CLASSIFICATION

DISPATCH SYMBOL AND NUMBER

CONTINUATION OF DISPATCH

SECRET

EGOA-19572 PAGE 2

3. CARTMEN/17 SHOULD LOGICALLY BE RETAINED FOR AS LONG AS NECESSARY AFTER LEGAL DISSOLUTION TO HANDLE MATTERS WHICH MAY ARISE WITH GERMAN OFFICES OF RECORD AND TAX AUTHORITIES AND TO COLLECT DEBTS, PAY OUT-STANDING OBLIGATIONS, AND HANDLE OTHER DETAILS AS MAY SURVIVE THE LEGAL LIFE OF THE VEREIN. IN THIS CONNECTION, CARTMAN/17 CAN CERTAINLY BE TOLD TO USE AEVIRGIL/176 FOR BUSINESS MATTERS WHERE APPROPRIATE. HOWEVER, AS A PRACTICAL MATTER, IT WOULD NOT BE NECESSARY TO CARRY AEVIRGIL/176 AS A PROJECT FOR ANOTHER YEAR IN ORDER TO DO THIS. UNLESS THERE ARE GOOD OPERATIONAL REASONS TO WANT TO RETAIN AEVIRGIL/176 AS A PROJECT IN HIMSELF, IT WOULD BE CHEAPER TO HAVE CARTMAN/17 USE HIM AS A BOOK AGENT OR OTHERWISE FOR AN APPROPRIATE COMMISSION, IF SUCH SERVICES WERE REQUIRED. IN POINT OF FACT, IT WOULD SEEM THAT REMAINING AEVIRGIL/1 STOCKS COULD BE DISPOSED OF EVEN BEFORE CLOSING DOWN ON 1 JULY.

HAS SUGGESTED THAT AEVIRGIL/30, AND POSSIBLY OTHERS, WILL BE PAID TERMINATION BENEFITS AND THAT IT WILL BE DESIRABLE TO PAY THESE OVER A PERIOD OF 2 - 5 YEARS RATHER THAN IN A LUMP SUM. IN THE CASE OF AEVIRGIL/30, HE MAY HAVE NEED OF A LUMP SUM AS CAPITAL FOR A NEW PRIVATE VENTURE. CARTMAN/17 IS ALREADY HANDLING LONGTERM TERMINATION PAYMENTS IN TWO OTHER CASES, AND IT WOULD BE EASY TO SET UP SIMILAR PROCEDURES THROUGH HIM FOR ANY OF THE AEVIRGILS. I SUGGEST THAT IF AEVIRGIL/30 NEEDS LUMP SUM CAPITAL, WE MAKE AN ARRANGEMENT WHEREBY THE AMOUNT WE ARE TO GIVE HIM WILL BE MADE MONTHLY THROUGH A BANK, AND HE CAN THEN USE THIS GUARANTEED PAYMENT AS COLLATERAL FOR A BANK LOAN SINCE THE PRINCIPAL SUM FROM WHICH HIS MONTHLY PAYMENTS WOULD BE MADE COULD BE PUT ON DEPOSIT IN THE BANK AND HANDLED THROUGH CARTMAN/17. BY DOING IT THIS WAY, WE MAY PROTECT OURSELVES FROM THE DANGER OF A FORMER AGENT WASTING A LARGE AMOUNT OF MONEY AND THEN COMING BACK TO US FOR MORE. I THINK HE IS MORE LIKELY TO BE CAREFUL WITH HIS FUNDS IF THE LUMP SUM COMES THROUGH A STRAIGHT COMMERCIAL LOAN, SINCE HE WILL RECOGNIZE THE BANK AS BEING HARDER HEARTED THAN WE ARE LIKELY TO BE.

CLASSIFICATION PAGE NO.