

5.1.2e

Ministerie van Defensie  
 Categorie Bedrijfskleding Rijk  
 t.a.v. 5.1.2e  
 Herculeslaan 1  
 3584 AB Utrecht

Reference: Order LCH2020-0182

Schoonebeek, 19.05.2020

Dear 5.1.2e

As promised by telephone, I will send you our information also written.

As you know, we received the order on 19.04.2020 with the "Go" for 2.400.000 pieces Isolatiejassen. 1 week later we got the written message from you that they ordered it somewhere else and we were not needed anymore. I quote: "Gezien de huidige omstandigheden en de gevraagde aanbetaling van 50% wordt er daarom voor gekozen om geen order te plaatsen ten behoeve van de levering van isolatiejassen. De keuze valt daarmee op andere partijen/ aanbieders".

After the effort from your side we got finally the order for 800.000 pieces.

Now we were informed by our Supplier Weihai Dishang Medica Technology Co. Ltd., that LCH/Mediq has placed in the end of April 2020, directly also the order by our supplier for 10.000.000 pieces of gowns, SS Non-Woven bonded with TPU-Membrane for a higher price and less quality, with the payment conditions: 50% prepayment and 50% balance before each shipment.

We are so negatively surprised by this information, because we gave them from the date we started with you 14.04.2020 all our supplier info to be open and transparent and now LCH/Mediq went behind our back directly to our suppliers.

Our final conclusion is that we like to get the rest of the quantity of our first order, 1.600.000 pieces.

Hoping that LCH/Mediq will resolve this with us, because it is really unfair how they are doing business with us. We got an official written go for the 2.400.000 pieces and arranged already everything. The original go was in our opinion legally binding and now we received only a small part of the original order and LCH/Mediq have used our information and withheld information about their true interest and motives. According to us, you have to change the 800.000 pieces into the original order and according to all the preparation we have done and all the information you have we received from us, we think it is more than fair to discuss about placing the order from 10.000.000 pieces on our company name.

We hope to hear from you soon.

Best regards,

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telefoon

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Mobiel:

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Fax:

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E-mail:

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@planet.nl • IBAN:

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BIC:

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KvK

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LCH  
 Mediq Nederland B.V.  
 t.a.v. dhr. 5.1.2e  
 Rijnzathe 10  
 3454 PV Utrecht

Reference: Order LCH20200182

Schoonebeek, 26.05.2020

Dear 5.1.2e

We received an answer from unknown from LCH on our letter from 19.05.2020, first we like to give you a short summary about how we got the order from you:

**TUESDAY: 14.04.2020:**

- 1) At 9:19 we got from 5.1.2e the urgent request what we can deliver in medical goods
- 2) At 12:25 we have sent the overview with pictures which articles we can deliver
- 3) At 15:08 we got the request for the prices and certificates for your selected items
- 4) At 18:16 we have sent the certificates and datasheets where you can see who our supplier is

**WEDNESDAY: 15.04.2020**

- 5) At 10:35 we have sent you photos from our Gowns/ our item no.: 21
- 6) At 16:16 we have sent you more photos
- 7) We discussed with 5.1.2e that she needed a price between 5.1.1c

**THURSDAY: 16.04.2020**

- 8) At 12:36 we gave you our new price which was 5.1.1c (all parties revised their prices because we now know the exact quantity from 5.1.2e 2.400.000 pieces) we got the answer at 14:43: many thanks and I hope I can give you at the end of this day the positive news

**FRIDAY: 17.04.2020**

- 9) At 16:53 we got the official "GO" for the 2.400.000 pieces, so the order was fixed. We agreed that the goods should be delivered in 3 partial deliveries, this had to do with the mandate of the LCH
- 10) I informed our partners that they could start directly the production of the fabric because delivery is needed a.s.a.p., they even bought new ultra sonic machines to scale up the production to meet weekly 200.000 pieces, if needed we can send you official information from the factory.

**SATURDAY: 18.04.2020**

- 11) At 10:47 we got by SMS the message if we could accept instead of 100 % prepayment, 50% prepayment and 50 % by delivery
- 12) At 10:50 after a short telephone call, our parties agreed with this and I answered the confirmation by SMS
- 13) We asked a few times about when we will get the official order because we needed the order number for making the stickers for the garments and cartons.

**FRIDAY: 24.04.2020**

- 14) At 22:50 we received the e-mail from 5.1.2e which was sent from 5.1.2e to 5.1.2e 5.1.2e that the Finance department was giving a NO GO because the risk was too high with the 50 % prepayment (according us it was your own proposal). Our factory was and is still willing to go down when it is requested from your side.

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Telefoon

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5.1.2e

5.1.2e

Fax:

5.1.2e

E-mail

5.1.2e

@planet.nl

IBAN:

5.1.5

BIC

5.1.5

KvK

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BTW nr.

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15) At 23:48 we have written [5.1.2e] and her team that we were already producing the fabric for this order and that we had already a big stock of the fabric.

**SATURDAY:25.04.2020**

16) We received the telephone call from [5.1.2e] how to continue and he promised me to call to the LCH

17) In the afternoon we got the message that we only got 800.000 pieces from the total quantity of 2.400.000 pieces.

We know that we have done everything that was requested, we even wrote our own TS for you and so on. Everything was agreed and the information was all in time and all we have delivered was perfect and looking well.

Now we have a few comments on your answer from Friday 22.05.2020 to [5.1.2e]

1) **"Het plaatsen van de order via [5.1.2e] speelde na 20 april en bij die stukken werd niet gesproken over bovengenoemde fabrikant."**

This information is not correct because we got on 17.04.2020 at 17:53 the "GO" for our order. We know the LCH order number and the prices as well of the order of 10.000.000 pieces. We know the price of the 10.000.000 order is higher than our price at least [5.1.1c] higher which means you are paying at least [5.1.1c] time 10.000.000 = [5.1.1c] too much for a product which is not packed in separate polybags, not ultra sonic but normal needle and the fabric is less quality. As you can see in my summary above, our supplier info was already by you at 14.04.2020.

2) **"Zojuist zag ik dat de contacten met de tussenpersoon al liepen vanaf 15 april. Die tussenpersoon is ook gecontroleerd op kredietwaardigheid en kwam daar goed uit"**

Our contacts and given information was already available for you from 14.04.2020, please read above. About your point "credit rating" it was your proposal to decrease the prepayment from 100% to 50% so it is not correct to say that our company has a bad credit rating, we gave you even all financial information from our suppliers.

3) **Bij fabrikant Weihai Textile Group import and export met als tussenpersoon xxxxxxxxxxxx Vanwege een bestaande relatie met een van onze traders van xxxxxxxxxxxx**

We know from Dishang Medica Technology Co. Ltd. that Order LCH 20200142 is directly placed through Mediq by them.

Also, you wrote that it is going through a trader, maybe it will be good that you will be transparent about that trader because we know the price for your item and the profit is millions of USD for that trader so the construction is very interesting for us, especially when Mediq has placed the order. We decreased our prices with quite an amount as requested and at the same time you give millions for less quality products to somebody.

We are still hoping that LCH/ Mediq will resolve this matter and will give us the rest of our quantity of 1.600.000 pieces which belongs to our original order which we received on 17.04.2020. This original order was in our opinion legally binding. Also, we like to offer our services for many other medical articles of good quality, competitive prices and very fast delivery times.

We hope to hear soon from you.

Best regards,

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