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**From:** Willie Gallagher  
**Sent:** 12 March 2008 06:03  
**To:** Ayres, Greg  
**Cc:** Reynolds, Steve; Julie Thompson; Steven Bell; Jim McEwan  
**Subject:** RE: SDS Novation

Can we all plan to meet in my office at 1pm - I will leave the tie Board and postpone the start of the Audit Committee. I will ask Steven to join us so between him and Steve, we get the most uptodate picture.

I will do everything reasonable to conclude an agreement today.

Willie

-----Original Message-----

**From:** Ayres, Greg [<mailto:AyresG@pbworld.com>]  
**Sent:** 11 March 2008 22:17  
**To:** Willie Gallagher  
**Cc:** Reynolds, Steve  
**Subject:** Re: SDS Novation

Willie

I just picked this up, having been at dinner after a late meeting in th Manchester office

I will be in Edinburgh from midday tomorrow. We did have an appointment at 4 pm. However I understand from Steve that tomorrow is a crunch day for you re BBS and the tram board

Please be assured that PB wishes to provide support to you and the tram project

We do need however to safeguard our commercial position and be properly compensated for the additional services provided to date and for any risks undertaken , especially those risks which are extended and increased by unforeseen developments within your procurement execution of the infraco contract. Certainly we need time to fully understand the bbs scope and program before. Signing up to lds which were not in our base bid

Both I and Stuart Glenn can meet with you from midday tomorrow.

Please call me first thing, as it is in no ones interest to lose a tranche of funding on this project,

Regards  
Greg

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Sent from my BlackBerry Wireless Handheld

----- Original Message -----

**From:** Willie Gallagher <[Willie.Gallagher@tie.ltd.uk](mailto:Willie.Gallagher@tie.ltd.uk)>  
**To:** Ayres, Greg  
**Cc:** Reynolds, Steve  
**Sent:** Tue Mar 11 18:25:19 2008  
**Subject:** SDS Novation

Greg,

I tried to call you but my number is obviously not correct. Perhaps you can give me a call on [REDACTED]

I am extremely concerned over the progress on SDS / BBS novation. I have to appear in public at Council on Thursday and report accurately on the project progress. My hope and intent was to lodge our intent to award contract notification tomorrow to enable contract close in March. If this is not possible, we loose £20m of Transport Scotland funding and to be blunt, without being over emotional, the project will politically unwind.

I can well understand both sides of the current discussion, but we need to find a solution to the current impasse. I have no idea what SDS can and will be prepared to agree to, it would appear not to be on your negotiation agenda.

I now the guys are currently in meetings, but we are not really making any tangible progress on the big picture concern.

Hope you can help,

Willie

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From: Ayres, Greg [<mailto:AyresG@pbworld.com>]  
Sent: 28 September 2007 14:28  
To: Willie Gallagher  
Cc: Reynolds, Steve  
Subject: FW: Letter for Executive Chairman of tie Limited

This message has been archived. View the original item  
<<http://tie002s002/EnterpriseVault/ViewMessage.asp?VaultId=125ED2A5F84EEDC45ACC08D4113CB09691110000tie-vault.tieltd.local&SavesetId=7000000000000000~200709281327300000~0~B8458ACA3DEF473CB56F6B01AE4FADB>>

Willie,

I did pick up your email while on vacation here in Virginia. I spoke to Steve yesterday

Attachments:

Ayres 260907.pdf

(85 KB)

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