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Ellis, Andrew K  
Wednesday, December 19, 2001 7:24 AM  
Daniels, Gerald E; De Leon, Rudy F  
Gower, Bob  
Subject: Druyun Tanker Meeting  
Signed By: (There were errors displaying the signers of this message, please click on the signature icon for more details.)  
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Bob Gower and I met with Darleen, Gen. Essex and others this am to review the bidding on tankers

Immediate Air Force drill was pulling together briefing materials/point papers for on-going discussions with Roche/Jumper this a.m. It was clear there had been meetings with Roche/Jumper yesterday. Also clear that AQ staff pulling together a joint paper (background and expected path ahead) for Roche to send to Wolfowitz.

ORD will drive negotiation schedule. USAF estimates for ORD completion were in June timeframe. Discussion of splitting out the "smart tanker" annex to ORD in order to expedite the tanker ORD itself. At present, USAF not optimistic that ORD can be dramatically accelerated which means schedule for contract signature could be out into the September timeframe.

After a one-on-one afterwards, Darleen and I briefly discussed how vulnerable the program would be if it takes 10 mos. to get contract signature.

Two other points in the follow-on meeting:

1. She is going to have a difficult time working this through Air Force bureaucracy. Indicated that OSD was, at least to her, largely still an unknown.

2. She wants to send a small team to BCA to understand 767 pricing. At least in minds of her staff, this means the Air Force will want BCA to open up all of the books, etc. Assume this will quickly get to your paygrade.

Andy

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