUBSEQUENT QUARTER
	AUG. 1967	SEPT. 1967	
<u>PART I. STANDARD FEES</u>			
Disneyland Fee	\$ 25,000	\$ 25,000	\$ 25,000
Facility & Show (Includes Interest)	<u>46,605</u>	<u>46,605</u>	<u>46,605</u>
	\$ <u>71,605</u>	\$ <u>71,605</u>	\$ <u>71,605</u>
<u>PART II. OPERATIONS & MAINTENANCE COSTS</u>			
Labor & Employee Benefits	\$ 18,370	\$ 25,720	\$ 17,100
Laundry & Cleaning	785	1,160	975
Alterations & Repairs	1,000	1,000	200
Furnish Suits (58) and Blouses (232)	3,187	3,187	--
Furnish (3) Sets of Circarama Prints	6,388	6,388	--
Utility Services, Includes Air Conditioning	15,945	21,260	15,945
Loop Machines			
Savings - Projectionists	10,176	15,076	10,400
Interest on Unpaid Balance -5.9%	2,242	2,242	2,100
Miscellaneous	151	200	200
Sales Tax (on Materials)	1,054	1,299	520
20% Overhead (on Labor & E.B.)	<u>3,653</u>	<u>5,123</u>	<u>3,420</u>
	\$ <u>62,951</u>	\$ <u>82,655</u>	\$ <u>50,860</u>
Sub Total	\$ 134,556	\$ 154,260	\$ 122,465
<u>PART III</u>			
Special Capital Projects 9-3/4 Years & Incl. Interest	\$ --	\$ --	\$ 4,418
	\$ <u>134,556</u>	\$ <u>154,260</u>	\$ <u>126,883</u>

Mel - Carl - Mel

WALT DISNEY PRODUCTIONS

INTER-OFFICE COMMUNICATION

P-137

To Jim Algar

DATE September 21, 1967

FROM Dick Pfahler

SUBJECT _____

Please do not proceed any further with the proposed insertion of the Seattle sequence in the Circle-Vision film "America the Beautiful." Discussions are going on between ourselves and AT&T which could result in a decision not to make the proposed change.

cc: Gordon Brenner
Bob Gibeaut
Mel Melton ✓

[Handwritten mark]

WALT DISNEY PRODUCTIONS

INTER-OFFICE COMMUNICATION

P-137

*Neal
Lita Tech!*

M

To Mel Melton

DATE September 22, 1967

FROM Dick Pfahler

SUBJECT _____

AT&T

Now that photography has been completed covering the proposed insertion of a Seattle sequence into "America the Beautiful," we are projecting an estimated final cost of the change to be approximately \$60,000.00, including production overhead.

[Handwritten signature]

DP:djc

[Handwritten marks]

American Telephone and Telegraph Company
Disneyland
Anaheim, California

Attention: Mrs. Opal Henn

For your participation in Disneyland, per Agreement dated January 1, 1967:

For the months of June, July and August, 1967

Part I. Standard Fees

Disneyland Fee *	\$ 25,000.00	
Facility and Show, Including Interest*	<u>46,605.00</u>	
Total		\$ 71,605.00

Part II. Operations and Maintenance Costs

Labor and Employee Benefits-			
17,100 {	Projection Equipment Operators	7,807.87	2,450
5,200	Janitorial Services	4,796.79	2,000
5,200	Sound and Projection Maintenance	4,877.40	2,900
5,900	Other Maintenance Services	342.33	
300	Material-Maintenance	33.93	
500	Maintenance Work Requests - per Schedule		
-	Labor and Employee Benefits	443.07	
-	Material	67.89	
975	Laundry and Cleaning Expense	785.36	375
	Wardrobe Services		
0	Alterations to New Uniforms	819.66	
200	Regular Alterations and Repairs	175.67	
0	Furnish (58) Suits and (232) Blouses	3,187.24	
0	Furnish (3) Sets of Circarama Prints	6,388.01	
15,945	Utility Services, Including Air Conditioning	15,945.00	5,315
-	Freight Charge on Delivery of (8) Monitors	3.15	
-	Furnish (21) prints per 3-3-67 Request	13.40	
-	Warehouse Receiving and Delivery Charges	5.50	
	Rental of Loop Machines		
10,400	Savings in Projectionist Man-Hours 5.	10,176.18	4,900
2,250	Interest on Unpaid Balance of \$152,000.00 5.9	2,375.00	790
520	Sales Tax (On Material)	1,054.33	245
3,420	20% Overhead (On Labor and Employee Benefits)	3,653.49	1,470
300	Slide Presentation		
<u>51,110</u>	Total		20,445 62,951.27 (51,110)

Total Amount Due

\$134,556.27

Sept Oct Nov
5 122,715

* doesn't include escalation.
Wagner

WED ENTERPRISES, INC.

INTER-OFFICE COMMUNICATION

TO Bruce Johnson DATE September 19, 1967
FROM Jim Franzen SUBJECT Costs for Industrial Exhibits

Below are costs for the General Electric, Bell System, and Monsanto Exhibits at Disneyland. The "Estimated Final Costs" are from the Disneyland Construction Cost Report for the week ended September 9, 1967.

GENERAL ELECTRIC

Estimated Final Cost	\$ 5,155,300
Imagineering Concepts	73,500
Costs written off 10/1/66	226,700
Carousel Steel from N.Y. World's Fair	<u>106,200</u>
	<u>\$ 5,561,700</u>

BELL SYSTEM

Estimated Final Cost	\$ 1,927,700
Imagineering Concepts	18,200
Costs written off 10/1/66	<u>29,500</u>
	<u>\$ 1,975,400</u>

MONSANTO

Estimated Final Cost	\$ 2,921,700
Imagineering Concepts	98,100
Costs written off 10/1/66	<u>114,700</u>
	<u>\$ 3,134,500</u>
Cost of developing Monsanto Ride: Omnimover	<u>\$ 227,500</u>

cc: ✓ Carl Bongirno

Jim

Disneyland COST REPORT

SPECIAL CONSTRUCTION

FOR A.T. & T.

Week Ended: September 9, 1967

DESCRIPTION	COSTS THIS WEEK	COSTS & COMMITMENTS TO DATE	ESTIMATED FINAL COST	COMMENTS
<u>CORPORATE EXHIBIT</u> PEOPLEMOVER DISPLAY AREA	-0-	10,610	^{11,100} 11,700	Includes WED design & graphics; MAPO manufacturing of revolving discs & electric hook-up work.
<u>PRE-SHOW AREA</u> LIGHTING EQUIPMENT	-0-	187	198~	Paint speaker & show lighting equipment. Auth. by W. Horton F.O. 783 & 784.
SOUND EQUIPMENT	-0-	-0-	^{9,100} 10,124	Install sound equipment in Pre-Show. Auth. by W. Horton F.O. 742.
WOOD CABINETS	-0-	114	114~	Install (6) wood cabinets. Auth. by W. Horton F.O. 784.
CEILING	-0-	555	555~	Paint ceiling and south header blue. Auth. by W. Horton F.O. 1068.
DRYWALL	141	141	150~	Patch drywall around intercom F.O. 784.
SOUND SPEAKERS	322	322	342~	Install (4) speakers F.O. 1253
SPEAKER WIRING	105	105	112~	Wiring for (4) speakers F.O. 1273
<u>SHOW AREA</u> "AMERICA THE BEAUTIFUL FILM"	52	18,527	95,000~	Provide additional film footage of the Pacific Northwest.
44 FILM & TAPE LOOP CABINETS	-0-	160,997	161,000~	Final cost of the loop cabinets is to be paid Walt Disney Prod. from savings in maintenance and operational man-hours costs.
<u>POST SHOW AREA</u> CARPETING	-0-	3,918	3,918~	Includes cost of 406 sq. yards of carpet, plus installation.
LIGHTING	-0-	-0-	269~	Install (2) wash lites in Post Show. Auth. by W. Horton F.O. 1169.

Disneyland COST REPORT

SPECIAL CONSTRUCTION

FOR A.T. & T.

Week Ended: September 9, 1967

DESCRIPTION	COSTS THIS WEEK	COSTS & COMMITMENTS TO DATE	ESTIMATED FINAL COST	COMMENTS
3/4" CONDUIT	129	197	207 ~	Install two additional 3/4" Conduit. Auth. by W. Horton F.O. 767.
LIGHT FIXTURES	256	256	272 ~	Install light fixtures in telephone booth. F.O. 1253 1257
<u>V.I.P. LOUNGE OFFICE</u> DRAPERIES	-0-	491	500 ~	Per ltr dtd 4/25/67 from N. Mc Clure to W. Horton
KITCHEN EQUIPMENT	-0-	248	248 ~	Includes a refrigerator & thermador cook top.
CARPETING	-0-	1,260	1,260 ~	133-1/3 square yards for the V.I.P. Office.
WALL FINISH	-0-	3,365	3,365 ~	Vicrtex wall covering.
<u>MICROWAVE STATION</u>	-0-	2,285	2,350 ~	Requested by Bill Horton for picture phone display. Located on Skyway Storage Bldg. roof.

Prepared	<i>[Signature]</i>
By	<i>[Signature]</i>
Date	9-13-67
Approval	<i>[Signature]</i>

WALT DISNEY PRODUCTIONS
BELL SYSTEM EXHIBIT AT DISNEYLAND
ESTIMATED FINAL COST

	<u>PROJECT</u>	<u>IMAGINEERING CONCEPTS</u>	<u>TOTAL</u>
Costs through 9/9/67 - Tab Run	\$ 1,434,594.73	\$ 18,192.47	\$ 1,452,787.20
Film	478,161.10		478,161.10
Estimate to complete	<u>14,977.17</u>	_____	<u>14,977.17</u>
	<u>\$ 1,927,733.00</u>	<u>\$ 18,192.47</u>	1,945,925.47
Costs written off at 10/1/66			<u>29,528.81</u>
			<u>\$ 1,975,454.28</u>

NOTE: Special billables are not included.

Prepared: September 18, 1967
by Jim Franzen

WED ENTERPRISES, INC.


INTER-OFFICE COMMUNICATION

TO DICK PFAHLER DATE JULY 14, 1967
FROM MEL MELTON SUBJECT PETE CLARK'S MEMO TO YOU
DATED JULY 10, 1967

Dick:

For your information -- I have talked with Bill Horton and subsequently cleared it with Roy Disney and Larry Tryon that Disney would be willing to spread these additional disbursements -- totaling possibly as much as \$150,000 -- over the first five years of the AT&T contract.

cc: Larry Tryon
Carl Bongirno



DISNEYLAND
A Division of Walt Disney Productions

INTER-OFFICE COMMUNICATION

D-101

TO DICK PFAHLER

DATE JULY 10, 1967

FROM PETE CLARK

SUBJECT _____

As we discussed, the phone company wishes to proceed with the added scene of the Pacific Northwest for "America The Beautiful".

They have been granted a fee of \$95,000 for the shooting and would like to start as soon as possible. They will be sending a letter of authorization to proceed.

They want to include this new amount along with approximately \$50,000 of additional costs they incurred on their exhibit and a five year payment which they have discussed with Mel Melton.

cc: Mel Melton ✓
Jack Sayers
Norm Fagrell

PMC:lej

107-10-67

WRD

WRD

WRD

WRD

DISNEYLAND

A Division of Walt Disney Productions

INTER-OFFICE COMMUNICATION

D-101

Jim
discussed
& clarified with
Bruce & Warren
JM

TO THOSE CONCERNED

DATE JULY 13, 1967

FROM BRUCE F. JOHNSON

SUBJECT AMERICAN TELEPHONE & TELEGRAPH COMPANY

Attached are procedures tentatively established for accumulating costs for purposes of billing to American Telephone & Telegraph, pursuant to previous analyses and discussions.

Attached also is a sample invoice for billing each quarter all costs related to said lessee.

BFJ:ma

0767-012

- cc: Larry Tryon
- Don Escen
- Mel Melton ✓
- Carl Bongirno
- Michael Bagnall
- Sal Restivo/Bill Bertagna

Bruce

Jim

DISNEYLAND
A Division of Walt Disney Productions

COST ACCOUNTING AND BILLING PROVISIONS FOR AMERICAN
TELEPHONE & TELEGRAPH COMPANY
Per Agreement dated January 1, 1967

RENT

Standard Fees

- | | |
|---|----------------------------|
| 1) Disneyland Fee | \$25,000/Qtr. |
| 2) Capital Investment Recapture
(See note (B) below) | 36,500/Qtr. |
| 3) Interest on item (2) | 5% on remaining
balance |

7-28-67
Jim McManus sent
Brewer his copy of the
Quarterly amortization
schedule showing
equal payments of
\$46,605.
WJL

Other Information

- A) Official opening date of the Exhibit is June 25, 1967.
- B) The Capital Investment Recapture is limited to \$1,460,000 (excepting escalation), although costs will exceed that amount. The amount of escalation for both material and labor increases over those in effect on January 17, 1966, must be separately determined.
- C) All fees above will be recorded as Rental Income-Park Lessees (400-04-01).
- D) The quarterly billing will be made from a predetermined payment schedule, calling for equal payments including both principal and interest. Consideration must be given to the recovery of escalation costs within the first two years of the lease.

OPERATION COSTS

To Be Billed

Not applicable.

Other Information

Lessee will employ its own staff for operating the Corporate Exhibit.

MAINTENANCE COSTS

To Be Billed

- 1) Departmental operating labor
- 2) Employee Benefits
- 3) 20% overhead on items (1) and (2)
- 4) Materials and outside services
- 5) Sales tax, where applicable
- 6) Recovery of cost in loop machines
- 7) Interest on item (6)

\$160,000/Max.
6 1/2% on remaining
balance

*7-25-67
verified with driver
that the insured rate
on loop machines
is 5/8 6 1/4% rather
than 6 1/2%
CWL*

Other Information

- A) Costs incurred prior to June 25 shall be included in the first billing as "pre-opening costs".
- B) The billing will be based upon the tabulating reports representing Disneyland's fiscal month end without regard to possible items not yet recorded (inasmuch as such items will be reported in the following quarter). Quarterly billings commence with the period ending August 31, 1967.
- C) New construction rates will not apply to routine work performed at this facility.
- D) Because the installation of loop machines will reduce labor hours, whatever costs are reduced each quarter, based upon the man hours projected were the machines not installed, are billable to the point in time that machine costs are fully recovered (such income, including interest, is to be credited to 400-04-01).

Method of Accumulating Costs

- I. The Maintenance Work Order System will be used in accordance with normal procedure.
- II. All routine maintenance work will be assigned permanent work order numbers.
 - a) The breakdown of work performed will be compatible with the detail provided for all other rides/attractions.
 - b) All work of a billable nature will be assigned to "Category 21", billable at regular rates (all other to Category 50)--As an example, air conditioning maintenance will not be billable as such because a standard rate is used (per tonnage).
- III. Nonroutine work will be assigned a regular work order number.
- IV. Billable work is automatically redistributed to Job 030-90-02.

Method of Accumulating Costs (Cont.)

- V. Working papers shall be prepared to accumulate necessary supporting detail for billing loop machine recovery. Projected operating hours will be extended at current wage rates and related to actual costs.

Billing Detail

- a. Total labor dollars for Operations (namely, Soundmen).
- b. Total labor and material dollars for all other maintenance, broken down by major category; such as:
 - Janitorial services
 - Electric bulb replacement
 - Sound and projection maintenance
 - Other
- c. Overhead stated separately.
- d. The loop machine assessment will be described with reference to the labor savings involved.
- e. Interest will be described with reference to the remaining balance of the loop machine investment.
- f. No detail is to be submitted with the billing.

OTHER COSTS

To Be Billed

- 1) Utilities
- 2) Air conditioning
- 3) Property taxes
- 4) Insurance
- 5) Wardrobe and laundry
- 6) Other

Other Information

- A) Such costs will generally be effective as of June 25 with the exception of any related to pre-opening costs.
- B) Utility and air conditioning charges must be determined from special studies conducted by the Maintenance Division in the absence of meters and other measuring devices.

Method of Accumulating Costs

- I. Standard charges will be determined from special studies--costs will not be accumulated.
- II. Wardrobe and laundry costs will be determined in accordance with normal procedure and will be transferred to Job 030-90-02--
--any costs for initial wardrobe presently being accumulated in special jobs will be closed to 030-90-02.
- III. All other costs will come from special sources of information and must be handled accordingly (e.g. tax bills, insurance premiums, etc.).
- IV. Should any other departments not already cited incur costs billable to the lessee, they must notify Finance in accordance with Finance Bulletin No. 65.

Billing Detail

- a. The standard charges will be so stated.
- b. Regular wardrobe and cleaning costs will be stated in total only--
initial costs will require greater explanation.
- c. Adequate description will be submitted with the other charges.
- d. No detail will be submitted in most instances--although each situation will be considered individually.

ESCALATION PROVISIONS

To Be Billed

- 1) Escalation factor related to New Construction
- 2) Employee Benefits
- 3) 20% overhead
(See section on rent)

*6-28-67
verified with Brewer that
the escalation factor on
new construction had
not been waived
per Neal McElroy
WR*

SPECIAL COSTS--NOT A PART OF LEASE AGREEMENT

To Be Billed

- 1) Special capital projects as requested by lessee.
- 2) Interest on item (1)--at 6½%.
- 3) Accommodation purchases
- 4) Other

Other Information

- A) It is general policy that overhead not be charged on accommodation purchases.

Method of Accumulating Costs

- I. Capital projects will be accumulated in special job accounts specifically assigned for that purpose.
II. Any accommodation will be charged directly to an unbilled receivable account--005-91-04, Field A 2349.

Billing Detail

Such items will be billed on a quarterly basis with as much detailed explanation and supporting documents as is necessary. Such items can be included on the regular quarterly invoice.

Before billing the special projects, the lessee is afforded the opportunity of stipulating the amount to be billed at any one time.

DISNEYLAND
A Division of Walt Disney Productions

COST ACCOUNTING AND BILLING PROVISIONS FOR AMERICAN
TELEPHONE & TELEGRAPH COMPANY
Per Agreement dated January 1, 1967

RENT

Standard Fees

- | | |
|---|----------------------------|
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| 2) Capital Investment Recapture
(See note (B) below) | 36,500/Qtr. |
| 3) Interest on item (2) | 5% on remaining
balance |

Other Information

- A) Official opening date of the Exhibit is June 25, 1967.
- B) The Capital Investment Recapture is limited to \$1,460,000 (excepting escalation), although costs will exceed that amount. The amount of escalation for both material and labor increases over those in effect on January 17, 1966, must be separately determined.
- C) All fees above will be recorded as Rental Income-Park Lessees (400-04-01).
- D) The quarterly billing will be made from a predetermined payment schedule, calling for equal payments including both principal and interest. Consideration must be given to the recovery of escalation costs within the first two years of the lease.

OPERATION COSTS

To Be Billed

Not applicable.

Other Information

Lessee will employ its own staff for operating the Corporate Exhibit.

* MAINTENANCE COSTS

To Be Billed

- | | |
|--------------------------------------|---|
| 1) Departmental operating labor | |
| 2) Employee Benefits | |
| 3) 20% overhead on items (1) and (2) | |
| 4) Materials and outside services | |
| 5) Sales tax, where applicable | |
| 6) Recovery of cost in loop machines | \$160,000/Max. |
| 7) Interest on item (6) | 6 $\frac{1}{4}$ % on remaining
balance |

Other Information

- A) Costs incurred prior to June 25 shall be included in the first billing as "pre-opening costs".
- B) The billing will be based upon the tabulating reports representing Disneyland's fiscal month end without regard to possible items not yet recorded (inasmuch as such items will be reported in the following quarter). Quarterly billings commence with the period ending August 31, 1967.
- C) New construction rates will not apply to routine work performed at this facility.
- D) Because the installation of loop machines will reduce labor hours, whatever costs are reduced each quarter, based upon the man hours projected were the machines not installed, are billable to the point in time that machine costs are fully recovered (such income, including interest, is to be credited to 400-04-01).

Method of Accumulating Costs

- I. The Maintenance Work Order System will be used in accordance with normal procedure.
- II. All routine maintenance work will be assigned permanent work order numbers.
 - a) The breakdown of work performed will be compatible with the detail provided for all other rides/attractions.
 - b) All work of a billable nature will be assigned to "Category 21", billable at regular rates (all other to Category 50)--As an example, air conditioning maintenance will not be billable as such because a standard rate is used (per tonnage).
- III. Nonroutine work will be assigned a regular work order number.
- IV. Billable work is automatically redistributed to Job 030-90-02.

Method of Accumulating Costs (Cont.)

- V. Working papers shall be prepared to accumulate necessary supporting detail for billing loop machine recovery. Projected operating hours will be extended at current wage rates and related to actual costs.

Billing Detail

- a. Total labor dollars for Operations (namely, Soundmen).
- b. Total labor and material dollars for all other maintenance, broken down by major category; such as:
 - Janitorial services
 - Electric bulb replacement
 - Sound and projection maintenance
 - Other
- c. Overhead stated separately.
- d. The loop machine assessment will be described with reference to the labor savings involved.
- e. Interest will be described with reference to the remaining balance of the loop machine investment.
- f. No detail is to be submitted with the billing.

OTHER COSTS

To Be Billed

- 1) Utilities
- 2) Air conditioning
- 3) Property taxes
- 4) Insurance
- 5) Wardrobe and laundry
- 6) Other

Other Information

- A) Such costs will generally be effective as of June 25 with the exception of any related to pre-opening costs.
- B) Utility and air conditioning charges must be determined from special studies conducted by the Maintenance Division in the absence of meters and other measuring devices.

Method of Accumulating Costs

- I. Standard charges will be determined from special studies--costs will not be accumulated.
- II. Wardrobe and laundry costs will be determined in accordance with normal procedure and will be transferred to Job 030-90-02--
--any costs for initial wardrobe presently being accumulated in special jobs will be closed to 030-90-02.
- III. All other costs will come from special sources of information and must be handled accordingly (e.g. tax bills, insurance premiums, etc.).
- IV. Should any other departments not already cited incur costs billable to the lessee, they must notify Finance in accordance with Finance Bulletin No. 65.

Billing Detail

- a. The standard charges will be so stated.
- b. Regular wardrobe and cleaning costs will be stated in total only--
initial costs will require greater explanation.
- c. Adequate description will be submitted with the other charges.
- d. No detail will be submitted in most instances--although each situation will be considered individually.

ESCALATION PROVISIONS

To Be Billed

- 1) Escalation factor related to New Construction
- 2) Employee Benefits
- 3) 20% overhead
(See section on rent)

SPECIAL COSTS--NOT A PART OF LEASE AGREEMENT

To Be Billed

- 1) Special capital projects as requested by lessee.
- 2) Interest on item (1)--at 6 $\frac{1}{4}$ %.
- 3) Accommodation purchases
- 4) Other

Other Information

- A) It is general policy that overhead not be charged on accommodation purchases.

Method of Accumulating Costs

- I. Capital projects will be accumulated in special job accounts specifically assigned for that purpose.
- II. Any accommodation will be charged directly to an unbilled receivable account--005-91-04, Field A 2349.

Billing Detail

Such items will be billed on a quarterly basis with as much detailed explanation and supporting documents as is necessary. Such items can be included on the regular quarterly invoice.

Before billing the special projects, the lessee is afforded the opportunity of stipulating the amount to be billed at any one time.



Disneyland

A DIVISION OF WALT DISNEY PRODUCTIONS

Invoice No. xxx
December 15, 1967

1313 HARBOR BLVD., ANAHEIM, CALIF. 92803 • TELEPHONES: KEystone 3-4456 AND MADison 6-8605

Pacific Telephone and Telegraph Company
140 New Montgomery Street
San Francisco, California

Attention: xx

For your participation in Disneyland, per Agreement dated January 1, 1967:

For the months of September, October and November, 1967

Part I. Standard Fees

Disneyland Fee	xx	
Facility and Show	xx	
Interest	xx	
Total		xx

Part II. Operations and Maintenance Costs

Sound Operating Labor and Employee Benefits	xx	
Janitorial Services	xx	
Electric Bulb replacement	xx	
Sound and Projection Maintenance	xx	
Other	xx	
Utilities, including Air Conditioning	xx	
Wardrobe and Laundry	xx	
Other	xx	
Sales Tax (on material)	xx	
20% overhead (on labor and employee benefits)	xx	
Total		xx

Part III. Use of Loop Machines

Projected labor and employee benefits for Soundmen during this period	xx	
Actual costs reported in Part II	xx	
	xx	
Interest on \$ xx remaining balance	xx	
Total		xx

Part IV. Other Charges

Special capital projects	xx	
Interest	xx	
Other	xx	
Total		xx

Total Amount Due

xx

AMERICAN TELEPHONE AND TELEGRAPH COMPANY

195 BROADWAY, NEW YORK, N. Y. 10007

AREA CODE 212 393-4315

H. J. HABLEY
ADVERTISING MANAGER—
EXHIBITS & SALES PROMOTIONS

July 12, 1967

RECEIVED

JUL 14 1967

WED ENTERPRISES, INC.
MEL MELTON'S OFFICE

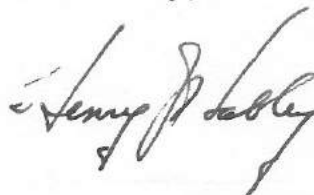
Mr. Richard Pfahler
Walt Disney Studios
500 S. Buena Vista
Burbank, California

Dear Dick:

Bill Horton has just discussed with me the proposed shot for the Pacific Northwest scene we plan to introduce in "America the Beautiful."

The aerial shot coming in over Puget Sound, taking in the city of Seattle, the Space Needle, etc., coming down over Lake Washington and heading southward with Mt. Renier as a backdrop sounds like it should cover everything we need for this area. Therefore, let's proceed with the shot at once for inclusion in our film at the earliest possible date.

Sincerely,



Original to: Mel Melton ✓

Copies to: Bill Anderson
Dick Pfahler
Jack Sayers

DISNEYLAND

A Division of Walt Disney Productions

INTER-OFFICE COMMUNICATION

D-101

TO DICK PFAHLER

DATE JULY 10, 1967

FROM PETE CLARK

SUBJECT _____

As we discussed, the phone company wishes to proceed with the added scene of the Pacific Northwest for "America The Beautiful".

They have been granted a fee of \$95,000 for the shooting and would like to start as soon as possible. They will be sending a letter of authorization to proceed.

They want to include this new amount along with approximately \$50,000 of additional costs they incurred on their exhibit and a five year payment which they have discussed with Mel Melton.

cc: Mel Melton ✓
Jack Sayers
Norm Fagrell

PMC:lej

Handwritten in red:
7-13-67

BELL SYSTEM - AT DISNEYLAND
"AMERICA THE BEAUTIFUL"
PROJECT COSTS

	<u>Costs to</u> June 17, 1967	<u>Estimated</u> Cost to Complete	<u>Estimated</u> Final Cost	<u>Budget</u>
Facility	\$ 974,000 <i>910 - 264</i>	\$ 13,000	\$ 987,000	798,000
Show	<u>822,000</u> <i>750 - 72</i>	18,000	840,000	<u>934,000</u>
Total	<u>\$ 1,796,000</u>	<u>\$ 31,000</u>	<u>\$ 1,827,000</u>	1,732,000

Contract Comparison

Estimated Final Cost	\$ 1,827,000
Contract	<u>1,460,000</u>
Over Contract	<u>\$ 367,000</u>

100
150
95 C *150*

Budget Comparison

Estimated Final Cost	\$ 1,827,000	10,000
Budget	<u>1,732,000</u>	4,527
Over Budget	<u>\$ 95,000</u>	171,876
Total Show	<u>\$ 840,102</u>	18,431

BELL SYSTEM - AT DISNEYLAND
"AMERICA THE BEAUTIFUL"
PROJECT COSTS

	<u>Costs to</u> <u>June 17, 1967</u>	<u>Estimated</u> <u>Cost to</u> <u>Complete</u>	<u>Estimated</u> <u>Final</u> <u>Cost</u>
<u>Facility</u>			
Design	\$ 164,910	\$ 6,874	\$ 171,784
Site Work	23,356	--	23,356
Concrete	81,708	--	81,708
Metals, Including Metal Deck	87,414	--	87,414
Carpentry	220,531	--	220,531
Moisture Protection	17,941	--	17,941
Doors, Windows and Glass	18,126	--	18,126
Finishes	50,493	--	50,493
Specialties	13,695	--	13,695
Mechanical	143,968	--	143,968
Electrical	73,632	--	73,632
General Requirements	78,352	6,300	84,652
	<u>\$ 974,126</u>	<u>\$ 13,174</u>	<u>\$ 987,300</u>
<u>Over Contract</u>			
		<u>\$ 367,000</u>	
<u>Show</u>			
Design	\$ 4,099	\$ 5,901	\$ 10,000
Crowd Control	18,371	--	18,371
Rough Carpentry	4,527	--	4,527
Doors, Windows, Glass	6,304	--	6,304
Finishes	295	--	295
Equipment	171,876	--	171,876
Furnishings	17,989	--	17,989
Electrical	97,768	1,232	99,000
Film & Special Show Items	452,961	6,274	459,235
General Requirements	47,481	5,024	52,505
	<u>\$ 821,671</u>	<u>\$ 18,431</u>	<u>\$ 840,102</u>

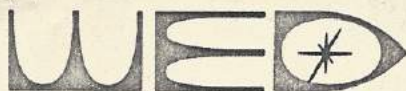
Prepared June 26, 1967
By Jim Franzen

BELL SYSTEM - AT DISNEYLAND
"AMERICA THE BEAUTIFUL"
PROJECT COSTS

	<u>Costs to</u> <u>June 17, 1967</u>	<u>Estimated</u> <u>Cost to</u> <u>Complete</u>	<u>Estimated</u> <u>Cost to</u> <u>Complete</u>	<u>Estimated</u> <u>Final</u> <u>Cost</u>	<u>Estimated</u> <u>Final</u> <u>Cost</u>
<u>Facility</u>					
Design					
Site Work					
Concrete					
Facility	\$ 974,000	\$ 13,000	\$ 6,874	\$ 987,000	\$ 77,764
<u>Show</u>					
Materials Including Metal Deck	822,000	18,000	---	840,000	81,768
Carpentry					
Moisture Protection					
Doors, Windows and Glass					
Finishes					
Total	<u>\$ 1,796,000</u>	<u>\$ 31,000</u>	<u>---</u>	<u>\$ 1,827,000</u>	<u>---</u>
Specialties					
Mechanical					
Electrical					
General Requirements					
Total Facility			\$ 13,174		\$ 987,300
<u>Contract Comparison</u>					
Estimated Final Cost				\$ 1,827,000	
<u>Show</u>					
Contract				1,460,000	
Crowd Control	\$ 4,089		\$ 5,901	\$ 10,000	
Rough Carpentry	18,371		---	18,371	
Doors	4,527		---	4,527	
Over Contract Loss	6,304		---	<u>\$ 367,000</u>	
Finishes					
Equipment	298		---	298	
Furnishings	171,876		---	171,876	
Electrical	17,939		---	17,939	
Film & Special Show Items	97,768		1,232	99,000	
General Requirements	452,961		6,274	459,235	
	47,481		5,024	52,505	
Total Show	<u>\$ 821,671</u>		<u>\$ 18,431</u>	<u>\$ 840,102</u>	

BELL SYSTEM - AT DISNEYLAND
"AMERICA THE BEAUTIFUL"
PROJECT COSTS

<u>Facility</u>	<u>Costs to</u> <u>June 17, 1967</u>	<u>Estimated</u> <u>Cost to</u> <u>Complete</u>	<u>Estimated</u> <u>Final</u> <u>Cost</u>
Design	\$ 164,910	\$ 6,874	\$ 171,784
Site Work	23,356	--	23,356
Concrete	81,708	--	81,708
Metals, Including Metal Deck	87,414	--	87,414
Carpentry	220,531	--	220,531
Moisture Protection	17,941	--	17,941
Doors, Windows and Glass	18,126	--	18,126
Finishes	50,493	--	50,493
Specialties	13,695	--	13,695
Mechanical	143,968	--	143,968
Electrical	73,632	--	73,632
General Requirements	78,352	6,300	84,652
	<u>\$ 974,126</u>	<u>\$ 13,174</u>	<u>\$ 987,300</u>
<u>Show</u>			
Design	\$ 4,099	\$ 5,901	\$ 10,000
Crowd Control	18,371	--	18,371
Rough Carpentry	4,527	--	4,527
Doors, Windows, Glass	6,304	--	6,304
Finishes	295	--	295
Equipment	171,876	--	171,876
Furnishings	17,989	--	17,989
Electrical	97,768	1,232	99,000
Film & Special Show Items	452,961	6,274	459,235
General Requirements	47,481	5,024	52,505
	<u>\$ 821,671</u>	<u>\$ 18,431</u>	<u>\$ 840,102</u>



WED Enterprises, Inc • 1401 Flower St • Glendale, Calif 91201 • 245-8951

imagineering

RECEIVED
MAY 22 1967 P.M.

WED Enterprises, Inc.
May 10, 1967

American Telephone and Telegraph Company
195 Broadway
New York, New York 10007

Attention: Mr. William Horton

Gentlemen:

You and we have had several discussions concerning the \$9,800 estimate for work to be performed by WED on the AT&T corporate exhibit area at Disneyland. The estimate appears to be reliable. However, it is understood that this figure is an estimate only; that WED will perform the work on WED's usual billing basis; that in the event of savings, such savings will be passed on to AT&T; and that in the event of overage, such overage, upon being authenticated to AT&T, will be paid by AT&T.

If the foregoing is agreeable to you, as well as the items set forth in our letter to you dated April 24, 1967, please sign and return to us the accompanying carbon copy of this letter so that we may document the agreement for our files.

Very truly yours,

WED ENTERPRISES, INC.

By Neal E. McClure
Neal E. McClure
Corporate Secretary

ACCEPTED & AGREED TO:

AMERICAN TELEPHONE &
TELEGRAPH COMPANY

By H. J. Whaley
Assistant Vice Pres.



Disneyland

A DIVISION OF WALT DISNEY PRODUCTIONS

1313 HARBOR BLVD., ANAHEIM, CALIF. 92803 • TELEPHONES: KEystone 3-4456 AND MADison 6-8605

May 11, 1967

RECEIVED

Mr. Henry Habley
Advertising Manager
American Telephone & Telegraph
195 Broadway
New York, New York 10007

MAY 12 1967

WED ENTERPRISES, INC.
MEL MELTON'S OFFICE

Dear Hank:

We have been informed by our construction division that, due to problems in the final phase of construction, we will not be able to open your exhibit to the public before June 24.

As I am sure you have read, the month of April was one of the wettest in the last fifty years for Southern California. It caught us during the rough plastering stage and it was essential that this first coat of plaster be allowed to set and dry properly before the finish coat could be applied. When a schedule is as tight as ours has been, a delay of this type slows all the other steps that must be coordinated, and therefore sets the entire program back.

We are tentatively planning the press opening for New Tomorrowland for July 2, so any preview you want to make to your executives, customers, or trade press should be planned for the week of June 26.

Along these lines, Club 33 will be open and operating around June 15, and arrangements can be made in this facility for any special openings you might wish to plan.

As our schedule firms up and we are able to ascertain additional time we may gain, we will keep you advised of any further change in the schedule. We appreciate your understanding of our problem, and please rest assured that we will endeavor to meet the schedule any way we can.

Cordially yours,

Peter M. Clark, Manager
Lessee Relations Division

PMC:vc AGREEMENT WILL BE BINDING ON THIS CORPORATION UNLESS IN WRITING AND SIGNED BY AN OFFICER

WED ENTERPRISES, INC.

INTER-OFFICE COMMUNICATION

TO Neal McClure DATE April 25, 1967
FROM Warren Robertson SUBJECT Bell System Exhibit
Film & Tape Loop Cabinets

As a follow up to our conversation on the loop cabinets for A. T. & T., I determined that each of the nine projectors and two sound machines required an additional film or tape loop cabinet because the length of the film and tape was increased. This resulted in increasing the estimated final cost as the following chart illustrates:

	Number of Loop Cabinets			Estimated Final Cost
	<u>Film</u>	<u>Tape</u>	<u>Total</u>	
Original Request	27	6	33	\$ 110,810
Increase	<u>9</u>	<u>2</u>	<u>11</u>	<u>36,300</u>
Total	<u>36</u>	<u>8</u>	<u>44</u>	<u>\$ 147,110</u>

Our letter of agreement which is attached is worded in a way (the section under-lined) that leads me to believe that the increased cost could be negotiated with A. T. & T.

Warren

cc: Mel Melton ✓
Carl Bongirno

Melton



WALT DISNEY PRODUCTIONS

500 SO. BUENA VISTA ST. • BURBANK, CALIFORNIA • CABLE ADDRESS: DISNEY

December 12, 1966

American Telephone and
Telegraph Company
195 Broadway
New York, New York

Attention: Mr. Henry Habley

Gentlemen:

Under the terms of an agreement currently being worked out between our respective companies, you will maintain and operate an attraction which we are building for your sponsorship at Disneyland.

The attraction utilizes multiple camera projectors, which must be manned, and we believe that a new system, "loop machine", can be installed at a substantial savings of the manpower costs for maintenance and operation. Therefore, we propose that we will expend the money necessary to manufacture and install the loop machines at a cost currently estimated at \$110,000.00, and from the projected savings in maintenance and operational man-hour costs you will repay us all direct costs of manufacturing and installing the loop machines.

The savings are to be determined by using projected staffing requirements, as set forth in a presentation to you dated December 2, 1965, as compared with actual staffing requirements from maintenance and operation. After recoupment of such costs, further savings will be retained by you.

Please indicate your acceptance of our proposal by signing the carbon copy of this letter in the space provided, and returning it to us.

Very truly yours,

Accepted & Agreed to:

AMERICAN TELEPHONE
& TELEGRAPH COMPANY

By

RKO Peary

WALT DISNEY PRODUCTIONS

By

O. V. Melton

O. V. Melton, Assistant Treasurer

Orig. to main files 1/15/67

x c to Jim McManus 4/3/67

NO AGREEMENT WILL BE BINDING ON THIS CORPORATION UNLESS IN WRITING SIGNED BY AN OFFICER

WED

WED

WED

WED

WED

WED

WED

WED

File
A T & T
Files

April 24, 1967

4-28-67

American Telephone &
Telegraph Company
195 Broadway
New York, New York 10007

Attention: Mr. William Horton

Gentlemen:

We have had numerous discussions concerning installation by WED of a corporate exhibit in your Attraction at Disneyland, adjacent to the PeopleMover in your building. Our contract provides that this installation would be by American Telephone and Telegraph; however, you have requested that we design and install a corporate exhibit for you in this area, in accordance with models and schematics heretofore shown to you.

Our estimate for this work is \$9,800.00 and is comprised of the following items:

WED Design	\$ 2,740.00
Graphic Designs for Bell Signing	470.00
Manufacture of Revolving Discs with necessary spotlights	3,950.00
Electrical Hook-up Work	1,600.00
General Requirements	347.00
Contingency	693.00
	<u>\$ 9,809.00</u>

Please note that the above estimate does not include:

1. Fabrication and installation of or graphics work on a white translucent plastic display wall. This work is to be let direct to Industrial Displays by AT&T.

WED

WED

WED

WED

American Telephone &
Telegraph Company
Attention: Mr. William Horton
Page 2.

April 24, 1967

2. Wall or ceiling speakers in the Display Area for additional music. AT&T will handle through their own electrical contractor.
3. Electrical power to the Display Area, wall in light trap at PeopleMover Entrance to building, and painting of floor, walls, and ceiling. These costs, estimated at \$2,165.00, will be accumulated in the Bell System Exhibit Capital Construction Budget (Project #0052).

If the foregoing is agreeable to you, please sign and return to us the accompanying carbon copy of this letter so that we may document the agreement for our files.

Very truly yours,

WED ENTERPRISES, INC.

By _____

Neal E. McClure
Corporate Secretary

ACCEPTED AND AGREED TO:

AMERICAN TELEPHONE &
TELEGRAPH COMPANY

By _____

xc: Warren Robertson

WED

WED

WED

WED

WED ENTERPRISES, INC.

INTER-OFFICE COMMUNICATION

TO Neal McClure DATE April 21, 1967
FROM Warren Robertson SUBJECT People Mover Display Area
Bell System Exhibit : File

The following revised estimate for the Bell Exhibit Display Area along the People Mover Roadway is for inclusion in your letter of agreement which you are forwarding to A. T. & T. for their acceptance. Included in the \$9,800 estimate is the following work:

WED Design	\$ 2,740
Graphic Designs for Bell Signing	470
Manufacture of Revolving Discs with necessary spotlights	3,950
Electrical Hook-up Work	1,600
General Requirements	347
Contingency	<u>693</u>
	<u>\$ 9,800</u>

The estimate does not include:

1. Fabrication and installation of or graphics work on a white translucent plastic display wall. This work is to be let direct to Industrial Displays by A. T. & T.
2. Wall or ceiling speakers in the Display Area for additional music. A. T. & T. will handle through their own electrical contractor.

WR
4-21-67



WED ENTERPRISES, INC.



INTER-OFFICE COMMUNICATION

TO Neal McClure DATE April 21, 1967
FROM Warren Robertson SUBJECT People Mover Display Area
Bell System Exhibit
Page 2

3. Electrical power to the Display Area, wall in light trap at People Mover Entrance to building, and painting of floor, walls and ceiling. These costs, estimated at \$2,165, will be accumulated in the Bell System Exhibit Capital Construction Budget (Project #0052).

Warren

cc: Dick Irvine
John Hench
Fred Hope
John Wise

Mel Melton ✓
Carl Bongirno
File

WED ENTERPRISES, INC.

INTER-OFFICE COMMUNICATION

Handwritten signature in red ink, possibly "Irvine", with a red line through it.

TO JOHN HENCH DATE March 21, 1967
FROM WED ESTIMATING SUBJECT BELL SYSTEM EXHIBIT

The following estimates are based on preliminary sketches and description of proposed mobiles, sound effects, etc.

1. Exhibit on 2nd floor of Bell Exhibit Building exclusively for WEDway passengers - \$ 51,000
2. Exhibit in Entrance Lobby, Ground Floor of Circlevision Theatre - \$ 16,265

HAROLD FREEMAN

Handwritten initials in blue ink, possibly "H.F.", with a red checkmark below.

HF:ab

cc: Mel Melton
Dick Irvine
Carl Bongirno

Handwritten in red ink: a large flourish followed by "3-21".



Disneyland

A DIVISION OF WALT DISNEY PRODUCTIONS

1313 HARBOR BLVD., ANAHEIM, CALIF. 92803 • TELEPHONES: KEystone 3-4456 AND MADison 6-8605

March 8, 1967

Mr. Henry Habley
Advertising Manager
Bell Telephone System
American Tel. & Tel.
195 Broadway
New York, New York 10007

Dear Hank:

As you requested on your recent visit to Southern California, I have asked WED to give us an estimate of the approximate cost of carpeting the Post-Show area. They informed me that the area consists of approximately 409 square yards and using the installation price of \$15.00 per square yard, the total cost of the carpeting is about \$6,135.00.

I am including a plot plan, that will show the area in question, marked off in yellow.

As I indicated in my earlier correspondence, we would like to settle this misunderstanding. I suggest that on your next visit to Southern California, we meet with Mel Melton and resolve the problem.

Please keep us advised as to when Mr. Straley and Mr. O'Leary plan to visit us and we will be prepared to have everything ready for them to view.

Cordially yours,

Peter M. Clark, Manager
Lessee Relations Division

cc: Mel Melton, Carl Bongirno, Jack Sayers

PMC:lej

NO AGREEMENT WILL BE BINDING ON THIS CORPORATION UNLESS IN WRITING AND SIGNED BY AN OFFICER

WED ENTERPRISES, INC.

INTER-OFFICE COMMUNICATION

TO Pete ClarkDATE February 24, 1967FROM Carl BongirnoSUBJECT A T & T File

Mel has asked me to reply to your question regarding the carpet in the Post Show area of A. T. & T. As you will note on the Plot Plan that was attached to the contract, the Post Show encompasses 409 square yards. Using an installed price of \$15.00 per square yard which was furnished by our estimators, the total cost for carpeting in this area would amount to \$6,135.00.

If you need any further information, please let me know.

Carl

cc: Mel Melton ✓
Jack Sayers
Neal McClure

[Handwritten mark]

INTER-OFFICE COMMUNICATION

RECEIVED

D-101

TO THOSE CONCERNED
FROM PETE CLARK

DATE FEBRUARY 9, 1967 FEB 13 1967
SUBJECT A J & J WED ENTERPRISES, INC.
MEL MELTON'S OFFICE

Hank Habley of AT & T called us last week, and asked that the following arrangements be set up for their group for Wednesday, February 15.

They would like to see the film "America The Beautiful" at 9:00 a.m. at the Studio, meet with Dick Pfahler to discuss the various portions still unsettled and then come to Disneyland in the afternoon. Mr. O'Leary and Mr. Straley will not be with the group, however, they would like Mr. Spindler, who took Frank Kurent's place, to see WED, and meet some of the people working on their exhibit.

They will be at the Park in the afternoon to view their facility here and will stay overnight at the Disneyland Hotel the evening of the 15th, returning to New York on the 16th.

If we could, please, make the necessary arrangements to have the screening at 9:00 a.m., we will notify those concerned of the remainder of the schedule as time permits.

Thank you.

cc: Dick Pfahler
Mel Melton ✓
Dick Irvine
Joe Fowler
Jack Sayers.

PMC:lej

[Handwritten signature]

[Red scribble]

up file #12
2

INTER-OFFICE COMMUNICATION

D-101

TO Those Concerned

DATE January 31, 1967

FROM Jack Sayers

SUBJECT AT&T

A group of AT&T executives will be here February 15 to see the latest developments in the Circle-Vision 360° show, and to visit the park. The party will include Henry Habley, Bill Horton, L. K. O'Leary, Mr. Spindler, and the new Assistant Vice President for Advertising, Walter Straley, who replaced Jim Ryan.

They will want to see the film shot to date and review the continuity and thoroughly discuss the lead in.

I am not certain of their complete schedule at the moment, but will keep you advised.

cc: Dick Pfahler
Mel Melton - *noted*
Dick Irvine *wd*
Joe Fowler

Jaw

Information copies: Donn Tatum
Card Walker

1-3



Disneyland

A DIVISION OF WALT DISNEY PRODUCTIONS

1313 HARBOR BLVD., ANAHEIM, CALIF. 92803 • TELEPHONES: KEystone 3-4456 AND MADison 6-8605

January 23, 1967

Mr. William Horton
Display Supervisor
Bell Telephone System
American Telephone and Telegraph
195 Broadway
New York, New York 10007

RECEIVED

JAN 24 1967

WED ENTERPRISES, INC.
MEL MELTON'S OFFICE

Dear Bill:

After we finished our second phone conversation for the day, I talked again to Mel Melton regarding the carpeting of the Post-Show area and he does not recall any conversation on our responsibility to cover this area also. As Mel pointed out, the way the contract reads, legally it is your responsibility to do the entire Pre-Show and Post-Show sections, however, because of his verbal commitment to you we will carpet the Pre-Show area.

As he reconstructed the meeting to me, no discussion was held at all on the Post-Show area.

We would appreciate it if you would check again with both Henry and Frank on their recollection of the discussion held so that we may straighten out this misunderstanding.

Cordially yours,

Peter M. Clark, Manager
Lessee Relations Division

cc: Henry Habley
Mel Melton
Jack Sayers

PMC:lej

Handwritten signature and date: 1-24-67

INTER-OFFICE COMMUNICATION

JAN 11 1966

D-101

WED ENTERPRISES, INC.
MEL MELTON'S OFFICE

TO Those Concerned

DATE January 10, 1967

FROM Jack Sayers

SUBJECT _____

For the record, the attached is a letter from Henry Habley of AT&T that came in while I was on vacation.

These matters have been covered in the contract which has been signed by both parties.

cc: Joe Fowler
Mel Melton
Dick Irvine
Neal McClure

Handwritten: 11-11-67

AMERICAN TELEPHONE AND TELEGRAPH COMPANY

195 BROADWAY, NEW YORK, N. Y. 10007

AREA CODE 212 393-4315

H. J. HABLEY
ADVERTISING MANAGER—
EXHIBITS & SALES PROMOTIONS

December 14, 1966

Mr. Jack Sayers
1313 Harbor Boulevard
Anaheim, California 92802

Dear Jack:

This letter will sum up our most recent telephone conversations and those between Horton and McClure. As far as I am concerned the following items are resolved:

1. Disneyland agrees to have our facility ready in time to open to the public on June 1. If, by chance, some unforeseen or unavoidable delay occurs you people will do your utmost to have the facility open to the public no later than July 1.

We still need 90 days to install our exhibits, iron out mechanical bugs which may occur and train our people. I assume your original availability date of February 15 for us to get in and start our installation is still good. However with this 90 day schedule March 1 would still allow us enough time.

It is our understanding that Disneyland will have completed the areas surrounding the Bell System Exhibit so that the public will have access to our facility on the opening date.

2. We accept your escalation clause as outlined in our letter of intent dated March 29, 1966.

3. It is our understanding that your people at WED have approved our concept of Disneyland backdrop for our Kiddie Phone Display and that your people will provide us with original art or photography so that we can proceed with the fabrication of this exhibit immediately.

Best regards,

Henry Habley