

5.1.2e

Landelijk Consortium Hulpmiddelen
c / o Mediq Nederland B.V.
Rijnzathe 10, 3454 PV Utrecht
The Netherlands

合作意向书

Letter of Intent for Cooperation

May 29th, 2020

Dear respected 5.1.2e

Further to my e-mail of May 27 in response to your e-mail of May 27, I reached out to the chairman of the manufacturing company Joinkona, who is as committed as I am to provide you with the gowns as soon as possible. Apart from that I would like to again express my sincere gratitude to you for your trust in us, by placing the order of 5.1.1c surgical gowns through us, 3C Investment (Shanghai) Co., Ltd. I personally regard these orders as very important and an indication of your trust. It is a special honour to work for and on behalf of the Dutch government.

Since we received your order of April 17 we devoted considerable resources to have the production company accepting the order, starting the production process and to have them send the goods in accordance with the shipment terms to Shanghai PVG airport as early as possible. As you know, at the end of April, we had a shipment of initially 5.1.1c gowns ready for delivery to LCH and at that time we were ready to increase the numbers rapidly. Because LCH's forwarder wasn't able to complete the necessary paperwork in time, the manufacturing company felt obligated to ship these gowns directly to another client. As mentioned in my previous correspondence the medical supplies market is a Seller market and many buyers are eager to get gowns as much as possible. Unfortunately, we were not informed about their decision at that time and again had to put in considerable time and effort to persuade them to start production for LCH again. As always, I have kept you informed on the situation and the difficulties the manufacturing company incurred with its production process, all of which was beyond our control.

We strongly believe that LCH got the best price for gowns in the range of 5.1.1c gsm and the promise of the fastest delivery schedule. Their quotation to others are at least more than 5.1.1c. As indicated in our proposal at the time, the quotation for gowns in that range was fixed on the price, but not on the gsm. In other words, we did not decide on a change in weight, but merely gave a range on the weight as the outcome is dependent on the production process and the material available. The gowns now produced have a better quality in terms of density but weigh less.

Furthermore, the manufacturing company has also invested in some new production lines and its capacity has increased even more. The manufacturing company already produced many gowns for LCH and are still producing in large scale on behalf of LCH right now. Thus, given the above I strongly hope that you can provide us with some additional time to allow us to fulfill our obligations and to get the gowns delivered to you as soon as possible. The Chairman of the manufacturing company and their management team strongly support this project and try to complete all the shipments to LCH AS SOON AS POSSIBLE. Right now, we have a shipment at your forwarder, waiting for shipment to the Netherlands. It would be a considerable waste of time and money if LCH decided not to accept delivery of this and further shipments.

Considering the manufacturing company's excellent quality, their rich medical supplies portfolio (face masks, protective coveralls, and the surgical gowns), their reputation in the industry, and their strong manufacturing capacity, we are confident that we will together be able to be your long-term and reliable supplier and co-operation partner. I would like to take this opportunity to invite you to visit us and the manufacturing company, so that you can understand more about the company, at your earliest convenience. We will organize your meeting with the Chairman and their management committee.

May I suggest that we have a call again on Tuesday, June 2 at 2 pm CET to discuss on how we can best move forward with our fruitful co-operation. As you may wish to also get 5.1.2e involved, I have copied them on this letter as well.

Looking forward to your reply,

Sincerely yours,

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3C Investment (Shanghai) Co., Ltd.



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