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Subject: Andritz - Gates
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Importance: High

Gilbert/Lance

Scott has advised me today of a breakdown of negotiations with Andritz regarding the gates and the requirement to meet the June 2016 deadline for gate installation in order to meet our river diversion milestones. Andritz are not mobilizing the quality of resources needed to achieve our goals

It seems that Andritz have rejected all reasonable commercial considerations and are non responsive and non cooperative to our needs. Scott feels that it is pointless pursuing this with them at his level and advises escalating this passed Daniel Carrier and going to Andritz Austria.

We obviously need to have all the facts together and a game plan before we move this up the line with Andritz. So Bruce Drover is putting together a deck that he will send to us this week. I do not want to squeeze this into our upcoming trip to Europe because we need time to develop our game plan and get aligned internally. We should plan on calling the Andritz top people (level above Carrier) over to meet with us the week of Nov 22nd and if that does not result in a change in attitude then we will have to head to Austria in December and take it to the top table - Ed may need to join us.

Regards Paul

Paul Harrington

Project Director

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