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March 4, 1950

Mr. Max Lorie
Amitas
Suite 1700
50 Broadway
New York 4, N. Y.

Dear Mr. Lorie:

Mr. C. Dana McCoy, the Export Manager of the Foster-Wheeler Corporation, of 165 Broadway, New York, came in to see me this morning. He stated that he is in Mexico City attending a petroleum convention. He stated that his firm had bid on various items in connection with our construction program. Some of the bids, I understood from him, had been placed directly with Sofina in Brussels, and other bids (he mentioned condensers) had been made through General Electric in New York. Mr. McCoy expressed an interest in his firm receiving orders, and wished to know whether any of the orders for the program had been placed.

Mr. McCoy did not seem to have too much familiarity with the matter. He expressed particular interest in knowing whether the orders for the construction program had been placed. I told him that the orders for the major equipment involved in the construction program had not been placed, as we could not do so until the contract for the dollar loan with the International Bank had been signed. I told him, however, that the specifications for the major equipment and a good deal of the auxiliary equipment had long since been drawn up and were available through Sofina, with which we have a service agreement, to interested suppliers. I said that we had received bids on the basis of these specifications from suppliers in various countries, and it was my understanding that we had received bids for various items from his firm. I told him that we were prepared to place the orders practically immediately after the signature of the loan contract, as it was very important to be able to carry through these works to completion at the time scheduled in our program of works.

Mr. McCoy asked me whether it would be advantageous or possible for them to bid directly for condensers, which so far they had bid on only through General Electric. I told him that this was a matter which he could discuss with Mr. Levitan and Mr. Lorie, of Amitas, in New York.

Mr. McCoy said that he had not discussed, nor had his engineers or associates discussed their offers with the staff in Mexico City, as he had on one occasion been in contact with Amitas in New York, when he was informed that he should not discuss any matter in connection with bids with the company in Mexico City, as

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all these matters were in the hands of Sofina, the service company of Mexlight in Brussels. As he was obviously under misapprehensions concerning the operations of the company, I explained to him that we had a service contract with Sofina in Brussels, and under this service contract, Sofina performed certain services for Mexlight. I explained to him that Amintas was an associated company of Sofina, and that Amintas performed certain services for Sofina in New York. I said that Mr. Levitan and Mr. Lorie, and the officers of Amintas in New York, were fully familiar with the specifications which had been sent out by, or were available in Sofina, and could therefore give him any supplementary information he wanted, or he could give them any further supplementary information he might wish to give.

I am sending this letter for background purposes, as it is probable that Mr. McCoy or his associates may call on Mr. Levitan and Mr. Lorie in New York.

With all best wishes, I am,

Cordially and faithfully yours,

George S. Messersmith
Chairman of the Board

GSM/cbc

DNH(NY)
EAG(T)
Sofina