

158.

10.2.e

Van: 10.2.e
Verzonden: woensdag 15 april 2020 09:56
Aan: 10.2.e)
Onderwerp: Fwd: Support from Taiwan MOEA Minister Shen on MB PP filter material / actions to take quickly

Begin doorgestuurd bericht:

Van: 10.2.e <10.2.e@asml.com>
Datum: 15 april 2020 om 09:42:35 CEST
Aan: "10.2.e)" 10.2.e@minezk.nl>
Kopie: 10.2.e 10.2.e@asml.com>
Onderwerp: FW: Support from Taiwan MOEA Minister Shen on MB PP filter material / actions to take quickly

FOR YOUR EYES ONLY

10.2.e,

Ik kan je niet bereiken (zie SMS) dus stuur ik je vertrouwelijk een interne mail door die goed weergeeft wat er gisteren en vanochtend in Taiwan is gebeurd (incl. 4 gesprekken met minister Shen van MOEA).

Om dit succesvol door te kunnen zetten moeten we vandaag een Letter of Intent sturen voor 1 of 2 MB PP machines, plus filtermateriaal, zoals besproken. Het kan goed zijn dat we ter overbrugging maskers ipv filtermateriaal aangeboden krijgen met daarbij de vraag om aantallen N95/surgical masks. Ook die vraag moeten we liefst vanochtend beantwoorden.

Bel me svp zodra je een mogelijkheid hebt, want we moeten zsm met onze Taiwan organisaties afstemmen.

Mvg

10.2.e

----- Original message -----

From: 10.2.e <10.2.e@asml.com>
Date: 15/04/2020 08:14 (GMT+01:00)
To: 10.2.e <10.2.e@asml.com>, 10.2.e 10.2.e@asml.com>, 10.2.e 10.2.e@asml.com>
Subject: RE: Support from Taiwan MOEA Minister Shen on MB PP filter material / actions to take quickly

10.2.e, 10.2.e

This is fantastic news. Thanks to your efforts, we have the attention of the Taiwan govt., even though there are many practical difficulties.

I will go back to Dutch govt ASAP to discuss best way forward. We will produce some kind of LOI to signal the willingness to engage. Not having a quote yet will be problematic

I am not 100% sure regarding mouth caps instead of filter material / machine, but we'll find a way.

Are the parts on long lead time from Japan the nozzles? In any case, we need to help source an alternative ASAP., or have it made/copied/3D printed etc.

Again, thx for the help and progress! We may need to have a 4-way call at short notice:

- ASML HQ
- ASML Twn
- Ministry of EZK (NL)
- 10.2.e

I will get back to you ASAP

10.2.e

----- Original message -----

From: 10.2.e 10.2.e @asml.com>

Date: 15/04/2020 06:31 (GMT+01:00)

To: 10.2.e 10.2.e @asml.com>, 10.2.e <10.2.e @asml.com>, 10.2.e <10.2.e @asml.com>

Subject: Support from Taiwan MOEA Minister Shen on MB PP filter material / actions to take quickly

Hi 10.2.e, 10.2.e 10.2.e,

My email to plea for the MB PP filters went to Minister Shen at 6pm yesterday. Late last night, I sent another email to offer possible JV to invest another production line in Taiwan, in the name of Taiwan-Holland collaboration to produce more materials to supply to the world as a humanitarian cause, in the intent to sweeten the pot to get the materials. He called me this morning and we have spoken 4 times within one hour. He was on his way to visit the equipment supplier to help to facilitate our situation after our call!

Below is the storyline to help you on the overall picture to strategize next steps:

Minister Shen "...the MB PP material is really in limited supply for now. N95 masks require 3 to 4 times the volume on this material than surgical mask... what I could help is to facilitate your order lead time on the equipment."

10.2.e "If equipment lead time is shortened, there will be less MB PP filters required to bridge the waiting time. Will it then be possible for you to support the material supply?"

Shen "errr...difficult as we do not have enough materials to make the masks in the coming months"

10.2.e "In that case, can we get an allotment of the facial masks to purchase?"

Shen "yes, that is possible. You can give your volume needs to 10.2.e and he will go through Ministry of Foreign Affairs as the contact window"

10.2.e "can we still get a mixed quantity supply of the masks and also some MB PP filter materials both??"

Shen "Let me first see if I can help to shorten the delivery of the equipment. What is the name of the company?"

10.2.e "Wei Dong Precision Machinery"

Shen "10.2.e? Ok I call and try to go visit his company now after the phone call"

Shen "In summary 1.) I work on the equipment delivery lead time, 2) give your mask volume needs to 10.2.e"

Actions on our side to follow:

1. First, we should give a tentative PO or letter of intent immediately so that there is a physical piece of evidence for Minister Shen to help facilitate delivery – Action 10.2.e to work with 10.2.e?
2. Provide quantity requirement on the masks and feed it through 10.2.e – Action Antonie to calculate quantity and supply info to 10.2.e to feed to 10.2.e
3. Once I know the quantity and after 10.2.e communicate to 10.2.e, I will inform Minister Shen to try to influence Minister of Foreign Affairs – Action 10.2.e
4. Continue to negotiate with Minister Shen for possible material supply of masks and MB PP filters – Action 10.2.e

Minister Shen is a practical go-getter person, but also very very political. So I am leaning on the anchor that this is good international publicity and collaboration. We need to take action 1 & 2 very quickly while his motivation is hot at this moment to support. Can it be done today? I would like to call him by this evening if he does not call me back already.

Also, open question, what if his response back is negative, if there are other higher priority orders in the queue? What next steps you can suggest?

10.2.e

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