

To: [redacted] 5.1.2e [redacted] 5.1.2e @nedshield.com]; coronaGMT[coronaGMT@minvws.nl]  
 Cc: [redacted] 5.1.2e @nedshield.com]; [redacted] 5.1.2e @nedshield.com]; [redacted] 5.1.2e [redacted] 5.1.2e @minvws.nl]; [redacted] 5.1.2e [redacted] 5.1.2e @minvws.nl]  
 From: [redacted] 5.1.2e )  
 Sent: Mon 3/23/2020 12:46:17 PM  
 Subject: RE: NEDSHIELD SALE AGREEMENT - FACE MASKS  
 Received: Mon 3/23/2020 12:46:17 PM

Dear [redacted] 5.1.2e

Excuse me for the misunderstanding. We have checked again and will accept the 5.5 Million 3M type 8210v for the price offered below (including shipment)

If you send us an invoice for the total amount, we can approve this again formally. So, this a go for transport.

I will ask one of my colleagues to follow up on the details for arrival etc.

[redacted] 5.1.2e graag uitzetten.

Thank you

[redacted] 5.1.2e

Van: [redacted] 5.1.2e

Verzonden: maandag 23 maart 2020 11:53

Aan: [redacted] 5.1.2e [redacted] 5.1.2e

CC: [redacted] 5.1.2e @nedshield.com; [redacted] 5.1.2e [redacted] 5.1.2e

Onderwerp: RE: NEDSHIELD SALE AGREEMENT - FACE MASKS

Urgentie: Hoog

Dear [redacted] 5.1.2e

Thank you for email. We understand your request for the 1860 type masks and have been trying to see if we can substitute these back to the original offer. For good form, I do note that you had accepted the substitution of the 8210 type last week at the agreed price of Euro 6.35. We understand that you would like to see a reduction in the costs if possible.

We have been working now to achieve this.

Please find an update as of 10:45 this morning.

1. Source 1: North America : type 3M – 1860 – N95

Price CIF(AMS): [redacted] 5.1.1c

Status: This is now no longer available to be supplied by us

Reason: (i) our shipment of the 1860 mask from NA has been held up – and the export docs now are being delayed – estimates range for clearance now anywhere from 5-6 days to 21 days. As such the stock cannot be released in time. Further prices have also changed see below.

(ii) alternative shipment from Poland 3M warehouses : available 30M, however suppliers are "sitting" on the stocks driving the prices up to ridiculous levels Being completely open when we drop our margin to cover only administration costs of this shipment, the price now would be circa.

[redacted] 5.1.1c FOB and we would need to go to either Poland or NA , inspect and pay in advance. This is for us not feasible nor acceptable and am sure will not acceptable you either.

2. Source 2: North America (New Jersey) : type 3M – 8210(v)

Price CIF(AMS) [redacted] 5.1.1c

Status: This is still available for us and ready for shipment today (as we mentioned yesterday). Admin docs have already been created.

This can be shipped today on your approval. We need 5 hours for loading and it will be transported in a single 747-400F charter flight.

Price Comment: We have discussed at length with the supplier and we have agreed with him to provide you the offer for the 8210v and supply these at the lower CIF price stated above. This is possible as we already have with him an agreement (which was placed on hold yesterday when we tried to source for you 1860s again). Further he has agreed with us to keep the costs CIF despite using the 747 charter which was not initially calculated upon. As such the full cost of the transport to ensure that we keep our side of the agreement will be carried by Nedshield and the Supplier. In addition we have also taken the currency exchange drops for our account.

Globally we see NO possibility to obtain the type 1860 at any kind of reasonable price now or in the next 3-4 months – if at all. The market situation despite many more suppliers coming online even in China cannot keep up with the demand. The suppliers market expectations - with further national lock-downs around the world - expect that the 1860 masks will exceed Euro [redacted] 5.1.1c in the next weeks and the stocks are being held now based on this highly speculative market. We understand also (rumour) that Germany has/is closing exports on these articles (to be verified) and that this is also pushing prices higher. The 8210v masks FYI are already selling at between [redacted] 5.1.1c per piece on line.

Summary : we have now only 5.5M (no more) available and which can be dispatched today.

Without prejudice, to our existing agreements, please can you confirm also for the good order that the 8210 will be accepted when dispatched from the US. We will then be able to start the transport arrangements at start of business day in USA today.

Please call me / Mark to move forward.

Regards 5.1.2e

Mr.dr. 5.1.2e

5.1.2e

E 5.1.2e @nedshield.com

M (NL) +31 6 5.1.2e

M (CH) +41 5.1.2e



Nedshield Switzerland AG

Bachtobelstrasse 48

8570 Weinfelden

Switzerland

T +41 5.1.2e

W [www.nedshield.com](http://www.nedshield.com)

The information contained in this message is CONFIDENTIAL and is intended for the addressee only. Any unauthorised use, dissemination of the information or copying of this message is prohibited. If you are not the addressee, please notify the sender immediately by return e-mail and delete this message. Thank you for your cooperation. We do not accept any warranty concerning errors, viruses, interception or interference.  
Sitz/Office: Weinfelden, Schweiz  
Amtsgericht/District Court: Frauenfeld, Canton Thurgau, Schweiz

5.1.2e

5.1.2e

5.1.2e

5.1.2e

5.1.2e

5.1.2e

5.1.2e

5.1.2e

5.1.2e

5.1.2e

5.1.2e

5.1.2e

5.1.2e

5.1.2e

5.1.2e

5.1.2e

5.1.2e

Dubbel

5.1.2e

5.1.2e

5.1.2e

5.1.2e

5.1.2e

5.1.2e

5.1.2e

5.1.2e

5.1.2e

5.1.2e

5.1.2e

Dubbel

5.1.2e

5.1.2e

5.1.2e

5.1.2e

4 - 5

Dubbel