

Shell U.K. Limited

Downstream Oil

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our ref UORM/113

your ref

date 17 February 1994

Dear Mr Donovan

Thank you for your letter of 20 December 1993.

As you may know, David Watson has left Shell U.K. to take up a post with Shell International and your letter has been passed to me for attention.

I am not sure I am able to add much to David's letter of 2 December. This basically set out the legal position in respect of the "Make Money" concept. The concept itself predates your involvement in the 1984 promotion and therefore you have no proprietary rights in the game concept, although you may have some rights in the design, artwork and playing pieces which were used in the 1984 game. Those rights would not, in any event, extend to the scheme rules or method of playing the game.

Therefore, I am not certain of the relevance of the final paragraph of your letter, in that given the example of "Make Money", there is no proprietary right in the concept and therefore discussions would only need to take place if Shell were considering running the game using the same design, artwork and playing pieces. Shell would otherwise be free to promote a game based on that concept.

Yours sincerely

A handwritten signature in black ink, appearing to read 'A Lazenby', is written over a horizontal line. The signature is stylized and somewhat cursive.

Andrew Lazenby
Promotions Manager