

27384 BATTUB G

477718 PAYNE G TLX 4411 4/11/79

MR J BUTCHER

COPY MR F DUNN

COPY FOCKE AND CO

INDONESIA I FOCKE HLP

FOCKE HAVE ADVISED A TOTAL COST OF DM 250,000 FOR PUTTING THE MACHINE INTO PRODUCTION ORDER.
THIS IS MADE UP AS FOLLOWS

CHANGE PARTS TO BRING MACHINE TO TODAY'S TECHNOLOGY DM 40000

INSTALLATION OF THESE PARTS AND COMPLETION OF
ASSEMBLY, GUARDING ETC

REGULAR COMMISSIONING AND TRAINING

TRAVELLING

DM 25000

DM 100,000

DM 25,000

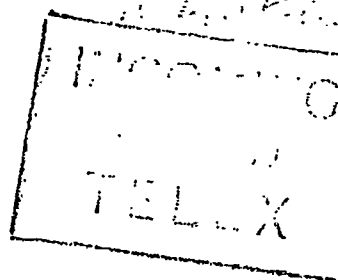
TOTAL

250,000

THE REGULAR COST TO INDONESIA I WOULD BE DM 100,000 PLUS 16,000 TRAVELLING LEAVING A BALANCE OF DM 134,000 THAT CAN BE ATTRIBUTABLE TO PARTS CHANGING AND COMPLETION OF ASSEMBLY AND GUARDING ETC.

WE CONFIRMED DELIVERY AS END NOV 1978 ON 20 DEC 1977 AND DURING A VISIT OF PROCTER/BOWRA 1-8-78 THEY CONFIRMED THAT AS A MATTER OF POLICY, IF MACHINE NOT FINISHED END NOV 1978 IT WOULD BE FINISHED ON SITE.

IT IS ALSO INTERESTING TO NOTE THAT TEST MATERIALS ARRIVED FROM INDONESIA 8 DEC 1978 AND ON 13 DEC FOCKE WERE ADVISED THAT FURTHER MATERIALS WERE BEING DESPATCHED FROM ENGLAND - THESE ARRIVED EARLY JAN 79



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IN THESE CIRCUMSTANCES, AND BEARING IN MIND OUR EARLIER AGREEMENT IN JAKARTA, I HAVE RECOMMENDED TO MR FOCKE THAT A FAIR SPLIT OF THESE EXTRA COSTS WOULD BE 50/50 MAKING YOUR CONTRIBUTION SAY 67,000 DM *And: partly consider other normal charges for Not at each cost.*

UNLESS THERE IS ANY UNFORSEEN CIRCUMSTANCES, EXTRA TRAINING, EARTHQUAKES ETC OR OTHER THINGS OUTSIDE OUR CONTROL YOUR TOTAL COST LIMIT WOULD BE

DM 100,000 REGULAR COMMISSIONING AND TRAINING

DM 16,000 TRAVELLING

67,000 50/50 CONTRIBUTION

+ leaving September the 1st. 1980 - For people could find out with the 1st of September if available.

ASSUMING YOU GAVE GO AHEAD BY 10 DEC THAT PARTS WOULD BE READY FOR AIRFREIGHT DESPATCH 15TH FEB

6081 AND WE ANTICIPATE THAT WITHIN 12 WEEKS FROM DATE OF ARRIVAL OF OUR PEOPLE ON SITE WE WOULD BE PRODUCING PACKS

CORRECTION

ASSUMING YOU GAVE GO AHEAD BY 10 DEC THE PARTS WOULD BE READY FOR AIRFREIGHT DESPATCH 15 FEB 80 AND WE ANTICIPATE THAT WITHIN 12 WEEKS FROM DATE OF ARRIVAL OF OUR PEOPLE ON SITE WE WOULD BE PRODUCING PACKS

NO.2 HLP GROUP IS SCHEDULED FOR AUG 1980

KIND REGARDS JOHN PAYNE

27364 BATTOB G

477716 PAYNE G

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