



FORMOSA PLASTICS CORPORATION, USA

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June 28, 1990

Mr. Tereso Morano  
Morano Welding Service  
Rt. 7 Box 162J  
Victoria, Texas 77901

Re: Bid Package No. DM901 - Underground Piping for Cooling  
& Fire Water of EDC Plant

Dear Mr. Morano:

Your prompt quotation for the captioned inquiry is appreciated.

As a result of our careful itemized evaluation your revised quotation meets our specifications, but your price of \$341,591.39 is approximately 5% higher than our budget and those of other qualified competitors. In addition, FPC only supply pipes and fittings which shown on the "Material List", other materials should be furnished by contractor. Contractor also need to receive and do the schedule coordination for materials that are furnished by FPC. This project should be completed within 8-10 weeks.

Due to the stiff competition on this bid, and in consideration of our established relationship on prior projects, we sincerely suggest that you re-check over your estimation and lower it to \$324,000. then we will consider concluding this transaction immediately.

To win the timing efficiency, please send your reply by fax to my attention ASAP.

Sincerely,

  
J. N. Chen  
Purchasing Department