

Mr. Charles Cleworth  
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Viitteenne  
Eder referens  
Your reference

Viitteemme  
Vår referens  
Our reference  
OL/1786/rm

HELSINKI  
HELSINGFORS  
December 10th, 1970

Dear Chuck,

With reference to your letter December 1st obviously not only our wires but also our letters have been crossing one another, and as you know by now, Len has - wincingly - paid up.

With regard to Ken Jones' info I agree, however, I think the picture is good rather than dull, because, with the system discussed in Houston of having only a limitation on structures being delivered as gas stations, this means in practice that we are free to negotiate other deliveries.


As you certainly know times are bad and a lot of restaurant chains, vacation sites etc. need something exiting to bring in customers. Personally I feel this is even a better market than Gulf's 100-300 stations of which in any case only a certain percentage could have been built due to site locations etc.

As far as I know Gulf Houston will in their report stress the fact that with a larger production the price will go down, and for Gulf to demand a total exclusivity will in practice limit the normal production price-wise for the structure.

I must also correct you if you think we are the ones who are trying to convince Gulf on an exclusivity. In fact, we have made a mistake in giving our verbal promise to Gulf's European Headquarter for this exclusive deal, however, a promise is a promise and we have to negotiate a mutual understanding before cutting loose altogether from this. In fact the ball on a partly exclusive deal is now being considered by Gulf and we feel this might be the right answer.

Re the new structure please find attached some new drawings. I will as the development proceeds keep you informed and please do not pay too much notice on details until I, probably next week, will send you a final axiomatic artist's conception on the structure.

Best regards,

  
C J Olander

Encls.