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TRANSCRIPT OF TELEPHONE CONVERSATION BETWEEN JOHN DONOVAN
(DON MARKETING) AND MIKE SEYMOUR (SENIOR KING)

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DON: MAKE ONE LAST ATTEMPT TO TRY TO SETTLE THE MATTER BUT EM I DOUBT IF ITS GOING TO BE SETTLED AND WE WILL TAKE THEM TO COURT BECAUSE THERE DOES 'NT SEEM TO BE ANY WAY ROUND IT..

SEY: WELL I HAVE TO SAY WE'VE.. I WOULD'NT TRUST ANDREW LAZENBY AS FAR AS I COULD SPIT..

DON: NO..

SEY: HE HE HAS TURNED ROUND ALL SORTS OF THINGS THAT WE'VE PUT FORWARD.. AND IN PARTICULAR THIS ONE.. I MEAN I CAN'T SAY TOO MUCH ABOUT IT CAUSE OBVIOUSLY ITS IN THE HANDS OF THE LAWYERS

DON: RIGHT

SEY: IF THAT COMES OUT I MEAN WE WE ACTUALLY EXPOSED A LOT OF CONFIDENTIAL INFORMATION WE ALSO PUT A LOT OF.. THERE WAS A VERY BIG DOCUMENT.. HUGE DOCUMENT 40 PAGE DOCUMENT WENT WITH A PROPOSAL IN RESPONSE TO A BRIEF WHICH THEY THEN TOOK AWAY AND THEN ALL OF A SUDDEN THE IDEAS WERE BEING REGURGITATED BY OTHER AGENCIES

DON: YES.. THIS IS THE IMPRESSION THAT I GOT WITH ANDREW IS THAT HE IS ON THE LOOKOUT FOR ANY WAYS OF CUTTING OUT AN AGENCY AND ITS HAPPENED WITH A COUPLE OF IDEAS INCLUDING POSSIBLY MEGAMATCH WHICH WAS THE REASON REALLY FOR CONTACTING YOU

SEY: SO WHAT WAS THE SITUATION WITH MEG.. I MEAN THE MEGAMATCH SITUATION WAS PRESUMABLY HE HAD.. HE HAD

DON: WE APPROACHED HIM WITH THE IDEA

SEY: RIGHT

DON: HE LIKED IT GAVE US AUTHORITY TO APPROACH WOOLWORTH AND SAFEWAY AND LITTLE CHEF

SEY: O I SEE.. AND THEN HE'D GONE DIRECT..

DON: AND THEN I FOUND OUT THAT.. IT APPEARS.. I DON'T KNOW FOR CERTAIN.. THAT EM WOOLWORTH SAID WHAT'S GOING ON BECAUSE SENIOR KING HAD BEEN IN SAYING THAT THEY REPRESENT SHELL AT PUTTING FORWARD EXACTLY THE SAME PROMOTION.. AND I SAID NO.. THAT CANNOT BE RIGHT

SEY: WELL

DON: AND ANDREW

SEY: IF THAT WAS THE CASE THE ONLY THING I CAN SAY TO YOU IS THAT IF SENIOR KING HAD HAD GONE TO B & Q IT WOULD HAVE BEEN WITH THE EXPRESS INSTRUCTION FROM SHELL

DON: O ABSOLUTELY

SEY: BECAUSE

DON: YES

SEY: WHEN WE WHEN WE WERE WORKING FOR THEM WE WERE NOT ALLOWED

DON: NO NO

SEY: TO APPROACH ANY THIRD PARTY UNTIL THEY HAD AGREED IT

DON: NO BUT IF IT TURNS OUT THAT HE DID INSTRUCT YOU AND HE THEN GAVE ME A CATERGORIC ER CATEGORICAL ASSURANCE ASSURANCE THAT HE DID'NT THEN ITS GOING TO WEAKEN HIS CASE AND IT WILL CLEAR IT UP IN MY MIND AS WELL BECAUSE YOU DO WONDER ALL THE TIME.. IS IS HE JUST INCOMPETENT OR IS HE A LIAR..

SEY: HE'S A LIAR MATE.. I MEAN I MEAN AND I USE THE WORD LIAR NOT VERY OFTEN BUT ER.. IN HIS PARTICULAR CASE ERM I WOULD I WOULD'NT TRUST HIM AS FAR AS I CAN SPIT..

DON: THAT'S MY GREAT SUSPICION THAT HE THAT HE IS A LIAR..

SEY: THE WAY I FEEL ABOUT IT I MEAN WE'VE GOT A LOT OF AXES TO GRIND WITH THEM.. IN PARTICULAR IS THAT HE HAS'NT GOT ANY SCRUPLES AT ALL AND I WOULD EXPECT A COMPANY LIKE SHELL TO BE AT THE LEADING EDGE OF BUSINESS ETHICS..

DON: THAT'S THAT'S EXACTLY THE POINT THAT I MADE TO THEIR MANAGING DIRECTOR

SEY: YOU DON'T EXPECT..

DON: WE COULD ALWAYS RELY ON SHELL TO BE FAIR EVEN IF SOMETHING WAS'NT IN WRITING THEY WOULD ALWAYS BE FAIR.. BUT THI.. BUT IT SEEMS TO BE A DIFERENT COMPANY RECENTLY

SEY: YEAY WELL I CERTAINLY I XXX A LOT OF IT YOU SEE I MEAN I DON'T KNOW HOW MUCH OF THE BACKGROUND YOU KNOW.. DO YOU KNOW O ITS DAVID EM.. HIS BOSS EM WHATS HIS NAME..

DON: DAVID PIRRET?

SEY: WATSON

DON: RIGHT.. I'VE GOT A LETTER FROM HIM ALSO

SEY: DAVID WATSON OF COURSE.. I MEAN HE HAS'NT REALLY BEEN IN THE FRAME OF LATE BECAUSE HIS WIFE..

DON: HIS WIFE HAD CANCER..

SEY: THAT'S RIGHT SO LAZENBY SAW THAT AS THE MAIN CHANCE AND HE THEN STEPPED IN AND DONE ALL THE VARIOUS BITS AND PIECES BUT ERM EVER SINCE HE CAME ON WE I MEAN.. WE'VE HAD PROBLEMS AND QUITE FRANKLY WE'VE WORKED FOR SHELL FOR A NUMBER OF YEARS OVER THIS BUSINESS?? ELECTRONICS THING I MEAN I'M VERY VERY CROSS ABOUT THIS AND IF I SEE ONE OF THE IDEAS THAT COME OUT THAT WERE WERE GIVEN IN CONFIDENCE TO THEM THERE WILL BE A LOT OF TROUBLE..

DON: THE COUNSEL THAT WE APPROACHED SPECIALISES IN THIS AREA AND HER NAME IS MARY VITORIA OF FRANCIS TAYLOR BUILDINGS AND SHE IS EXCELLENT.. AND ER SHE HAS GIVEN US.. SHE HAS SAID THAT WE HAVE GOT A STRONG CASE.. AND SHE RECOMMENDED THAT WE PURSUE IT. ER SO I WOULD SUGGEST THAT IF YOU DO.. IF IT DOES TURN OUT THAT YOU THINK YOU HAVE GOT GROUNDS FOR ACTION SHE IS THE RIGHT PERSON TO APPROACH, VITORIA

SEY: YEAY WHERE IS SHE

DON: AT FRANCIS TAYLOR BUILDINGS IN THE TEMPLE

SEY: RIGHT OKAY, I'AM SORRY..

DON: MY NAME IS JOHN DONOVAN AND THE TELEPHONE NUMBER.. DIRECT LINE IS 0284 388308

SEY: OKAY I'LL HAVE A LOOK THROUGH THE FILES JOHN AND SEE IF I CAN FIND ANYTHING ERM.. THE TWO PEOPLE WHO WERE WORKING ON THAT ACCOUNT UNFORTUNATELY HAVE LEFT

DON: RIGHT..

SEY: WHAT I MIGHT XXXXX TRACK THEM DOWN AND EM

DON: IT WAS IT WAS ABOUT A YEAR AGO I THINK.. IN FACT I'VE GOT TH.. IT WAS ACTUALLY IN JUNE 1991.. ITS AMAZING HOW TIME FLIES IS'NT IT.. MY FIRST LETTER TO DAVID SNEESBY AT.. PROMOTIONS MANAGER AT WOOLWORTH

SEY: RIGHT OKAY I WILL I WILL HAVE A LOOK.. BUT IF YOU DON'T HEAR FROM ME JOHN I HAVE,NT GOT ANYTHING

DON: OKAY

SEY: ERM BUT I'D BE INTERESTED TO HEAR HOW YOU GET ON

DON: OKAY I'LL LET YOU KNOW

SEY: ALRIGHT

DON: THANKS VERY MUCH AND THANKS FOR TALKING TO ME THANKS BYE