

Muhaidir

From: Yusuf Tenang
Sent: 18 April 2019 11:15
To: Muhaidir; Advencia
Subject: FW: Muhaidir - Vale Tender- Latest from 4/14/2019

Mas Muhaidir;

FYI.. as discussed; please create the TCAR dan silahkan berkoordinasi dengan bu Sisi untuk rencana visit Sorowako as per scheduled.

Thanks

Best Regards

Yusuf Tenang
Human Capital Department

PT Trakindo Utama
East Indonesia Area
Jl.Prof Dr. H. Abdurrahman Basalamah No:2
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A member of **Tiara Marga Trakindo Group**

From: Yusuf Tenang
Sent: Thursday, April 18, 2019 11:13 AM
To: Berton Gurning <berton.gurning@trakindo.co.id>; Irwansyah <irwansya@trakindo.co.id>; Advencia <advencia@trakindo.co.id>
Subject: RE: Muhaidir - Vale Tender- Latest from 4/14/2019

Dear All;

OK we'll release Muhaidir to support Sorowako by next week; tentatively 24th Apr 2019 (saat ini masih finalize IT Device 3 years replacement project for all EIA coordinated with MST).

Progress IT recruitment; sudah ada identified candidate yang akan segera di offered.

Best Regards

Yusuf Tenang
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A member of **Tiara Marga Trakindo Group**

From: Berton Gurning <berton.gurning@trakindo.co.id>

Sent: Thursday, April 18, 2019 11:00 AM

To: Irwansyah <irwansya@trakindo.co.id>; Advencia <advencia@trakindo.co.id>

Cc: Yusuf Tenang <yusuf.tenang@trakindo.co.id>

Subject: RE: Muhaidir - Vale Tender- Latest from 4/14/2019

Pak Yusuf

Silahkan diatur perjalanan pak Muhaidir untuk membantu team di Sorowako.

Bagaimana dengan perkembang recruitment karyawan IT yang baru??

Best Regards,

Berton Gurning

East Indonesia Area Division

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A member of **Tiara Marga Trakindo Group**

From: Irwansyah

Sent: 18 April 2019 10:58

To: Advencia <advencia@trakindo.co.id>

Cc: Yusuf Tenang <yusuf.tenang@trakindo.co.id>; Berton Gurning <berton.gurning@trakindo.co.id>

Subject: Muhaidir - Vale Tender- Latest from 4/14/2019

Dear bu Sisi,

Minta tlg dipercepat kedatangan Muhaidir di Sko (1 mingguan saja Ok), mengingat kita sangat membutuhkannya segera. Fyi, jaringan kita akhir2 ini sering terganggu... seperti pagi ini saya dan pak David, sedang Telconf dengan Vale/CAT Global Brazil, CAT Sin & TU HO re Tender unit baru.. namun putus-putus... kami kehilangan momen dan juga kita sedang set system komunikasi dg PETEA site Vale re New site support juga tertunda.

Mhn bantuanya..

Thanks & Regards,

Irwansyah

General Operation Manager (GOM)

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Plant Site DP 15 PT Vale Indonesia Tbk.

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A member of **Tiara Marga Trakindo Group**

From: Irwansyah

Sent: Thursday, April 18, 2019 9:32 AM

To: Cleber Lima Silva <Lima_Cleber@cat.com>; David Johanes Pasaribu <david.pasaribu@trakindo.co.id>; Tim Day <tvday@tusspl.com>; Shan Shanmugam <shanmuga@tusspl.com>; Jennifer Ong <jenniferong@tusspl.com>; Imam Muslim Perkasa <Perkasa_Imam@cat.com>; Brad Tilly <Tilly_Brad_P@cat.com>; Aswin Budiwibawa <Budiwibawa_Aswin@cat.com>; Ed Mort <Mort_Ed@cat.com>; Shirley Lam <slam@tusspl.com>; Peter Docherty <pdocherty@trakindo.co.id>

Subject: RE: Vale Tender- Latest from 4/14/2019

Dear All,

As additional information from site regarding to point #4 & #5. Pls see my info on the Blue highlight below :

4. We need to approach better the team at the site, during the discussion today it was told that Trakindo is on the max capacity at the site, regarding the maintenance capabilities, # of bays, tooling, etc and Komatsu would have more capability and room.... I pushed it back, with some arguments as the number of equip in Marc contract and so on.... but we need to understand why the people at the site is in favor of Komatsu.
 - a. Maintenance Capability : Today It's still many room to increase the capability on site, since we are going to support Cat Non MARC fleets, besides MARC machines. In 2019, we just have added 33 Serviceman on site (now total number serviceman on site are 136, exclude Indirect people (Support & Service supervisory level) and additional/replacement 10 units Light Vehicles (LV).
 - b. # of bays : Currently we have 8 bays, and will be added 2 more bays in this year, as commitment with Vale site/Indonesia. Meanwhile we are waiting the workshop bay execution done by Vale, Vale site provides The Petea workshop for Trakindo site to support MARC units.
 - c. We'll increase parts availability on site from 92% to 96%. Currently our parts inventory about 11K, with value about USD 13Mio.

5. The intent of this tender is to replace Komatsu fleet – It might explain the #4 and vale's technician preference? Does komatsu have Marc? Komatsu / UT doesn't have MARC, but they have SSA (Site support agreement).

Attached are some slides that would be good for your reference.

Pls advise.

Thanks & Regards,

Irwansyah

General Operation Manager (GOM)

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-----Original Appointment-----

From: Cleber Lima Silva <Lima_Cleber@cat.com>

Sent: Thursday, April 18, 2019 7:22 AM

To: Cleber Lima Silva; Irwansyah; David Johanes Pasaribu; Tim Day; Shan Shanmugam; Jennifer Ong; Imam Muslim Perkasa; Brad Tilly; Aswin Budiwibawa; Ed Mort; Shirley Lam; Peter Docherty

Subject: FW: Vale Tender- Latest from 4/14/2019

When: Wednesday, April 17, 2019 10:00 PM-11:00 PM (UTC-05:00) Eastern Time (US & Canada).

Where: Skype Meeting - time 10PM USA FL, 7PM USA Tucson , 8am Jakarta, 9am Singapore.

Plz join with us Pak.

-----Original Appointment-----

From: Cleber Lima Silva <Lima_Cleber@cat.com>

Sent: 12 April 2019 0:29

To: Cleber Lima Silva; David Johanes Pasaribu; Tim Day; Shan Shanmugam; Jennifer Ong; Imam Muslim Perkasa; Brad Tilly; Aswin Budiwibawa; Ed Mort; Shirley Lam; Peter Docherty

Subject: Vale Tender- Latest from 4/14/2019

When: 17 April 2019 22:00-23:00 (UTC-05:00) Eastern Time (US & Canada).

Where: Skype Meeting - time 10PM USA FL, 7PM USA Tucson , 8am Jakarta, 9am Singapore.

All,

Lets have a conf call today to discuss the latest discussion with Vale Global procurement. It is a short notice again... I just received this feedback today from Vale.

Shan and I are speaking every day but I think is important to keep everyone on the same page...

Shan/Aswin what are the latest on lead time for 777 and lead time for 994? would be good to bring it for the meeting today.

Main points to discuss:

1. 6020, discuss all alternatives since according to the tech evaluation the 6020 doesn't comply with the tender: *230 Tonnes, Not comply, beyond available **lowbed trailer capacity limit of 190-195Tons***. I heard that the site is looking for a bigger lowbed trailer capability. *Trakindo feedback?*
2. 777, we need to improve our lead time of Aug-2019, komatsu is offering Jun 2019... Alternatives? Rental?
3. DPA is the Incoterm that has been defined. Lets focus on this

4. We need to approach better the team at the site, during the discussion today it was told that Trakindo is on the max capacity at the site, regarding the maintenance capabilities, # of bays, tooling, etc and Komatsu would have more capability and room.... I pushed it back, with some arguments as the number of equip in Marc contract and so on.... but we need to understand why the people at the site is in favor of Komatsu.
5. The intent of this tender is to replace Komatsu fleet – It might explain the #4 and vale’s technician preference? Does komatsu have Marc?
 - Since the Global procurement doesn’t know about this site would be good to put together couple slides showing our results, fleet, support etc...
6. Marcio-Vale said again: I hope we will agree with the purchase contract. I mentioned that Shan has already replied it and there are 3,4 points of attention.
7. Vale asked to keep the focus on 777, D6 and 6020.... I asked what about the 994? And he said the site has urgency on those 3 equipment.
8. Vale will extend the deadline (from April/2019) to reply the last email to middle of next week and we will need to re validate the commercial conditions and lead time, big chance that next week is the last round.

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English (United States)

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All,

I have scheduled a conf call for tonight my time 9PM, 8am Jakarta,9am Singapore.

Appreciate Shan being available today at 10PM his time. There are some information that the procurement asks that needs to be answered asap.

I lot of feedback and many competitive insights, please have a look on the table attached.

Summary:

- 4 suppliers are participating on this tender: Cat-Trakindo, Komatsu (united tractors),Hitachi(Hexindo) and XCMG
- We have the best price on the 8 x 777 but need to improve the lead time Komatsu is 60 days better
- The preferable incoterms is **DAP** – at the place (mine site). All prices below are DAP.
- 6020 -\$2.2MM has better price than komatsu but not better than Hitachi EX900 \$1.95MM. Hitachi availability is April/2019 (??) and our 6020 only sept 2019. We need to put together a proposal and packed everything together to get this one, I know they have some hitachis already at the site but we need to introduce our 6020. I have asked the PG some competitiveness material
- 3x 992, \$1.9MM Feb2020 Komatsu WA800 \$1.57MM-Dec 2019
- Sales contract where we are with it?
- Not a lot of info on XCMG, but also it doesn’t seems to be a threat

- Lead time is the drive. Can the Trakindo site manager check with Vale operation manager what is the real impact of 60 days difference? And influence him to support our proposal since this is a decision for the next 10 years relationship?

Equip	CAT		Komatsu		Hitachi		XCMG		Comments
	Price	Availability	Price	Availability	Price	Availability	Price	Availability	
777	\$970K	Ago-2019	\$998K	Jun-19					
6020	\$2.23MM	Oct-19	\$2.3MM	Jun-19	\$1.95MM	Apr-19			
390FL	\$910K	Sep-19	\$672K	Jun-19	\$600k	Jun-19			The request is for 80 is offering PC850 79T offering 90Tons. We here.. I know we already 390 on site,,,,
D6	\$360K	Oct-19	\$270k	Oct-19					
992	\$1.9MM	Feb-20	\$1.6MM	Oct-19					

Regards,