

M E M O R A N D U M

February 8, 1993

TO: John Oppedahl

FR: Howard Finberg *HIF*

RE: America Online Project

John, attached is a package of information about America Online, the computer service company. Of specific importance are the pieces that relate to linking newspapers to their database.

On Thursday, Feb. 11, Bob Smith, Manager, Business Development for America Online, and I will be meeting to answer some of the questions raised by a potential linkup between AOL and Phoenix Newspapers, Inc.

Among the areas I will explore are:

- * How the relationships work between AOL and the Chicago Tribune and San Jose Mercury News? *5 STAFF / 9 STAFF*
- * What would be our responsibilities to make this project successful and what is expected of PNI in regards to equipment, staff, marketing, etc.
- * What type of material would be expected from PNI on the computer database?
- * Do we share in access time by all users? Or, do we receive royalties from only those users we sign on ourselves?

I'm sure there will be other areas that need to be discussed before we go that first step with this project. Smith and I are at an 'information sharing' stage only.

I will bring Smith by your office at 11 a.m. Thursday.

HIF/vs

Attachment