

Mr. John Devaney
Managing Director
Perkins Engines Limited
Peterborough PE15NA
England

Madrid, May 9th 1987

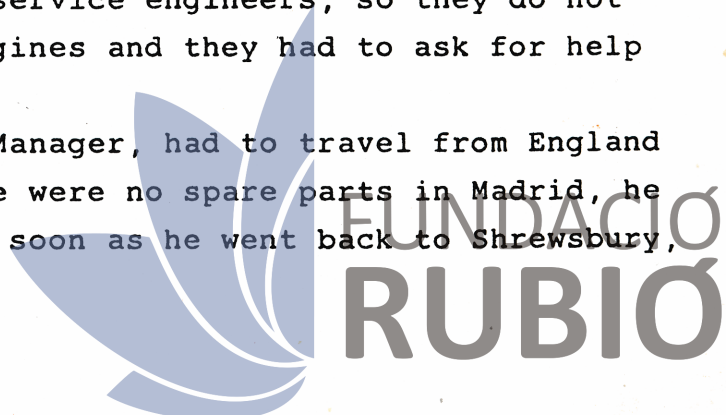
Dear Sirs,

I just finished to write the report in order to send the same to you, when I received an urgent call: It was Mr. Federico Soler, Director of the Generating Sets Department belonging to the Spanish Robert Bosh Company (F.E.M.S.A.), of Madrid. This Company is at the present time, the first manufacturer of Generating Sets in Spain.

This Firm bought a Perkins-Rolls-DV8-600G 7C26051 for a generating set last year. It has been tested on December 2nd 1986 in the testbed belonging to Robert Bosh and it had some problems concerning the electrically-operated governor. Sarmop Ibérica promised to give a solution to the problem as soon as the generating sets would be installed in a new hospital in Motril (Granada), 500 kms. far from Madrid.

As Sarmop Ibérica, S.A. has only two persons, Mr. Stalker and Mr. Robertson, they have no service engineers, so they do not understand anything about engines and they had to ask for help to Perkins in Shrewsbury.

Mr. Steve Bristow, Regional Manager, had to travel from England to Motril (Granada). As there were no spare parts in Madrid, he realized the problem and, as soon as he went back to Shrewsbury,



he urgently sent the spare parts in question, but as Sarmop Ibérica, S.A. has no postselling service, Mr. Soler, Director of the Robert Bosh Company, asked me to go and help to give an adequate solution to the problem.

As you see, this happened five months ago. Before I went to hook this difficulty up, I contacted first Mr. Steve Bristow in order to proceed according to the phone conversation.

The Spanish Robert Bosh Company always installed German engines. This is the first Rolls-Perkins engine they have tested directly from Perkins Engines Limited, due to the fact, that Sarmop Ibérica, S.A. has not enough money to make possible to import some engines. So, Mr. Soler is worried about in view of the future, because there is not a good service and therefore, you will lose a good customer. The other manufacturers of generating sets, INDAR, ELECTRA, MOLINS, have just the same problems.

Since Spain has been included into the European Common Market, the Companies SCANIA, DAF, IVECO, VOLVO, etc. have put their Distributors away and they have formed subsidiary Companies. So, IVECO, S.A. in Spain, SCANIA, S.A. in Spain and DAF, S.A. in Spain, etc. made the same. These Companies are starting successfully in the Spanish Market, as well with industrial engines as with marine engines; For example, Volvo sold 500 marine engines in 1986.

You must think in the Spanish Market, otherwise, it will be too late to intend again the Spanish Market.

I wish to collaborate with you, but I need your help in order to maintain a good service and, if you need my services for some South American country or somewhere in North Africa, so I am entirely at your service.

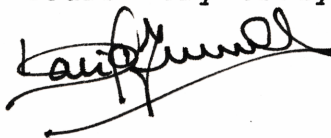
When you bought Rolls Royce Diesel, I just reached 25 years services working with R.R.L. Mr. Peter Vinson who has been Managing Director of the R.R.L. promised me to send me a Diplom for my



25 years work. I should be very pleased to get this Certificate;
I think, I merit this Diplom, as I have worked during 27 years
dedicated only to Rolls Royce.

Awaiting your prompt reply, I remain dear Sirs,

Yours very truly,



My address:

David Jiménez Rubio
Hermanos Pinzón, 4-80B
Móstoles (Madrid)
SPAIN



FUNDACIÓ
RUBIO