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Mr. Charles Cleworth
c/o Futuro Corp. of Colorado
P.O.Box 6411
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U.S.A.

Helsinki, December 4th, 1970

Dear Chuck,

With my best regards and thanks for the wonderful reception I received during my meetings with you, your family and associates in Denver and Louisville, I will try in the very short time you gave me in your letter to outline our proposition of the new design as well as the other structure we have available (Gulf).

Attached you will find a number of letters and I shall below comment on each of them more in detail.

However, first I would like to outline the result of my meetings in Houston.

To be very brief, price-wise the structure seems to be OK, however Gulf Plastic Division will not as originally suggested from London take up a production of the design as far as I can see. There was a discussion that the operational section could consider the structure for car-wash stations (75 pcs planned) as well as normal stations.

I have a feeling that the time is ready to start moving because Gulf will not commit themselves to any use until they actually can see that there will be an availability of the structure in US.

I also visited Venture Out Inc. in Knoxville. Their estimate was about 25 units annually if available and depending on price-structure. Kenneth Jones and I calculated, (very conservatively) a price based on a 12 \$/h labour cost incl. overheads, that one section would cost appr. 540 \$ produced in US.

I also negotiated re the exclusive demand and finally got the impression that as long as Gulf has some assurance that no other oil company will be able to use the structure, they do not mind it being used for restaurants, club-houses etc.

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I have based on this suggested the system you will find in the agreement to Pittsburg and hope they will approve it.

Anyhow, we cannot wait for long on Gulf's decision and I feel a local manufacture will only speed up things particularly as, and I hope you will agree to this, you will be able in this way to act as the US-representative for these negotiations.

With regard to the new summer house I have made preliminary agreements with one major department store in NYC which will have a show re Scandinavian design in September 1971. We have negotiated on shipping one unit to them and they will build up all publicity around this house. For your information, they are spending something like 300.000 \$ on this promotion.

Fruchter still has the impression that the Gulf structure only can be used as gas-station. Please do not correct him in this opinion.

Now to go over to our proposal, I must first inform you that Fruchter has paid his debts and the Futuro therefore definitely is out for the time being. We might come up with some solution, but I feel this will not be the case within a reasonable period of time, which would solve your problems. Therefore, on Len's request, I have sent Futuro Corp. of Colorado an official letter which, as far as I can see, will do no harm to anybody. In the quotation and the contract I should like to comment on some points of vital importance.

First, I have demanded cash payment upon signing of agreement. This is done because my experience with Len is that he will probably otherwise accept the offer, promise payment by cheque or wire, a few weeks later inform that there was some delay in payment, inform us that he will pay within two weeks, delay the payment again etc. and the result will be that we cannot do anything for a long time. This payment term will stop this nonsense and set a definite date for us to deal with you.

Secondly, my boss feels that other means which we discussed with high prices are not practical but dangerous for both parts, and I feel inclined on second thought to feel the same.

My calculation for the license fee is by the way 15.000 \$ for the new design and 20.000 \$ for Gulf. The second and third year payments are really of no consequence as they should by then be wiped out by royalty payments, but they will be a discourage for anybody who does not know this business.

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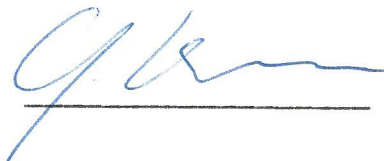
Further, re license fees. You will observe that we demand 200 \$/ unit. Actually, this is what we get for the Futuro in other countries and the reason why Fruchter got his 100 \$ deal was my stupidity to believe his flashy reception on my first trip to US. I have a feeling this will leave you the possibility to sub-manufacture a 10.000 \$ house (incl. accessories) on a 4 % royalty and still get 200 \$ yourselves out of this.

Finally, I have a feeling that the time has come for you to jump on a plane and get a look at what we are doing. This would make it much easier for us to negotiate.

I would also like to have some information on the financial position of Futuro Corp. of Colorado and a plan how you intend to produce and finance the production etc.

Would you kindly, based on our quotation, discuss this question with your associates and please give me an answer as soon as possible as there are a lot of small practical arrangements which have to be done.

With best regards,



PS. Would you kindly do me a personal favor by ordering 10lbs of clean ABS granulate from the company you mentioned who recently started mfg of this!