



1. CONSULAT VISITED BY HRNARD RAAT OF WORTHINGTON ALONG WITH SINGAPORE REP OF LUFKIN INDUSTRIES AND WORTHINGTON'S INDONESIAN REPRESENTATIVE FOR THE SUGAR INDUSTRY, P.T. FACTOTUM. THEY HAVE BEEN NEGOTIATING WITH N.V. IMACO, OWNER OF TWO EAST JAVA PRIVATE SUGAR MILLS, FOR REPLACEMENT OF EQUIPMENT IN MILL THAT WILL BE REHABILITATED AT END OF 1975 MILLING SEASON. IMACO WANTS TO REPLACE ITS FULTON IRON WORKS ROLLER CANE MILL WITH A NEW MODEL, AND HAS ASKED P.T. FACTOTUM TO ARRANGE THE SALE. INTEREST OF WORTHINGTON AND LUFKIN IS THAT THEY WILL PRIVDE POWER SYSTEM AND GEARING FOR FULTON EQUIPMENT.

2. FACTOTUM SENT TELEX QUOTED BELOW ON MAY 2, AND REQUESTED FULTON REPLY BY MAY 6. AS OF MAY 7, NO REPLY RECEIVED. IMACO GROWING IMPATIENT WITH DELAYS AND HAS SAID THAT THEY MAY BE FORCED TO SHOP ELSEWHERE FOR EQUIPMENT. WOULD YOU PLEASE CALL HAROLD MILLER OF FULTON, ASK IF THEY RECEIVED FACTOTUM TELEX, AND DETERMINE IF FULTON PLANS TO REPLY? IN EVENT TELEX DID NOT REACH FULTON, IT IS QUOTED IN ITS ENTIRETY BELOW.

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3. QUOTE: TO: FULTON IRON WORKS CO., TELEX NO. 44-2381, ST. LOUIS MO. USA. REFERING TO OUR LETTER FD. 1.50001/10045 OF 29/3/1975 FOLLOWING ARE REQUIREMENT FROM OUR CLIENT: ONE COMPLETE THREE ROLLER CANE MILL ROLLER SIZE 34 INCHES DIA. 72 INCHES LONG CONSISTING OF:  
AAA ROBUST CAST STEEL HEADSTOCK  
BBB ROBUST AND STRONG BEDPLATE  
CCC CAST STEEL TRASH PLATE BEAM WITH RENEWABLE TRASH PLATE  
DDD THREE HARDWORKING COURSE ROLLER 34 INCHES DIA. 72 INCHES LONG  
EEE THE TOPROLLER LIFT DEVICED BY HYDRAULIC SYSTEM EDWARD TYPE COMPLETED WITH ACCUMULATOR PIPINGS FITTINGS ETC.  
FFF FEEDROLLER  
GGG RENEWABLE HEAVY DUTY GUNMETAL BEARING FOR ROLLER SHAFT  
HHH AUTOMATIC LUBRICATION SYSTEM FOR THE BEARING  
III WATERCOOLING SYSTEM FOR BEARING BLOCKS  
JJJ STAINLESS STEEL OR COPPER SHEET JUICE TRAY  
KKK BAGASSE SCRAPER  
LLL THREE FORGED STEEL ROLER PINIONS  
MMM BAGASSE OUTLET CHUTE  
OOO NECESSARY SPROCKETS AND CHAINS FOR THE DRIVERS OF FEEDROLLER AND NECESSARY PUMPS  
PPP COUPLING BOXES IWTH 14 INCHES SQUARE TAILBAR  
QQQ ETC. ETC.  
SVP NOTE THAT DISTANCE BETWEEN CENTRE OF MILL TO THE DRIVE SHAFT END LUFKIN TC 4824 IS APPR., 123 AND ONETHIRD INCHES. SEND SVP CABLE REPLY TO CABLE ADDRESS FACTOTUM SURABAYA OR VIA TELEXBOOTH SURABAYA NO. 31398 OR 46975 OF YOUR NETTFOB PRICES INLCUDING ESTIMATE FRIEGHT SURABAYA, PRICE VALIDITY,



TOTAL COMMISSIONING FEE AND DELIVERY TIME OF THE ABOVE THE SOONEST, SINCE THE QUOTATION MUST BE SUBMITTED NOT LATER 6TH MAY 75 TO CLIENT.  
YOUR COMPLETE QUOTATION WITH SPECIFICATIONS DIAGRAMS CATALOGUES CAN BE SENT THEN TO US LATER ON. IN CASE YOU ARE NOT IN THE POSITION TO SEND QUOTATION BEFORE 6TH MAY 75 YOU CAN SENT IT LATER, BUT PRIOR TO THAT PLEASE SEND CABLE OR TELEX TO US MENTIONING THAT YOU CAN'T SEND QUOTATION BEFORE 6TH MAY 75.  
MR. SOETOMI MIGHT BE IN USA ON 2ND WEEK JUNE.  
REGARDS FACTOTUM SURABAY, SOETOMI KOESOEMA SENDS.  
END QUOTE.  
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4. WOULD APPRECIATE YOUR REPORTING FULTON REACTION BY PRIORITY CABLE. WE WILL PASS INFO TO FACTOTUM OFFICE IN SURABAYA.

5. FOR YOUR BACKGROUND AND INFORMATION, P.T. FACTOTUM IS A NEW COMPANY MADE UP PRIMARILY OF RETIRED EMPLOYEES OF INDONESIAN GOVERNMENT SUGAR MILLS. SOETOMI KOESOEMA AND T.S. HANDOJO OF FACTOTUM WILL BE TRAVELLING IN THE U.S. IN JUNE AND PLAN TO VISIT THE PLANTS OF WORTHINGTON, LUFKIN, COMBUSTION ENGINEERING, AND FULTON IRON WORKS. THE TRIP HAS BEEN ORCHESTRATED BY BERNARD RAAT OF WORTHINGTON. BACKGROUND OF FACTOTUM EMPLOYEES IN SUGAR INDUSTRY SHOULD MAKE THEM EXCELLENT REPRESENTATIVES OF AMERICAN COMPANIES. FACTOTUM RECENTLY APPOINTED WORTHINGTON REP FOR INDONESIAN SUGAR INDUSTRY.

6. YOU SHOULD STRESS TO MILLER OF FULTON THAT THIS IS NOT REPEAT NOT A FULTON AND ASSOCIATES TYPE PROJECT. THE IMACO DEAL IS FOR THE PARTIAL REHABILITATION OF AN EXISTING PRIVATE MILL. IN MOST CASES, IMACO IS PLANNING TO REPLACE THEIR OLD EQUIPMENT WITH THE SAME BRANDS WHICH HAVE SERVED THEM WELL.  
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