

To the attention of Swiss based Ship Owners , Shipmanagers and Marine related companies / enterprises

Attention :

Shortly we will revert on latest development of our contract with ZESCO

Addressing Owners , General Manager , Technical Director , Fleet director , Ship Manager , Technical Superintendents , Marine Superintendents

Ernst Tschopp / ET-Marine (hereinafter referred as AGENT) has signed an AGENCY AGREEMENT with Zhejiang Eastern Shipyard CO. ; LTD "ZESCO" , Shanghai .

ZESCO was established in 2007 as a joint venture company between Hanjin Shipping (Korea) and Shunhe Shipping (China) –the share holders- and is run by a team of highly experienced Top Management personal from Hyundai Mipo Dockyard (HMD Korea ) and Chengxi shipyard China . ZESCO is situated on Dachu Shan island in the gateway to Hangzhou Bay of China which is located about 15 miles south of Shanghai (shipyard E: 122° 25' 00" , N : 30° 40' 00" ) .

ZESCO is located at the centre of the Chinese Ship repair cluster and favoured with sheltered waters and favourable weather condition. Also located on the main navigation route of container vessels calling Yangsan Container Terminal which is the world largest C.T.

ZESCO operating their own graving docks 1 x 400'000 dwt and 1 x 150'000 dwt and 2 repair quay of 670 m and 640 m length with water depth of 13 – 14m . The wide space of 551'310 m<sup>2</sup> is

enough for any steel fabrication works , Ship Repair , Ship Conversion , Offshore installations /projects : conversion of FPSO , Drilling Units , Offshore platforms .



- ZESCO has contracted Ernst Tschopp / ET-Marine to assist and promote its sales activities in SWITZERLAND.
- Ernst Tschopp / ET-Marine will act as the sole AGENT in Switzerland for ZESCO in marketing and promoting sales of general repair , modification, jumboization or any other conversion of vessels , including barges and any other offshore projects, collectively and/or respectively referred to as the "VESSEL".

- Ernst Tschopp / ET-Marine handling on behalf of ZESCO "VESSELS" that are owned or managed or operated by companies registered in Switzerland, irrespectively of the flag-state of the "VESSEL".

Ernst Tschopp acting as AGENT for ZESCO has 40 years experience in the shipping industry . About the back ground of **Ernst Tschopp** and **ET-Marine** please refer to the home-page [www.et-marine.ch](http://www.et-marine.ch).

Prior to the acceptance and signing of the agency-agreement, a careful study and analysis of the newly erected and established modern shipyard has been carried out. In conclusion of the analyses carried out, it could be confirmed that ZESCO has all the know-how , technical facilities , best infrastructure and skills that a modern shipyard and its organization (management and skilled labour) must have, in order to serve owners best and ensure quality , safety and timely

delivery and execution of works at highly competitive prices/ costs. ZESCO benefits also from the availability - on short notice - of the widest choice of specialists and special engineering services, classification societies etc from the nearby Shanghai shipbuilding and repair industry.



For owner's representative a.o. there is a choice of well run and good hotels nearby.

This new and most modern Shipyard, operated by a highly experienced and motivated management and labour force is in full swing and has already successfully executed a number of dry-docking and repairs.

For more detailed information the ZESCO General Information (Feb 2009) in hard copy is available.

Upon request we will be pleased to send you the actual "itemized price list" (Tariff) .

When you operate vessels which may be due for dry-docking and repair works ( big or small) - now or in the near future- then please advise vessel's name and approx schedule the prospective dd-repair period will take place. As soon as you may have the dd -specification ready, then please send us the Specs, for giving ZESCO the chance to quote for, without any obligation / costs.

Absolute discretion is assured.

You may send your DD- Specs by E-mail (surface mail also possible) to ET-Marine for forwarding the Specs to ZESCO only, or you may prefer to send the DD & Repair Specs directly to China.



ET-Marine / Ernst Tschopp will assist and support owners / managers in any way possible, to conduct a successful, cost-effective and timely dry-dock & repair period of your good vessel or any other project ZESCO will be entrusted to execute. Of course owners are free and encouraged to correspond and negotiate with ZESCO directly. .

The undersigned will not miss to visit your offices within the next weeks and listening to you for getting acquainted with your needs for future DD & Repair activities or projects and reflect together whether ZESCO could become your partner and offering constructive, competitive solutions. When requested, E.Tschopp will visit your office and

meet the appropriate / delegated management staff at any time and on short notice, to discuss relevant matters.

Meanwhile do not wait and when you think its time now to cut costs and slash your DD & Repair budget , then think of ZESCO and give ZESCO a chance to quote .

We would encourage you to do so and say : Dare to compare.

In conclusion, we kindly remind you, that your China Shipyard agent in Switzerland is only a phone-call or an E-mail away and we are looking forward to hear from you soon.

Thank your for having taken your time to read our introduction to the most modern shipyard - ZESCO - located just 15 miles from Shanghai.

## PRICE GUIDANCE FOR JUNE/JULY 2009

In accordance with present market price movement, we will make our offer with adjusted prices and discount rate, case by case, asf:

### **AA. steel renewal (net price)**

0 ---- 50 tons 1.30 USD/kg  
50 ---- 100 tons 1.25 USD/kg  
100 ---- 300 tons 1.20 USD/kg  
over 300 tons Market price

Note: high tensile(Grade A) 10% up

Other coefficients shall remain same as Price List, "2009-A".

As for small pieces or steel renewal work at scatter place, the price may be adjusted in accordance with actual work details and different prices shall be applied.

It is recommended to receive yard's offer with repair specifications.

### **BB. Common Coating (net price)**

1. Cargo Holds Sand-blasting for Bulk Carrier

SA2.0 6.5 /m<sup>2</sup>

SA1.0 5.5 /m<sup>2</sup>

Note: For sandblasting of inside tanks or inside confined places, difference prices shall be applied, case by case, depending on work details. Recommend to receive yard's offer case by case.

2. Staging

A. Price per hold : Handy 2500/hold

Panamax 3000/hold

Capesize 5500/hold

B. Price per m<sup>3</sup> : Hull 2.0/m<sup>3</sup>

C/Hold of B.C. 2.0/m<sup>3</sup>

Tanks closed 2.5/m<sup>3</sup>

3. Hull Sand-blasting : SA 2 5.5/m<sup>2</sup>

SA 1 4.5/m<sup>2</sup>

4. Painting

A. Hull coating : T/U 0.30/m<sup>2</sup>

F/C 0.25/m<sup>2</sup>

B. C/Holds coating T/U 0.35/m<sup>2</sup>

F/C 0.30/m<sup>2</sup>

Note; For paint with DFT over 80μ shall be charged extra.

Other coefficients shall remain same as Price List, "2009-A".

### **CC. Discount Gross items (for normal repair); Less 40~45% from current Tariff (2009-A).**

It is recommended to receive yard's offer with repair specification to know Gross item details.

### **DD. This Price adjustment shall be valid for May/June/July, 2009.**

ZESCO Sales Dept.  
2009. June 16