



Axel Frolik
09.03.2000 14:26

To: Walter Fuchs/Austria/IBM@IBMAT
cc: Renate Redl/Austria/IBM@IBMAT, Heinrich Walek/Austria/IBM@IBMAT, Gabriele Frolik/Austria/IBM@IBMAT
From: Axel Frolik/Austria/IBM@IBMAT
Subject: Aptivas Shipments to YLine

Walter,

I want to ask you to forward any relevant shipment approval to Procurement in order to **officially** advice PACOMP to ship 2500 units to YLine and to freeze shipment of the remaining 17.500.

For further shipments beyond this 2.500 we expect additional approvals in time to release the blocked portion. Thank You.

Best regards,

Dr. Axel Frolik (Manager of Procurement - IBM Austria, Central Europe and Russia)
Austria, 1020 Vienna, Lassallestrasse 1, Phone: +43/1/1706-2168; Fax: +43/1/1706-3034
axel_frolik@at.ibm.com

----- Forwarded by Axel Frolik/Austria/IBM on 09.03.2000 14:04 -----

To: Jim Polus/France/IBM@IBMFR, Arthur Kozak/France/IBM@IBMFR
cc: Carl Belding/France/IBM@IBMFR, Adel Al-Saleh/France/IBM@IBMFR,
LeGrande/France/IBM@IBMFR, Larry Hirst/UK/IBM@IBMGB@IBMDE, Ulrich
Wolf/Switzerland/IBM@IBMCH, Guenter Pridt/Austria/IBM, Gabriele Frolik/Austria/IBM@IBMAT, Hans
Kirchmeir/Austria/IBM@IBMAT, Heinrich Walek/Austria/IBM@IBMAT, Norbert
Stecher/Austria/IBM@IBMAT, Gregor Sideris/Austria/IBM@IBMAT, Axel Frolik/Austria/IBM@IBMAT
From: Walter Fuchs/Austria/IBM@IBMAT
Subject: Aptivas Shipments to YLine

Jim, Arthur,

as you know, Werner Böhm has countersigned our protocol dated March 2nd and we are speeding up the production of the next 20 K.

The contracts have been handed over to YLINE yesterday and we expect their countersignature Monday, March 13, since they need time to review with their lawyer.

We want to start the shipment of the next 20 K tomorrow and ask for your approval to ship up to a maximum of 2500 Boxes (value \$ 2 M) without having the contract signed.

In case the complex contract could not be signed until March 13, evening, we would stop further delivery.

I don't expect any significant problems with the content of the contract, but it will takes some time to perform the fine turning of the contract, but we want to continue the shipment to avoid severe customers dissatisfaction.

Thanks for your support and for your fast response.

with kind regards / mit freundlichen Gruessen
Mag. Walter Fuchs
Director of Financial Services Sector, Austria

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Obere Donaustrasse 95, A-1020 Vienna
Tel. ++43-1-211 45 -2507, Fax. -3580
Internet: fuchs_walter@at.ibm.com
Lotus Notes: FUCHS at IBMAT