

From: McCaslin, Todd
Sent: 07/28/2011 04:16:10 PM
To: Ciulla, Ron
Subject: RE: marlex grade of polypropylene

I know.....this is the "higher risk" option.
If there is no C of C available at all is this dead? I wonder if we could get a lot # from the bag and contact Phillips (who does not seem to want to talk to us)

Todd McCaslin
Global Sourcing Director
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(508) 650-8337
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Redacted (cell)

From: Ciulla, Ron
Sent: Thursday, July 28, 2011 3:35 PM
To: McCaslin, Todd
Subject: RE: marlex grade of polypropylene

Todd:

Really need a C of C.

Let talk.

Regards,

Ronald Ciulla
Urology & Gynecology R&D
Boston Scientific Corporation
100 Boston Scientific Way
Marlborough, MA 01752
Phone (508) 683-6380

From: McCaslin, Todd
Sent: Thursday, July 28, 2011 1:01 PM
To: Ciulla, Ron
Subject: FW: marlex grade of polypropylene

FYI



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From: Zhao, Ying (STP)
Sent: Thursday, July 28, 2011 11:15 AM
To: Batz, Helge (STP)
Cc: Charest, Ann; McCaslin, Todd
Subject: RE: marlex grade of polypropylene

An update from today's activities:

Option 1 distributor: has started his sourcing effort for us. relatively this is a high investment with low risk option.

Option 2 distributor: He does not have any CoC, can't provide that at all, this makes me a little nervous. He said he has 2 tons available in Guangzhou storage. Price is RMB 16.5 /kg. We agreed upon a term like this: we will buy the bag that he showed me: 20kg first, and put 10% of total RMB 33K down as deposit. He guarantees to hold those 2 tons for us up to 2 months while we get 1st bag and perform testing. If it passes, we will pay the rest 90% and get the 2 tons; if it fails, we have option to walk away. This way without much hassle we pay about \$600 to try it out. I see it's a low investment with high risk option.

Now I feel we have two legs walking.

We are working on purchasing effort now. Got a contract, but need to work with Shanghai office on a Purchase Request first, it needs signatures from local SH office before we can sign contract and place any order. Hope we can get it done tomorrow so that we can sign the contract and place order.

Please let me know if you have any question or concern.

Best Regards,
Michael Zhao
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From: Batz, Helge (STP)
Sent: Thursday, July 28, 2011 12:23 AM
To: Zhao, Ying (STP)
Cc: Charest, Ann; McCaslin, Todd
Subject: Re: marlex grade of polypropylene

Ok

Sent from my iPhone

On Jul 27, 2011, at 8:50 AM, "Zhao, Ying (STP)" <ying.zhao@bsci.com> wrote:

hi, Helge:

I talked to the distributor today. He said he knows there is not much on the market and somehow recently people bought this out everywhere. I wonder if someone realized we were searching and stocked them up.

He can spend effort helping us on finding this material. He said he will need to pull some strings, will go to Guangzhou tomorrow since it is still a bigger center over there. He asked for RMB 15K as the service fee. That's for his service, then we pay whatever the regular product price is (retail is a little higher than wholesale). If he can't locate what we need, no fee at all.

Pls let me know if you are OK with this service fee. If OK, I will tell him to start sourcing tomorrow. It won't take long for him to know if there is a possibility.

I feel he's a pretty straight-forward business man, he put everything up-front, seems pretty simple. I feel we can trust him. He can provide a good service with insight.

One thing: he said his company is not a service company. When he dealt with local domestic customers, if it is service fee like this, they just go through personal accounts for the transition; but I told him we will do everything formally, through official channel and pay all of taxes as required. Since service is not part of his company's business scope, he can't provide a receipt which we will need, So his suggestion is to add the service fee to the product price, just quote the product with the service fee and we just pay everything through the product. Hope this make sense to you.

I have communicated to him, we must find the exact product, HGX-030-01. made by Phillips Sumika, made in U.S.. We will not pay a penny if it is not the right product. His service is to make sure he find the exact product for us. This is probably our biggest concern.

He committed as a standard company policy, if it is product quality issue, they will refund. We can ship a bag or two to do some testing before ship the rest of 2 tons. He will provide storage for the 2 tons while we perform testing. If we find out somehow the product does not meet our requirement and we don't want it, they can re-sell the 2 tons for us on the market.

If we decide to move forward, I will leave him all of detail information on this product and start tomorrow.

Please let me know if this is what we want to pursue.

Best Regards,
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From: Batz, Helge (STP)
Sent: Wednesday, July 27, 2011 2:53 AM
To: Zhao, Ying (STP); Charest, Ann
Cc: McCaslin, Todd
Subject: RE: marlex grade of polypropylene

Michael,

money does not matter in this case. We want to buy a service. The distributor can talk to the customer and then collect a service fee. Ann and the team would issue a service MRO to pay for it.

helge

Helge Batz
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From: Zhao, Ying (STP)
Sent: Tuesday, July 26, 2011 11:05 AM
To: Batz, Helge (STP); Charest, Ann
Cc: McCaslin, Todd
Subject: RE: marlex grade of polypropylene

hi, Helge:

No, I did not think of those before. Please let me know our limit on how much extra we are willing to give? to both the distributor and the buyer who bought those.
I will try those options with this limit in my mind. And if it works, how do we pay? Sorry, I have to think of the execution level now. please authorize the details and I will do my best tomorrow.
I do plan to meet him and maybe have lunch together tomorrow. I want to build some relationship for his future support.

Best Regards,
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From: Batz, Helge (STP)
Sent: Tuesday, July 26, 2011 11:56 PM
To: Zhao, Ying (STP); Charest, Ann
Cc: McCaslin, Todd
Subject: RE: marlex grade of polypropylene

Michael,

did you offer them money for the info regarding the customer who bought the HGX? Did you also asked them to call the customer to let them know that we are willing to pay above street price.

We have to pull all strings possible.

Helge

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From: Zhao, Ying (STP)
Sent: Tuesday, July 26, 2011 10:24 AM
To: Charest, Ann
Cc: Batz, Helge (STP); McCaslin, Todd
Subject: RE: marlex grade of polypropylene

hi, Ann and Todd:

I just got a phone call from the 1st distributor, his team just got the shipment off the custom. Unfortunately there is no HGX-030-01 in this shipment. He has no control what his supplier put into the shipment. So we have to close all of cases on all five distributors, there is no current inventory of HGX-030-01 on the market. It's kind of strange that last week existing inventories from two distributors got all bought out by someone, maybe someone is collecting this material on the market. Hope there is still some left somewhere in China.
So the 1st distributor will start helping me source this HGX-030-01 from tomorrow. I will leave him all of the info I have. By the way, the picture of bag you sent me says: HGX-350, is it the right material? pls confirm me on this. I need to share the right info with him.

I will spend some time helping you on PX1775 tomorrow then. May have to leave that to the distributor as well since so far I have not found any existing inventory.

Helge:

I think based on current situation, priority for me is to know the 1st distributor better, and help build a long-term relationship with him so that he can help us source material in China in the future. Let me know if there is anything else you think I could do while I am here.

Thanks,

Best Regards,
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From: Charest, Ann
Sent: Tuesday, July 26, 2011 9:38 PM
To: Zhao, Ying (STP)
Subject: RE: marlex grade of polypropylene

Thank-you Michael.

Ann Charest
Manager, Global Sourcing, Resin
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"Defining tomorrow, today."

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From: Zhao, Ying (STP)
Sent: Tuesday, July 26, 2011 8:36 AM
To: Charest, Ann
Cc: McCaslin, Todd; Batz, Helge (STP)
Subject: RE: marlex grade of polypropylene

hi, Ann:

There is not much news today. The distributor has not got the up-to-date info about what's inside of the shipment yet. I will have to wait until tomorrow morning for him to update me. Depending on what is in that shipment, we will decide what to do. If there is no right stuff we need from the shipment, I will ask him help me source this HGX-030-01 all around the country, he won't start that before he knows what's inside of his shipment. I will leave him as much info as what we have and count on him source the right stuff through his network here. This is our last hope.
Will update you tomorrow.

Best Regards,
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From: Charest, Ann
Sent: Tuesday, July 26, 2011 8:03 PM
To: Zhao, Ying (STP)
Cc: McCaslin, Todd; Batz, Helge (STP)
Subject: FW: marlex grade of polypropylene

Michael,

Here is a picture of a box of Marlex we hope to get stateside. I don't know if it helps you or not. I will be traveling the next three days, but will be available via cell and checking e:mail regularly. Please copy Todd on all communications through Friday so he can respond if needed.

Anything new to report from your end?

Thanks, Ann

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