

5 ELEKTRONSKIH SPROČIL MED RIEDLOM IN NIITYNENOM V DNEH 14. IN 15. SEPTEMBER 2005**Riedl > Niittyinen****15. september 2005 12:53**

Dragi Reijo,

zdaj si že moral dobiti moj e-mail glede tiskovne konference SSF.

Strinjam se s tvojo idejo, mogoče bom prišel za nekaj ur. Vendar potrebujem povabilo. Če želiš, te lahko peljem, tako bi lahko skupaj obiskala WW, Jureta, Ivana itd.

Lp,

Wolfgang

Niittyinen > Riedl**15. september 2005 12:46**

Dragi Wolfgang,

hvala za sporočilo.

SLO

Ok. Zanimivo, če je sporočilo od Ivana resnično. Bom poskusil preveriti.

- Odstotki: Bom delal na tem. Javim kmalu.
- Člen 6.6 in 30 % - razčiščeno.
- Tvoje sodelovanje: tudi jaz sem to mislil. Tvoja analiza je točno to, kar sem mislil. Dajva malo premisliti o tem. Morda je bolje, da se ne pojavljaš kot neposredni član Patriine ekipe. Ne vidim pa nobenega problema, če prideš za nekaj ur in se sestaneš z nami in drugimi. Kaj meniš?

Lp,

Reijo

Riedl > Niittyinen**15.9.2005 13:11**

Dragi Reijo,

hvala za sporočilo.

SLO

- WW je imel sestanek z Ivanom z Rotisa, Ivan je pojasnil, da je bil AUTOCOMMERZ (vključno z 1 osebo z EADS) v Ravnah skupaj s SSF-jem, pogovarjali pa so se o možnosti proizvodnje delov za Pandur na AUTOCOMMERZ-u. Tega ne morem potrditi, ampak samo posredujem informacijo.
- Pandur 8x8 bo razstavljen samo 22. septembra, nato gre na Češko
- odstotek: WW moram zagotoviti 4,5. On bo razdelil.
1,7 ostane meni

za Jureta smo rekli, da je 1,2 clovolj

potem potrebujem 0,5 za 007

Skupaj: 7,9

— 007 se potvrdi z
provinc

Lahko dodaš še 0,9 ali Juretu zmanjšamo na 0,8, tako da bo potem treba pokriti še samo 0,5 za 007?

- Prosim, ne pozabi na člen 6.6 in pismo, ki potrjuje 30 % avans.
- Kakšno je tvoje mnenje: ali misliš, da je bolje, da ne pridem na razstavo, da SSF ne bo izvedel? Če pa hočeš, da pridem, pa tudi ni problem.
- WW bo jutri v moji pisarni na Dunaju, da mi prenese BJ-eve informacije o projektnem sestanku v Zagrebu. Ti poročam jutri popoldan.

LP,

Wolfgang

Niittynen > Riedl
15. 9. 2005 09:27

Dragi Wolfgang,

SLO:

- Prav imaš glede 6.5. Ustrezno bom spremenil tekst.
- Juretov delež je bil že v tem znesku. Se spomniš mojega sporočila z dne 8. avgusta, ko sem ti povedal, da se bo težko dogovoriti za kaj več kot 7 %. Nato sva uskladila deleže. Bom preveril, kaj lahko zdaj storim okrog tega.
- Mislim, da lahko ima Patria svoj razstavni prostor. Nismo pa preveč zadovoljni s prostorom. Obstaja možnost, da bomo dobili boljšega. Danes bom izvedel več.

- Delajo na sestanku za specifikacijo. G. Ivan je obljubil, da bo najbrž naslednji teden.

V veselje mi je delati skupaj s tabo in tvojo mrežo in graditi zmagovalno ekipo.

LP,

Reijo

Riedl > Niittynen

14.09.2005 17:52

Dragi Reijo,

SLO:

- [REDACTED] WWW.intertec.com pozitivno poročilo prodajnega...
- Predlagam naslednje popravke v originalu:
s tem členom je naša pogodba za Hrvaško nična. Reči bi morali: "glede istega tržišča, izdelki..."
- (iii) nimamo pisma o zastopstvu ANEKS B, zato izbrši ta odstavek
- Upam, da imam prav, če mislim, da 7 % ne vključuje Juretovega deleža, ki ga boš ti direktno uredil, kajne? Prosim, potrdi.
- Lahko, prosim, tudi pošlješ pismo o potrditvi 30 %, isto besedilo kot za Hrvaško.

Kakšno je zadnje stanje z Rotisom in razstavo?

Bo ROTIS organiziral specifikacijski sestanek in kdaj? Greva skupaj z Dunaja?

Res je bilo pomembno, da si poslal pogodbo. Še enkrat hvala.

LP,

Wolfgang

Von: Wolfgang Riedl
Gesendet: Donnerstag, 15. September 2005 12:53
An: 'Reijo.Niittynen@patria.fi'
Betreff: AW: AW: CRO, SLO
Dear Reijo,

meanwhile you should have gotten my Mail concerning the SSF press conference.
I agree with your idea, maybe I show up for a couple of hours. But I would need an invitation. If you want I can take you there by car, then we could jointly visit VWV, Jure, IWAN etc etc on the way.

Best regards

Wolfgang

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E-Mail: riedl@tlint.at

-----Ursprüngliche Nachricht-----

Von: Reijo.Niittynen@patria.fi [mailto:Reijo.Niittynen@patria.fi]
Gesendet: Donnerstag, 15. September 2005 12:46
An: Wolfgang Riedl
Betreff: Re: AW: CRO, SLO

Dear Wolfgang

Thanks for your message:

SLO

Ok. Interesting, in case the message from Iwan is a fact. I try to cross check this too.

- Percentage: I will work on it now. Come back soon.

- Article 6.6. and 30% clear.

- Your participation: I have thought that too. Your analysis is exactly what I thought. Let us work on it a bit. It might be better in case you do not appear as a direct Patria team member. However I can not see any problem for some hours visit of yours and meeting us there and the others too. What you think?

CRO

I just heard that the SSF press conference was cancelled just before start. Can you confirm this?

Best regards

Reijo

"Wolfgang Riedl" <riedl@tlint.at>

To

15.09.2005 13:11

<Reijo.Niittynen@patia.fi>

cc

Subject AW: CRO, SLO

Dear Reijo,

thank you for your message.

SLO

- WW had a meeting with IWAN from ROTIS, IWAN explained that AUTOCOMMERZ (including 1 EADS person) even was in RAVNE together with SSF, discussing possible components manufacturing for Pandur at AUTOCOMMERZ. I cannot confirm that as my own knowledge, I am just relaying the information.

- Pandur 8x8 will only be on display at the exhibition during September 22nd, then it will go to Czech Republic.

- Percentage: I have to guarantee to WW 4,5. He will distribute

1,7 remain with me

we said max. 1,2 for Jure is sufficient

then I need 0,5 for 007

Total: 7,9

Can you create another 0,9 or should we downsize Jure to 0,8, so that only the 0,5 for 007 remain to be covered?

- Please don't forget Article 6.6. and the letter confirming the 30 advance.

- Can I have your frank opinion: do you think it would be better if I did not show up at the exhibition, to leave SSF in the dark? If you prefer that I come, no problem, though.

- WW will be at my office in Vienna tomorrow to give a full report about BJ's info on the project meeting in Zagreb. I shall report tomorrow afternoon.

Best regards

Wolfgang

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-----Ursprüngliche Nachricht-----

Von: Reijo.Niittynen@patia.fi [mailto:Reijo.Niittynen@patia.fi]

Gesendet: Donnerstag, 15. September 2005 09:27

An: Wolfgang Riedl

Betreff: Re: CRO, SLO

Dear Wolfgang

CRO Ok. I got also report from our local man with very similar notes. It seems that minister will now speed up the BAFO phase to still keep the decision schedule for this year.

SLO.

- You are right in 6.5. I will modify the text accordingly.
 - Actually Jures portion was in that figure. Do you remember my mail of 8th August, when I told that it will be difficult to agree about more than 7 %. Then we tuned the portions. I will check what I can do for that now. .

- It seems that we can have an independent Patria stand. However we are not so happy with the space. An option still exists that we'll get a better place. We'll hear more about that today.
 - They are working on specification meeting. Mr. Ivan promised that it will come, probably next week.

It's our pleasure to work together with you and the network and build a winning team!

Best regards

Reijo

"Wolfgang Riedl" <Riedl@tint.at>

14.09.2005 17:52

To <reijo.niittynen@patria.fi>

CC <minna.mantere@patria.fi>

Subject CRO, SLO

Dear Reijo:

CRO:

- WW is with BJ and discussing the outcome of today's meeting. He reported by phone that everything went smoothly and I shall have his full personal report on Friday when he will pick up his original letter in my office in Vienna.

SLO:

- thanks for submitting the Agreement draft. I can now forward the positive message to WW prior to his meeting with Dr. Z.

- Please consider following corrections in the original:

6.5. with this title, our agreement for CROATIA is also null and void. We should say:"
concerning the same market, products....."

6.6.(iii) we have no representation letter ANNEX B, so please delete this paragraph
 - I hope I am right that the 7% do not include Jure's portion, of which you will take care of directly, right? Please confirm.

- can you please also send the 30% confirmation letter, same text as in Croatia.

What is the latest situation with ROTIS and the exhibition ?

Will ROTIS arrange a Specification meeting, and if yes, when? Shall we go from Vienna together?

It was really important that you sent the Agreement! Thanks again.

Best regards

Wolfgang

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Od: Wolfgang Riedl

Poslano: Petek, 16. September 2005 11:05

Za: Reijo Niittynen (reijo.niittynen@patria.fi)

Cc: Minna Mantere (minna.mantere@patria.fi)

Zadeva: CRO, SLO, splošno

KORKOVIC
ZUPAN

SLO:

- ali ste vedeli, da je bil Ivan namestnik, ko je bil dr. Z minister za gospodarstvo, takoj po vojni?
- Ivanu je dr- Z rekel, da gre v Ravne naslednji teden in jim ponudi sodelovanje (workshare) v izogib političnim problemom v dolini.
- General, ki smo ga srečali v Rd.Z-jevi pisarni bo gen.Z ponudil napredovanje v MjGen tik pred upokojitvijo, da bo njegova pokojnina višja. V povračilo bo gen Z prisiljen/obvezen podpreti naš proizvod. General Z ima, mimogrede, svoje korenine v bivši stranki, ne v zdajšnji. Z generalom, s katerim smo se sestali, skrbimo (skrbjo) za interese gen Z, mogoče niti ne bomo potrebovali Jureta ali pa mu ne nazadnje lahko ponudimo res majhen procent. Kaj menite? Dr Z je ponovno potrdil, da SSF definitivno ne bo dobil tega naročila.
- Ali že imamo datum sestanka s "Specification boys"? Ali IWAN dela na tem?

SPLOŠNO:

Moja pisma o zastopanju potečejo konec tega leta, ali lahko pripravite pisma za naslednje leto za Hrvaško, Slovenijo in Avstrijo? Potrebujem jih, da jih bom lahko priložil k mojim pooblastilnim pismom, ki jih bom dal WW. Danes je v prilogi dobil starega, a ga moramo nadomestiti z novim kakor hitro boste našli čas.

oglasim se po mojem srečanju z 007

Lep pozdrav

Wolfgang

Von: Wolfgang Riedl

Gesendet: Freitag, 16. September 2005 11:05

An: Reijo Niittynen (reijo.niittynen@patria.fi)

Cc: Minna Mantere (minna.mantere@patria.fi)

Betreff: CRO, SLO, General

Dear Reijo,

CRO:

WW was here and explained what he had prepared for SSF prior to the press conference. He met with his friend, the owner and editor of the "Nation" press and told him that SSF bought the head of the MoD project team. The editor asked his Journalist who was about to attend the press conference to put that question on the list of SSF, "if SSF knew the and had a close relation with him". Then SSF withdrew. I shall have 007 here this evening and shall get the story as it is told inside SSF

SLO

- Did you know that IWAN was Dr.Z's deputy when Dr. Z was minister of economy, right after the war?
- IWAN was told by Dr. Z to meet with RAVNE next week and offer them a workshare, to avoid political problems in that valley.
- The General we met at Rd. Z's office will offer Gen. Z a promotion to become MjGen just prior to retirement, so that his pension will be higher. In return, Gen Z will be obliged to support our product. Gen.Z by the way, has his roots in the former party, not the present one. With the Gen we met taking care of the interest of Gen Z we might either not need Jure or at least offer him a really small percentage. What do you think? Dr. Z confirmed again that SSF will definitely not get this order.
- Do we have a date for a meeting with the Specification boys yet? Is IWAN working on it?

GENERAL:

- My representation letters are running out by the end of this year, can you prepare letters for next year, for CRO, SLO and A? I need them to attach them to my commission letters which I have to give to WW. He got the old one today attached but we have to replace it with a new one as soon as you find time.

Shall come back after my meeting with 007.

Best regards

Wolfgang

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