
From: Willie Gallagher [Willie.Gallagher@tie.ltd.uk]
Sent: 09 May 2008 20:01
To: Ayres, Greg
Cc: Reynolds, Steve; Glenn, Stuart; Steven Bell; Jim McEwan
Subject: RE: Letter from Greg Ayres

Greg,

Thanks. I will not be in the office from 9.30 until 12noon, why don't we meet for lunch?

I am concerned about the request for additional cost. My understanding was that Jim & Steve only a few weeks ago concluded the final cost of novation. Since then, we have all been working hard on the day job in finishing the Design & working with CEC to get the necessary permissions - indeed, my perception is that SDS are currently as productive as they have ever been.

Last week, the Edinburgh Tram Project was on the verge of being cancelled by the Government. Today, I have had to meet with Ministers to reassure them that we can achieve contract close and deal with the flak of all the cost increases we have had to report in the recent CEC report. On Monday morning, I have to appear in front of the CEC Tram Committee to explain further bad news - bottom line I cannot sanction more money from budgets I do not possess.

I strongly urge you to remember the support I personally have provided for SDS, in particular being a strong reference at a difficult time for the Manchester project. I have always tried to take a fair perspective and provide support for Steve, sometimes in a hostile environment. If we get started on building 1(a), then 1(B) will come. I am working with Transport Scotland on a much bigger proposal for Trams which involves the Border Railway, South Suburban Line and Tram Line 3. But I need the credibility to get this contract started.

I suggest that Steven, Jim & Steve meet in the morning to discuss the Commercial & Contract issues you are concerned about - I can add little to this anyway. I will get back to the office as soon as I get away from the Committee.

Regards,

Willie

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

From: Ayres, Greg [mailto:AyresG@pbworld.com]
Sent: 09 May 2008 19:09
To: Willie Gallagher
Cc: Reynolds, Steve; Glenn, Stuart
Subject: RE: Letter from Greg Ayres

Willie, I met with Steve and some of the PB team today to review the analysis of our submission for additional costs, and am content that we have a sound basis for discussion on Monday. I would like to confirm that I will be in Edinburgh all day on Monday, and look forward to meeting with you. Stuart Glenn, who you met during our last meeting, is currently in the UK and may accompany me, depending on his other commitments that day.

I understand that we also made good progress today on the items mentioned in your email, and that Jim and Steve have been in contact several times today.

Possibly you could call or email me over the weekend to confirm a time on Monday. Failing that I should be at your offices and available from

0930 onwards Steve will definitely be with me.

Regards

Greg

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

From: Willie Gallagher [mailto:Willie.Gallagher@tie.ltd.uk]

Sent: 08 May 2008 18:35

To: Broughton, Sue; Ayres, Greg; Reynolds, Steve; Jim McEwan; Steven Bell; Fitchie, Andrew

Subject: RE: Letter from Greg Ayres

Greg,

Just received your letter and note the contents. Obviously happy to meet on Monday to discuss.

I am also very pleased to let you now that tie now has complete agreement with BBS and with CAF on the terms and conditions of the Edinburgh Tram Project Contract Suite, following quality control due diligence commenced on April 24th. The firm and planned contract close date is Tuesday 13th May.

I am now relying upon Parsons Brinkerhoff to conclude the essential tripartite discussion on the SDS Novation, including all elements of the ancillary documentation. A meeting is urgently needed tomorrow to achieve close and to demonstrate conclusively to BBS that this is so.

Delay to the planned close would have immediate financial implications for tie and the project and could destabilise the procurement at a critical stage. I would appreciate the assembly of your team and legal presence to ensure that we are complete with you tomorrow on all matters.

In addition I shall be taking with me to the CEC Policy and Strategy meeting on Monday signed letters from all four parties, confirming their senior management's commitment to proceed to formal signature. The political profile of the signing is now appreciable.

Could you discuss this with Steve tonight to organise. Jim McEwen should be his initial point of contact, I have asked Jim to call Steve to progress.

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

From: Broughton, Sue [mailto:BroughtonS@pbworld.com]

Sent: 08 May 2008 17:10

To: Willie Gallagher; Julie Thompson

Subject: Letter from Greg Ayres

<<SFXF7.pdf>>

Please find attached letter from Greg Ayres.

Kind regards
Sue Broughton

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

From: UKScanningCopier

Sent: 08 May 2008 17:08

To: Broughton, Sue

Subject: Scanned document <1 page ~49 KB> -- 08/05/2008 17:07:57

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