



"Wolfgang Riedl"

<Riedl@tint.at>

18.01.2005 17:41

To: <reijo.niittynen@patria.fi>
cc: <heikki.hulkkonen@patria.fi>
Subject: Portugal, Croatia, Slovenia

Dear Reijo,

this is a supplement to my other reports, just on the 3 captioned items:

Portugal: SSF is still there to negotiate.

The original problem, that SSF did not have the Level 3 Maintenance Training and Documentation included, seems to be solved.

SSF has made immense pressure upon the sub-suppliers to deliver their level 3 Training and Documentation free of charge and it was announced internally yesterday that signature is expected before the end of this week. It was also reported inside SSF that PATRIA still tries to receive a court order to be considered as a valid participant, and to acknowledge the PATRIA problem as Force Majeure. Just to let you know what the rumours are.

Croatia: Walter Wolf, definitely the best available and most successful lobbyist in Croatia, has agreed to work with us, if PATRIA wants. He is one of the biggest Tax Payers in Croatia and has many friends in the top ranks of the Government and Military. He will offer you, during your visit, to arrange top level meetings to assure Patria's success. He also is a close friend of the President of DuroDakovich Vehicles, from the times when he was still a Colonel in the MoD. ?

Slovenia: I will be there to meet the Chief of Logistics privately, on Friday 21st January, to see where our project stands right now. SK

You will meet Jure Cekuta in my office, on Thursday afternoon, for his report. ?

Walter Wolf could be very useful in S. too, as now many of the same politicians are in high power, as back in 1993, when W.Wolf helped me to sell the Pandur license to RAVNE and in 1997 to win the Pandur/Vaiuk project.

Best regards

Wolfgang

T&L Group and RHG Riedl Handelsgesellschaft
Dipl.Ing.H.Wolfgang Riedl
President & CEO
Riemergasse 14/33
A- 1010 Vienna, Austria
Tel: +43-1-513 8808
Fax: +43 1 513 8808 88
E-Mail: riedl@tint.at



"Wolfgang Riedl"
<Riedl@tint.at>
19.01.2005 10:10

To: <reijo.niittynen@patra.fi>
cc:
Subject: C+S

074.doc
KEY 17/13

Dear Reijo,

prior to your visit, I want to report the result of the yesterday's meeting of WW with Mr. J., the Director of DDV:

C:

- 1- the director informed WW that he has altogether 5 applicants
- 2- GDLS is pushing like hell through all kinds of political and commercial channels
- 3- J. will retire in 15 to 20 months and is concerned about his pension
- 4- He believes that his opinion and recommendation will be important for the contract
- 5- He promised WW to support us, if arrangements can be made
- 6- He mentioned that one of the few major technical concerns is the weakness of the amphibious propulsion system and that this is also a concern of Pauli's customers to whom they have spoken
- 7- WW believes that with this support of his old friend, together with his strong political connections, he can win the project for P. He would like to work together with me like in the 90ies when we were very successful together.

S:

- 1 WW will see today the Secretary of the ruling Party who was MoD before, in the second half of the 90ies
- 2- WW will also see his good friend, the present PM who was MoD in 1992 to 1995
- 3 He will therefore be able to make also an assessment on S on Thursday when you will be here

The reason why he is so anxious to help P is because he truly hates Mr Mz

We have -4°C and snowfall. See you tomorrow, have a good flight.

Best regards

Wolfgang

T&L Group and RHG Riedl Handelsgesellschaft
Dipl.Ing.H.Wolfgang Riedl
President & CEO
Riemergasse 14/33
A- 1010 Vienna, Austria
Tel: +43-1-513 8808
Fax: +43 1 513 8808 88
E-Mail: riedl@tint.at