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**From:** Marie Rosalie Diop <marierosalie.gomis@afriplaque.com>  
**Sent:** 16 January 2019 16:43  
**To:** Jochen Betz  
**Cc:** Marius Kämena  
**Subject:** Re: Gambia  
**Attachments:** Gambia tender.xlsx

Bonjour Jochen,

I met Sulayman yesterday to talk about today's meeting.

He explains that it is a submission of tender and that the gambian government has invited only local companies. The purpose is to win this tender and sign the contract with the government and then base on that, sign a contrat with external supplier in our case AFRIPLAQUE.

I introduced the third party agreement and he says that in this scenario there is no third party contract as GPF will sign with a local company.

His uncle passed away this night and he just dropped me to the Ministry of interior where the meeting has been held. He did not assist because of funerals.

I was in the meeting with his HR manager and accountant. Not a presentation/discussion but just opening of bids

Six companies came to submit tender.

Police authorities, procurement team and representatives of 6 local companies were in the meeting room.

All tenders have been opened before they closed the meeting.

No additional information of the process. (Will follow with Suleyman)

Below is the summary :

	Company Name	Total Bid price		Technical submission	bank Security		Samples Y/N
		Dalasis	€		Amount €	DAYS	
1	SAYED	32 500 000	578 395	Y	295 426	90	Y
2	Touba trading Entreprise	45 500 000	809 753	N	344 634	120	Y
3	SAMAT Gambia Cie Lmd	32 500 000	578 395	Y	12 467	90	Y
4	Tedungal	35 000 000	622 887	Y	12 458	120	Y
5	FAYLINE	15 625 500	278 083	Y	5 562	120	Y
6	Comfort Quality Services	65 700 000	1 169 247	Y	24 471	120	Y + Stickers

Comfort is the only one who gave samples of stickers but also the more expensive. He told me yesterday and today that he is confident that we will win this tender.

Regards

**AFRIPLAQUE** Sasu

Marie Rosalie Diop **GOMIS**

Directrice Générale

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Tel : +221 776374173

Dakar - Sénégal

On Tue, 15 Jan 2019 at 10:49, Marie Rosalie Diop <[marierosalie.gomis@afriplaque.com](mailto:marierosalie.gomis@afriplaque.com)> wrote:

Thank Jochen

Bien reçu.

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**From:** Jochen Betz <[j.betz@toennjes.com](mailto:j.betz@toennjes.com)>

**Sent:** Tuesday, January 15, 2019 8:05:36 AM

**To:** Marie Rosalie Diop

**Cc:** Marius Kämena  
**Subject:** AW: Gambia

Ok, safe travels.

I had another email from his this morning and confirmed our position again – see attached for your info.

Mit freundlichen Grüßen / Best regards

**Jochen Betz**

Managing Director

**TÖNNJES C.A.R.D. INTERNATIONAL GmbH**

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**Von:** Marie Rosalie Diop <[marierosalie.gomis@afriplaque.com](mailto:marierosalie.gomis@afriplaque.com)>  
**Gesendet:** Dienstag, 15. Januar 2019 08:50  
**An:** Jochen Betz <[j.betz@toennjes.com](mailto:j.betz@toennjes.com)>  
**Cc:** Marius Kämena <[m.kaemena@toennjes.com](mailto:m.kaemena@toennjes.com)>  
**Betreff:** Re: Gambia

Bonjour Jochen

Yes i finally reach him. He Will come to airport. I'm Just about to leave.

I've seen your mail with the letter and reference projects and Will come back to you after the meeting With him.

Regards

Rosalie

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**From:** Jochen Betz <[j.betz@toennjes.com](mailto:j.betz@toennjes.com)>  
**Sent:** Tuesday, January 15, 2019 5:59:20 AM  
**To:** Marie Rosalie Diop  
**Cc:** Marius Kämena  
**Subject:** Re: Gambia

Hi Rosalie,

Did you ever get a response from Sulayman regarding the meeting tomorrow and your visit?

He called yesterday and wanted that we issue reference letters to his company which I denied as we need to qualify Tönnjes who appointed him as local representative. I send him an email and put you on CC, too.

Mit freundlichen Grüßen / Best regards

Jochen Betz

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Fax +49 (0)4221 795 400

Am 11.01.2019 um 15:13 schrieb Marie Rosalie Diop <[marierosalie.gomis@afriplaque.com](mailto:marierosalie.gomis@afriplaque.com)>:

Ok Noted Jochen,

I will arrange for flight and liaise with him for the venue and our preparation meeting.

Meilleures salutations / Best regards

**AFRIPLAQUE** Sasu

Marie Rosalie Diop **GOMIS**

Directrice Générale

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Tel : +221 776374173

Dakar - Sénégal

On Fri, 11 Jan 2019 at 13:40, Jochen Betz <[j.betz@toennjes.com](mailto:j.betz@toennjes.com)> wrote:

Hi Rosalie,

Note I have taken Sulayman off this communication:

I really need you to attend this meeting in Banjul with Sulayman if possible as I feel he is not in control of what is happening. He informed us early Jan reg. the need for some motorcycle samples, we did not have enough time to prepare them acc. to the proposal, and now suddenly it is a "bid" with 8 companies invited....

When you can go, it would be good to get a full understanding of what is going on and if the project will be subject to a bidding process or not. If there is a bid, then we need to find a way to make proposal for the technical solution they will be bidding out to avoid a weak specification which will only be decided by lowest price regardless of security and quality.

Best regards

Jochen

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**Von:** Jochen Betz

**Gesendet:** Freitag, 11. Januar 2019 14:33

**An:** [marierosalie.gomis@afriplaque.com](mailto:marierosalie.gomis@afriplaque.com)

**Cc:** [comfortqs94@gmail.com](mailto:comfortqs94@gmail.com); Marius Kämena <[m.kaemena@toennjes.com](mailto:m.kaemena@toennjes.com)>

**Betreff:** Gambia

Dear Rosalie,

Sulayman will participate in a presentation for the new number plate programme in Gambia with our proposal. There will also be 7 other companies present – some local, some in connection with foreign companies. I proposed to Sulayman that you could join the meeting together with him to support our proposal as our group (TÖNNJES / AFRIPLAQUE / COMFORT) are the only manufacturer who have a full production facility in Western Africa and a reference with the Senegal plate programme.

The meeting is next week Wednesday at noon in Banjul. Would it be possible for you to travel to Banjul and meet with Sulayman before so he can brief you on the current situation and then to participate in the meeting?

Best regards

Jochen