

## Joko Irawan

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**From:** Agung Avianto  
**Sent:** Thursday, March 25, 2021 12:52 PM  
**To:** Julianto; Joko Irawan  
**Subject:** Re: Batamec - TNI-AL BCM4 Project >> Virtual FAT 2 units CAT C280-16==> Team to attend Batamec Invitation

Jule & Joko,  
Segera propose TCAR nya.

Warm Regards,

AGUNG AVIANTO  
PP Engine Sales - WJAVA Region  
Java Division

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**From:** Julianto <julianto@trakindo.co.id>  
**Sent:** Thursday, March 25, 2021 12:48:20 PM  
**To:** Agung Avianto <agung.avianto@trakindo.co.id>; Joko Irawan <joko.irawan@trakindo.co.id>  
**Subject:** FW: Batamec - TNI-AL BCM4 Project >> Virtual FAT 2 units CAT C280-16==> Team to attend Batamec Invitation

Dear Mas Agung,  
As discussed saya dan Joko Irawan akan support Virtual FAT proyek BCM4 ini.  
Kami akan naikkan TCAR segera untuk request air ticket dan hotel.  
Terimakasih..

Dear Mas Joko,  
FYI and Action.

Best Regards,  
**Julianto Liu**  
Sales Department

**PT Trakindo Utama**  
Jalan Yos Sudarso, Batu Ampar

Batam 29451, Kepri – Indonesia  
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**From:** Endro Bawono <endro.bawono@trakindo.co.id>

**Date:** Thursday, 25 March 2021 10.56

**To:** Julianto Liu <julianto@trakindo.co.id>, Widjanarko Hidajat <widjanarko.hidajat@trakindo.co.id>, Heru Hermawan <heru.hermawan@trakindo.co.id>, Windra Permana <wpermana@trakindo.co.id>, Jan Rudi Sinaga <jan.sinaga@trakindo.co.id>

**Cc:** Nasir Sali <nsali@tusspl.com>, T Syahrial <tsyahria@trakindo.co.id>, Agung Avianto <agung.avianto@trakindo.co.id>, Joko Susilo <joko.susilo@trakindo.co.id>

**Subject:** RE: Batamec - TNI-AL BCM4 Project >> Virtual FAT 2 units CAT C280-16==> Team to attend Batamec Invitation

Dear Mas @Julianto,

Great, Please attend by virtual or on site,

From Region(koord by Julianto)

1. PP Sales, full Day
2. Engineering Branch, full Day
3. PS Region, during closing only on 31 Mar & 1 April

Julianto  
Joko Irawan  
P Windra/P Rudi

→ to Cover Batamec  
→ to Cover Engineering Installation  
→ to Cover P/S & Closing

From HO/TUS(coord by EBO)

1. Kuswanto/Joko Susilo, Online
2. Natya/Endro, full Day/Online
3. P Koko Online

→ to Cover Engineering  
→ to Cover Navy  
→ for Opening & Closing

Hopefully we can get the next Frigate Projects with PT Batamec.

Regards,  
**Endro Bawono**  
Account Manager

**PT Trakindo Utama**

**Head Office**

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**From:** Julianto <julianto@trakindo.co.id>

**Sent:** 24 March 2021 15:43

**To:** Widjanarko Hidajat <widjanarko.hidajat@trakindo.co.id>; Heru Hermawan <heru.hermawan@trakindo.co.id>; Windra Permana <wpermana@trakindo.co.id>; Jan Rudi Sinaga <jan.sinaga@trakindo.co.id>; Endro Bawono <endro.bawono@trakindo.co.id>

**Cc:** Nasir Sali <nsali@tusspl.com>; T Syahrial <tsyahria@trakindo.co.id>; Agung Avianto <agung.avianto@trakindo.co.id>; Joko Susilo <joko.susilo@trakindo.co.id>

**Subject:** Batamec - TNI-AL BCM4 Project >> Virtual FAT 2 units CAT C280-16

Good day, Gentlemen.

Hope we're all blessed with good health.

Attached is the invitation letter from Batamec to Trakindo to assist them.

Batamec plan to conduct Virtual FAT of 2 units CAT C280-16 which later will be installed in BCM4 Vessel owned by TNI-AL.

Venue : Hotel Courtyard by Marriott Bandung Dago

Day 1 : Mon, 29 Mar 2021 >> Opening & Briefing

Day 2 : Tue, 30 Mar 2021 >> FAT 1<sup>st</sup> unit CAT C280-16

Day 3 : Wed, 31 Mar 2021 >> FAT 2<sup>nd</sup> unit CAT C280-16

Day 4 : Thu, 01 Apr 2021 >> Signing of all Documents & Closing

Batamec verbally ask Trakindo Management to be present at the Venue for the opening speech and closing speech to show Trakindo Management extraordinary support. By this email, we humbly request as follows:

Opening Speech by Solution Project Owner : Pak Koko [@Widjanarko Hidajat](#) / Pak [@Heru Hermawan](#)  
Closing Speech to show our Product Support Capability : Pak [@Windra Permana](#) / Pak [@Jan Rudi Sinaga](#)

Should there is any advice and input, please kindly share with us.  
Thank you very much for your kind attention and support.

Dear Pak [@Heru Hermawan](#) / Pak [@Endro Bawono](#),  
As per the invitation letter attached, Batamec need our support to ensure the Virtual FAT to be done successfully.  
Any advice who should be assigned to assist this Virtual FAT based on your past experience?  
Thank you very much for your kind attention and support.

Best Regards,  
**Julianto Liu**  
Sales Department

**PT Trakindo Utama**

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Batam 29451, Kepri – Indonesia  
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