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**From:** Geoff Gilbert  
**Sent:** 25 September 2007 17:19  
**To:** Scott.McFadzen@bilfinger.co.uk  
**Cc:** Valerie Clementson; Richard.Walker@bilfinger.co.uk; Gary.Dalton@bilfinger.co.uk; stephen.wright@siemens.com; John Pantony - TSS; Bob Dawson  
**Subject:** RE: Edinburgh Tram, email 19 September 2007  
**Attachments:** APPENDIX 6 4 for Draft deal 250907.doc

Scott/Richard

Thanks for your response. I note your response in respect of drainage – so that I can be clear please advise how you see the adjustment for Item 8, EO for Carrier Drain relating to post preferred bidder adjustments.

I think that to make the price adjustable for designs at time of contract agreement as being too wide. I have updated Appendix 6.4 as enclosed to deal with the points that Richard made when he visited myself and Matthew last week. Could you review this and advise comments and or agreement. We have discussed and agreed various reductions over the past month including various normalisations that were taken into your pricing. I would not for example see the prices for the systems elements, tramstops, prelims and minor buildings as being adjustable other than for changes in unit quantity (i.e. another building) or changes in route length or track width.

Please call me should you wish to discuss this.

Regards

Geoff Gilbert - Project Commercial Director  
TRAM Project

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**From:** [Scott.McFadzen@bilfinger.co.uk](mailto:Scott.McFadzen@bilfinger.co.uk) [<mailto:Scott.McFadzen@bilfinger.co.uk>]  
**Sent:** 21 September 2007 12:50  
**To:** Geoff Gilbert  
**Cc:** Valerie Clementson; [Richard.Walker@bilfinger.co.uk](mailto:Richard.Walker@bilfinger.co.uk); [Gary.Dalton@bilfinger.co.uk](mailto:Gary.Dalton@bilfinger.co.uk); [stephen.wright@siemens.com](mailto:stephen.wright@siemens.com)  
**Subject:** Edinburgh Tram, email 19 September 2007

FAO Geoff Gilbert

Geoff,

We refer to the email from Valerie Clementson, Appendix 6.4 for Draft Deal 170907, dated 19 September 2007, and we wish to address the following points.

In paragraph 1 you state that it is tie's intent to deliver a price that is within the £219M budget for the Infraco Works. We note that this is tie's budget for 1a only.

Price Adjustment

We have not allowed for carrier drains between Haymarket and Newhaven because we believe that they are not necessary i.e. the street crossfalls will ensure that surface water drains to the

channels and therefore to the gulley system and from there to the existing city drainage network. We have allowed for track form drainage i.e. drainage to the rail groove, at 60m centres to suit the SEDRA track system.

Also in Appendix 6.4, you refer to three categories of provisional quantities which are subject to adjustment. Our understanding is that quantities in general will be re-calculated for the design current at the time of contract agreement in accordance with you paragraph "Omissions and Additions to the Price"

We will respond to other points in due course.

Scott McFadzen  
for Bilfinger Berger - Siemens Consortium

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