
From: Anthony Rush [rush_aj@cqm.co.uk]
Sent: 11 February 2011 13:49
To: 'Nigel Robson'; 'BrandonNolan'; Steven Bell; Richard Jeffrey
Subject: RE: Meeting with BSC

Who is sending out the invitations?

I agree with Nigel – clearly their intention is to persuade Sue Bruce, and now Vic, that **tie**'s position was hopeless from the start: that they are nice people; that David McKay was unreasonable (and by implication Vic won't want to be); that CEC were weak (and by implication that Sue won't want to be) and that all the problems exist because **tie** is inexperienced and lacking in skill.

It may also indicate that Siemens and CAF are not letting Bilfinger take the lead (the delay in agreeing directions for mediation indicates this also).

I am certain that Sue and Vic are smart enough not to encroach on the mediation or to be taken in.

They will both be aware of Bilfinger Berger's behaviour in other countries and that Siemens have failed to deliver Scotrail's new trains on time or properly functioning.

I would not expect Sue and Vic to wish to get drawn into detailed points but there are some glaring issues of unacceptable behaviour:

Princes Street – Darcy says BB will “fix it” but it is still clear that they don't understand what “it” is or what “fix” means. Moreover, they want to be paid for fixing it.

Haymarket Yard – they have clearly absolutely no regard for the City. At worst the amount of additional payment for soft ground is small. Other than that they have not yet finalised the design for the track.

The Depot – holding up completion is holding up delivery of trams.

A leading expert says that the standard of management of the Design has less than should have been achieved by contractors of their ilk.

I would also observe that little has happened since September which would explain why they could not have continued with the dialogue at that time on what they refer to as Carlisle 2.

I would also make it clear that price certainty from the Airport to St Andrews Square is a must even if the outcome of Project Phoenix is Airport to Haymarket. This will at least require Siemens to provide and integrate systems there. We see no reason as to why Siemens insist at terminating at Haymarket.

I'm pleased to see that Vic is quoted in the press as saying that termination is still a possibility – it will help if Sue supports this line.

Tony

From: Nigel Robson [mailto:robson.nigel@██████████]
Sent: 11 February 2011 12:55
To: 'BrandonNolan'; 'Anthony Rush'; Steven Bell; Richard Jeffrey
Subject: Re: Meeting with BSC

Richard,

Do you know who or at what level Siemens and CAF are represented? The identities will in part dictate the approach. By the way I think someone was tasked with assembling the Dramatis Personae on the Consortium side, but not sure that it was done.

This is just playing the game. They cannot get their Phoenix offer out before 24th, but can assemble a team to warm up CEC for it. Have they declared a purpose/agenda for the meeting?

Nigel

--- On Fri, 11/2/11, Richard Jeffrey <Richard.Jeffrey@tie.ltd.uk> wrote:

From: Richard Jeffrey <Richard.Jeffrey@tie.ltd.uk>

Subject: Meeting with BSC

To: "Nigel Robson" <[robson.nigel@\[REDACTED\]](mailto:robson.nigel@[REDACTED])>, "Brandon Nolan" <Brandon.Nolan@mcgrigors.com>, "Anthony Rush" <rush_aj@cqm.co.uk>, "Steven Bell" <Steven.Bell@tie.ltd.uk>

Date: Friday, 11 February, 2011, 12:23

As you know Sue Bruce is meeting Keysberg on Tuesday.

This meeting has now grown to include Siemens and CAF, I don't know who yet.

Vic has now been invited to this meeting too.

Vic would like some 'bullets to fire', if needed, in particular he is keen to ask questions about BSC behaviour.

We should also advise him of areas to steer clear of, and also areas which may give un-necessary advanced warning on our approach to mediation.

On this basis, can we please produce two briefing notes, one for Vic, and one for Vic and Sue. Would it be possible to get a first draft to me by close of play this pm please?

Thanks

R

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