

in service

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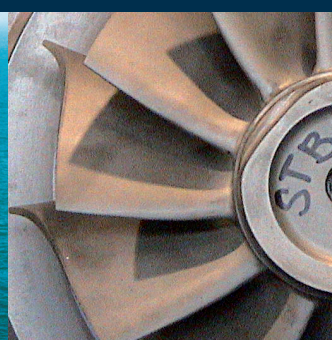
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Issue 01 2010
SHANGHAI

Pushing the envelope

The brand-new orbital milling machine at Goltens Singapore is another example of Goltens' continual strengthening of its capabilities and service reach around the world – more details inside, page 8.

“Our continuous investment in equipment and skills are firmly focused on delivering the fastest, most reliable and accurate in-situ machining services as well as two-/four-stroke diesel competency in the industry to our customers.”

- Paul Friedberg, President, Goltens Worldwide



Goltens
Co. Ltd. Du

EXTENDED REGIONAL FOCUS ON: Europe & the Americas

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The marine industry in recovery

PRESIDENT'S MESSAGE

Similar to the world financial market at present, the marine market is still turbulent and volatile, and it's difficult to see a clear trend in rates and patterns more than a month or two ahead. We need to have an understanding of the huge consequences the global financial crisis is having on our industry and have the patience to let time run its course.

However, we have noted since the beginning of the year – and even more so now – a considerable increase in the trading of both vessels on order as well as vessels in service. We also note that new shipowners and ship management companies are entering the scene, which is encouraging for the industry. Additionally, while still below figures from a few years back, most marine indices and corresponding charter rates for both dry and wet cargo are showing upward and positive trends.

We hope that all of these indicators together denote a sign of improvement in the maritime industry, a trend that should facilitate a greater appetite for repair and maintenance services amongst shipowners and ship managers.

Continuing to rise

Despite the maritime market slowdown, the global fleet has been on a constant increase – in all sectors – since the beginning of this century and is expected to continue for a few more years due to the size of the current orderbook in the Asian shipyards. While there have been some vessel cancellations in Japan, Korea and China, they haven't been to the extent that will make a substantial difference to the world fleet – and vessel scrapping hasn't made much of an indent on global fleet size, either.

Current statistics shows that vessels with two-stroke engines have increased by approximately 80% from 11,000 vessels in

2000 to approximately 19,000 in 2010 with further, though slower, growth expected in the near future. Large offshore vessels – which include platform supply and anchor-handling tug supply – have increased in number by a dramatic 400% over the same 10-year period and now equal 2400 vessels. Other vessel types and sizes have also shown dramatic increases over the same time periods.

Such an increase in worldwide fleet size calls for enhanced infrastructure and manpower to carry out regular maintenance, service and repairs. With our additions to our global network of companies – including the latest addition, the Goltens Philippines sales and marketing, recruitment and representation office – Goltens is continually strengthening its capabilities and service reach around the world.

Our specific focus in 2010 is to extend and broaden our capabilities and specialist

competence in the in-situ machining and diesel specialist service sectors. These areas are of particular importance at our recently opened stations in Vietnam, India and the Kingdom of Saudi Arabia. Our continued investment plans in both equipment (both state-of-the-art and in-house developed) and competence are firmly aimed at delivering the fastest, most reliable and accurate in-situ machining services – as well as furnishing our valued customers with the most competent two-/four-stroke diesel competence in the industry.

Our main objective, as always, is to be a chosen partner for our customers – wherever and whenever they need us.

Paul Friedberg
President
Goltens Worldwide Services

Goltens growth in Asia also means added responsibilities

Our recent workshop development in Vietnam as well as our ambitions to develop Philippines calls for more regional focus in Asia in general.

We are therefore pleased to announce that Tom Boyle has been appointed Vice President Operations South East Asia. In this role Tom will be directly responsible for Goltens Singapore, Goltens Vietnam and the development of Goltens Philippines as well as development of new business in South East Asia and the Oceanic in general. We congratulate Tom on

his promotion and new challenges. Goltens has large opportunities for more business and improved business performances in Asia and we are recognizing that through more focus on in particular the Goltens Far East business units. We are therefore pleased to announce the appointment of Sandeep Seth as Vice President Operations Far East & India. In this role Sandeep will be directly responsible for Goltens China, Goltens Korea, Goltens India, Goltens Japan and also Goltens Jakarta as well as development of new business in Far East Asia in general.

Sandeep will in parallel continue as Goltens Worldwide Vice President Finance. We are also pleased to announce that Country Manager for Goltens Korea Mr. K.O. Kim has been promoted to Managing Director for Goltens Korea. We congratulate Mr. K.O. Kim for a well deserved promotion.



Tom Boyle



Sandeep Seth



K.O. Kim

GLOBAL GOLTENS

New Business Development Director a familiar face at Goltens



A former Goltens Dubai executive with extensive maritime management experience, Kjetil M. Leine returned to the company to take over as Business Development Director of Goltens Worldwide on January 15.

Leine worked for Goltens Dubai from 1996 until 1998 as Sales and Marketing Manager and as Sales and Marketing Director from 1998 until

2000. In June 2000 he joined Rolls-Royce Marine, one of the world's largest suppliers of marine equipment, as Managing Director for Rolls-Royce Marine Singapore and Vice President for Rolls-Royce Marine Asia Pacific. In June 2007 Leine took up the position of Senior Vice President at ODIM ASA in Norway and in November 2007 he was promoted to Chief Operating Officer. During his time at ODIM ASA – a technology firm supplying advanced equipment to the marine offshore industry – the company grew significantly both in terms of revenue and in footprint as a result of its acquisition strategy and execution.

"The Goltens Worldwide Board and Goltens Advisory Board will in 2010 and the years to come put a lot of emphasis on Goltens Group development to ensure that we strengthen our market position," says Goltens Worldwide Services President Paul Friedberg. "As Kjetil's resume shows, he brings a lot of marine industry experience to the table from his Norwegian and international assignments in Rolls Royce and ODIM, and not least from his earlier tenure in Goltens Middle East. Kjetil's primary task will be to assist me and the Advisory Board in developing the Goltens Group in the right direction both regionally and worldwide. Kjetil is

also appointed Vice President Goltens Europe as of 1st June 2010. Goltens recognize that Europe is one of the most important market for us as 40% of our business today comes from European customers. We all welcome Kjetil back to Goltens and wish him all the best in his new position."

Leine holds a Master of Science in Naval Architecture from the University of Trondheim, Norway. Forty-five years of age, he is married and has three children.

Technical developments

GOLTENS CALIFORNIA

Size does matter

Despite tough market conditions at present, Goltens California continues to invest in capacity, new tools and new services.

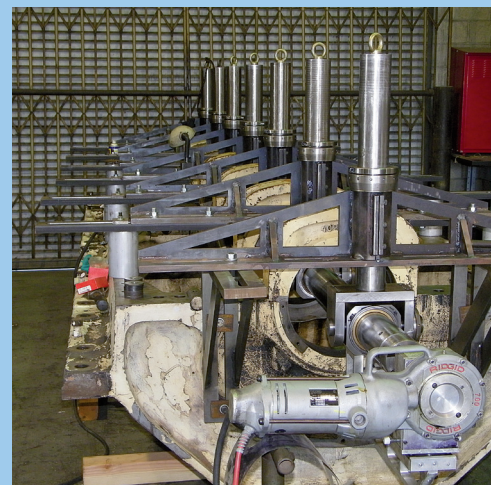
"Line boring of diesel engines has become a high-demand, core service for Goltens California operations, and our continued increase in capacity and tooling sizes means that we have the tools to handle almost any size medium- and slow-speed engine," says Goltens California Managing Director Cato Espero. "In addition to our new line boring systems, major investments in various types of large-scale, surface machin-

ing equipment have opened up new markets in the marine and industrial sectors."

In addition to carrying out a number of successful line boring jobs on shipboard engines and stationary power and industrial applications throughout the region in 2009, Goltens California also became an approved service provider to major US shipyards and California power sector players. As a result of these new relationships Goltens California has executed several large jobs where the new tooling has been put into service.



The in-situ machining of the foundation of a hydro-generator.



With its new investments, Goltens California can execute the boring of engine blocks with a length of over 10 metres (33 ft) and can execute 3-4 engine block or stern tube boring jobs at the same time.

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Regional focus: Europe & the Americas

GOLTENS EUROPE

The extended arm of Goltens

While the Goltens Group is growing at a rapid pace, there are still countries and geographic areas where Goltens has sizable business interests but not a full-fledged branch in place. This is why the group has developed relationships with a number of agents across Europe to help provide better customer service for local markets.

Goltens has recently made four agent appointments across the continent. They are:

- **Correct Marine** – Agent for Russian Federation and Ukraine
- **Impordiesel** – Agent for Portugal
- **Italproramar** – Agent for Italy, Monaco and Switzerland
- **Transimpex JSC** – Agent for Bulgaria

“These companies are well known in their local markets and will serve as the extended arm of Goltens in these regions,” says Roel Van Etten, the Business Development Director of Goltens Europe.



St. Petersburg-based Correct Marine is Goltens' agent for the Russian Federation and Ukraine. From left to right: Alexander Krasnov (Purchasing Department head), Gennadiy Sumin (Managing Director), Alina Emelyanova (Purchasing Department technical specialist), Marina Peunova (Accounting Department head), Alexander Alexeev (Marine Department director), Olga Duvakina (Purchasing Department technical specialist), Alexander Tretyakov (Publications Department) and Irina Afanasieva (Logistics Department head).



Impordiesel, Goltens' agent for Portugal, has already gained jobs for Goltens in Rotterdam, Shanghai and Oslo. From left to right: Mafalda Vilhena (Sales/Accounts), Rodrigo de Vilhena (Managing Director), Paula Rosário (Office Manager) and Bruno Lourenço (Sales Correspondent).



From before, Genoa-based Italproramar already represented Goltens' fully-owned subsidiary Nyland Maritime in Italy, Monaco and Switzerland. Now the company represents the Goltens Group of companies in these countries. From left: Claudia Caponetto, Carmelita Guarrera, Micaela Luna Celani, Marta Spallarossa.



Sofia-based Transimpex represents Goltens in Bulgaria. From left: Alexander Yankov and Vicktoria Dantcheva.

New pump in the G-Pump line

After several years with the successful delivery of the well-known G-pump to shipowners, shipyards and engine manufacturers, Goltens Oslo has now released the new G1700MP pump.

The new pump is designed to deliver up to 1700 Bar hydraulic pressure, and can operate hydraulic tools for a wide variety of tasks. The multipurpose pump is able to deliver pressure in a parallel circuit mode, but will handle serial circuits as well.

With tools present, this pump can handle a variety of tasks, including jacking, pulling and tensioning.

For more information, please contact your local Goltens office.



Goltens latest generation G-pump connected up in series.

GOLTENS UK

A change of scenery

Goltens UK Ltd's move to new offices located close to Glasgow on the Firth of Clyde on April 1 offers the branch larger work space to cater to its expanding activities within the group.

“The brand-new office complex offers us state-of-the-art facilities and an attractive working environment with adequate space for meeting rooms and the space to allow us to expand in the future,” says Goltens UK Ltd General Manager Tom Macdonald. The Clyde View office development was completed in late 2009 and sits within Riverside Business Park, which is a 15-minute drive from Glasgow International Airport. Clyde View has been finished to the British Council for Offices' Grade “A” standard and has a Very Good BREEAM rating.

“We're delighted to welcome a company as prestigious as Goltens UK Ltd as our latest tenant at Clyde View. The office

accommodations have been developed to an exceptional standard and we are certain that they will provide a great platform for companies such as Goltens UK Ltd to prosper and help develop the local Inverclyde economy,” says Bill Nicol, the Chief Executive of the public/private initiative Riverside Inverclyde, which is regenerating the scenic waterfront from Port Glasgow to Greenock.



Goltens UK Ltd General Manager Tom Macdonald.



Goltens UK Ltd's brand-new offices on the Firth of Clyde in Scotland.

GOLTENS UK

Cooperating with Goltens Rotterdam on an LSDO conversion

Following the recent implementation of EU Directive 2005/CC/CE, vessels must now find ways to enter and operate European ports within marine fuel sulphur content directive parameters. Goltens UK Ltd and Goltens Rotterdam are now assisting Teekay Corporation in reaching full compliance.

Goltens UK received the initial inquiry from Teekay Corporation's Glasgow office regarding LSDO (Low Sulphur Diesel Oil) conversion of four of their Spanish Class LNG vessels and one other LPG carrier, and then brought in Goltens Rotterdam to assist them in executing the ongoing project.

In order to maintain the MGO/MDO viscosity of 2 cSt recommended by the engine maker, Teekay has decided to install coolers in the auxiliary engine fuel oil supply lines with the capacity to cool the fuel sufficiently. Following discussions with Teekay regarding specifications, Goltens Rotterdam undertook onboard surveys of five LNG vessels to ascertain pipe runs, determine pipe dimensions and select the location of ancillary pumps and valves. After Teekay approved the schematic sketches, Goltens Rotterdam dispatched a team to each vessel to undertake the complete installation of the owner-supplied equipment in a timeframe that met pressing requirements.

“We needed a contractor familiar with this type of work who could support us in very tight deadlines, and we're very happy with the work that Goltens has carried out thus far,” says Teekay's Manager of Gas Fleet Planning and Performance, Claudene Sharp.

“Ever since the initial call, Goltens has actively pursued the ways and means to approach this project professionally and execute the installations quickly in order to comply with EU deadlines and satisfy the demands of both class and, of course, Teekay,” says Goltens UK General Manager Tom Macdonald.



The Hispania Spirit is one of the three vessels – out of five in total for the project – where Goltens Rotterdam has successfully carried out LSDO (Low Sulphur Diesel Oil) conversion.

REGIONAL NOTES

Goltens Hellas is utilising the Goltens Group network to organize meetings with a number of different group branches in 2010 to help expand business in the Greek market. With control of approximately 20% of the world's fleet, Greece is the largest marine market in the world.

The impressive number of shipowners and ship management companies located in the two shipping metropolises Athens and Piraeus makes this an important region for regular sales visits from a worldwide group like Goltens. "Albert Maung from Goltens Singapore came out to Greece to visit our clients and prospective customers. We received a very warm welcome and a lot of new enquiries. We expect many of these enquiries to become orders, as our customers enjoy high-quality, prompt service and very competitive prices," says Goltens Hellas General Manager George Poulakis.

Goltens Hellas has also received visits from Kristian Floresjo from Goltens Dubai, Goltens Americas Vice President Roy Strand and Ju Mok Lee of Goltens Korea over the course of the spring to see how the branches can help one another.



GOLTENS ROTTERDAM

A sweet song for the land-based market

A recent in-situ machining project order provides an unconventional example of the branch's breadth of scope in the land-based industrial sector.

Goltens Rotterdam was given the job of machining the wheelhouse of the former Esso Port Jerome, which was located for about 20 years in front of Rotterdam's Central Station before moving in 2001 to its present location in the city's Boompjes waterfront area.

Not only is the wheelhouse now used as a training centre, but also as a concert podium for the Boys' Choir of Rotterdam.



GOLTENS MIAMI

A perfect shaftline repair for COSCO

When an assessment showed that a COSCO bulk carrier needed to have its tailshaft machined, new stern tube bearings, and a line boring of the stern-tube housing during a short dry dock, Goltens Miami got the call. Thanks to its assembly of a team of Goltens specialists from around the world, perfect results were achieved.

After initially experiencing a leaking forward stern tube seal, the bulk carrier pulled into a regional repair shipyard and Goltens Miami was called to assess the condition of the tailshaft. Goltens concluded that the tailshaft could not be machined in-situ and needed to be removed, and also found that both the fwd and aft stern tube bearings and stern-tube housing had been badly damaged.

Execution in parallel

Goltens Miami arranged for all of the pieces to be executed in parallel, and they carried out like clockwork:

- Two teams of in-situ specialists worked around the clock to bore the stern-tube housing, with specialists from Goltens California, Goltens Singapore and Goltens Shanghai augmenting the team to make certain it was completed in the four days allotted
- The tailshaft machining was completed within five days, class certified, protected, crated and shipped back to the yard

GOLTENS MIAMI

Emergency steel work: Getting the job done

Enhancing the Welding Department has been a key focus for Goltens Miami Managing Director Vince Rodomista since taking over the station in early 2009. Thanks to extensive training and strong leadership, the branch is now providing an increasing volume of high-quality, routine and emergent welding repairs for its customers.

The training that Goltens Miami's five welders have all received, together with ABS certification for all relevant welding procedures, means that the department's capabilities have increased tremendously.

All in a day's work

In January of this year, Goltens Miami received a call from a prominent passenger shipowner requiring emergency hull repairs in St. Kitts. At 1500 the same day, a supervisor and a team of 5 welders with equipment were in the air bound for St. Kitts. At 2000, the Goltens team arrived on the scene and surveyed the hull damage. The hull plating had a gash measuring 9 metres by 2 metres above the water line. By 0800 the next morning, the Goltens team had completed the hull repair and received Class Surveyor approval. The vessel arrived at its next port of call right on schedule where she disembarked over 3,000 passengers and took on another 3,000 passengers without missing a beat.



GOLTENS MIAMI

An Amazon adventure

In February, Goltens Miami received an urgent request to repair severely damaged reduction gear on a vessel dead in the water in the Amazon jungle. Thanks to the team's expertise, capability and ingenuity, the impossible was made possible.

Since both of the main engine output shafts were coupled with the compounded reduction gear, the vessel was immobilised. Hans Wegmann, the vessel's Senior Technical Superintendent, contacted the gearbox manufacturer to discuss repair options but was told that it was impossible.

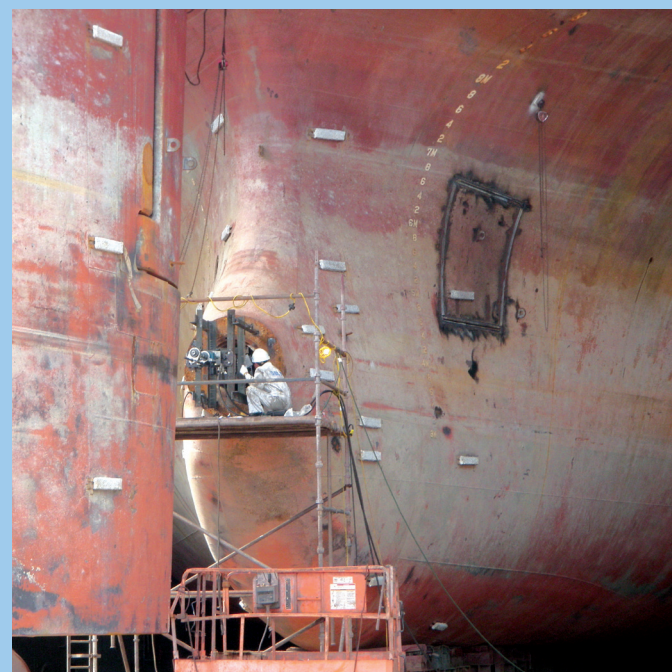
Facing significant losses associated with towing the vessel downriver 200 miles to Manaus and at least two months of downtime for a replacement unit, Wegmann decided to call Goltens Miami to hopefully find a better solution.

Goltens Miami immediately mobilised an in-situ machining specialist to the vessel with a variety of tooling, knowing that this was far from a standard repair and that the job would require on-site tooling design. Once the damage was surveyed, the specialist and Wegmann cooperated in the design of a tooling setup that would enable repair via the grinding of the thrust disc surface. This innovative tooling setup required additional tooling from Goltens Miami, which was fabricated and hand carried by another Goltens technician directly to the vessel the next day.



Within 10 days of arrival on the scene, the repair was successfully completed. After the new thrust pads were installed by the crew, the vessel weighed anchor and got underway on her own power. The end result was great savings for the vessel operator related to the avoidance of downtime and unnecessary machinery replacement.

"We have accomplished something by working closely together and being creative in a case that was claimed to be impossible," said Wegmann when the job reached completion.



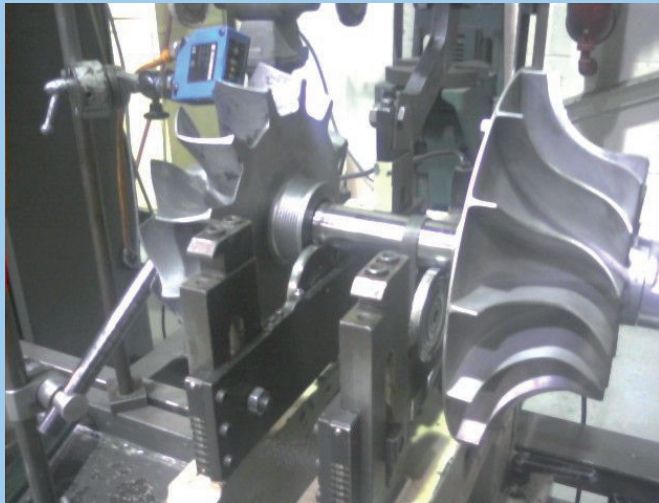
GOLTENS NEW YORK

Enhancing its turbocharger capabilities

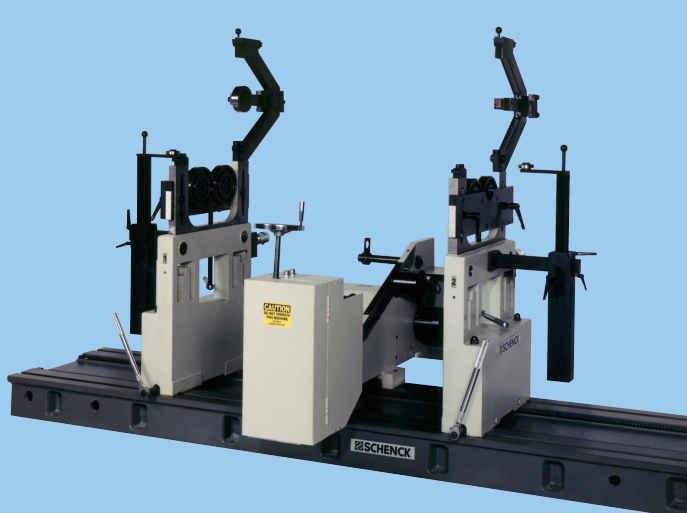
Goltens New York has long provided its customers with turbocharger services and maintained authorisations with companies such as Mitsubishi for many years.

To continue to enhance and upgrade this service, Goltens New York recently invested in the latest generation of turbocharger equipment – a new, state-of-the-art balancing machine.

The Schenck HM4B dynamic balancing machine has the capacity to handle rotors of up to 1500 kg with a diameter of up to 1.6 m.



This new machine has been commissioned and is now in full operation to allow for the complete overhaul of turbochargers – including onboard disassembly/reassembly, as well as shop blasting and dynamic balancing. Comprehensive balancing reports are issued with each order.



GOLTENS NEW YORK

Vessel manager decides: “Just call Goltens”

A 37,000-DWT bulk carrier suffered a casualty to its rudder that necessitated dry docking and removal of the rudder and stock. During routine afloat inspection, the rudder was found with sheared and loose palm bolts and a 50-mm gap between palm flanges on one of its two rudders. With such a difficult job on his hands, the vessel manager made a simple choice – and got on the phone to long-time repair partner Goltens.

Goltens New York is one of the few ship repair shops in the region with the machine shop scale and specialised capability required to handle the truly unique jobs that the marine industry often presents. This large-scale shop capability, coupled with 70 years of experience and machining expertise, provided the branch with another unique opportunity.

After removal of the rudder and rudder stock in the shipyard, they were transported to the Goltens New York workshop. The scope of the repairs then included the repair of cracks in the rudder casting, machining of the tapered pintle pin bore, machining of a new pintle pin, alignment of the rudder and rudder stock and the fabrication of new palm bolts.

“Due to the extensive effort required and the urgency of returning the vessel to service, Goltens worked around the clock over Easter weekend to expedite completion and return the rudder and the ship to service as quickly as possible,” says Goltens New York Managing Director Ivo Sisic.



The bulk carrier rudder being worked on in Goltens New York's workshop.

GOLTENS HELLAS/POSIDONIA

In place at Posidonia

Given Posidonia's standing as one of the most important trade shows in the maritime industry, it's also a given that Goltens will be well represented at the show.

Underway from June 7–11 in Athens, Posidonia will not only be strongly attended by Greek shipowners, but also by a large number of overseas visitors. As Goltens Hellas only opened for business in 2009, the show makes an excellent platform for the branch to build its reputation in the Greek market, as well as show off the Goltens Group's continually growing global presence.

“The show will allow our colleagues from Goltens stations all over the world to meet with their already existing Greek customers and build their relationships, and will give them an opportunity to make new acquaintances and gain more customers from our local market,” says Goltens Hellas General Manager George Poulakis.

Poulakis is excited about Goltens' attractive 43-square-metre stand at the show – and not least the large number of Goltens management that will be on hand to represent the company. “We are very enthusiastic about the show,” says Poulakis. “This is a new challenge for Goltens Hellas, and we'll make our best efforts to present our services, products, people and achievements in the most effective manner possible.”



Goltens will be located at stand number 550 at Posidonia from June 7–11. Drop by for a visit.

GOLTENS OSLO

Rebabbiting with no time to lose

When a vessel had to dock on short notice and rebabbit its stern tube, a charter booked long in advance seemed like a lost cause for the shipowner. Goltens Oslo was called in to the project with the challenge of carrying out the rebabbiting over the course of a single weekend...

If the time schedule to reach the charter was tight to begin with, the stern tube problem meant that there was literally no time to lose in order to fulfil the charter contract. But when the shipowner called Goltens Oslo on a Thursday and presented them with a true race against the clock, the branch was up for the challenge.

The following day, the damaged tube arrived in Oslo. Immediately after all of the technical information and drawings was checked, Goltens Oslo specialists started to melt the tube free of white metal. Later the same day, the tube was cleaned with three different methods, remetalled and prepared for the casting of the new white bearing metal.

On Saturday morning the newly casted tube was delivered to the machining department, still warm like fresh pastry. By the next evening, the tube was finished to drawing standards, and was thereafter transported to the customer on Monday and reached its final destination in due time the following morning. The shipowner then installed the tube and reached its designated charter in a textbook definition of the “just-in-time” concept.

“Delivery of these types of tailor-made products on such a short notice is not possible without the right tools, proper logistics and employees with first-rate knowledge and attitudes,” says Goltens Oslo Sales & Marketing Manager Frank Eriksen.



GOLTENS UAE

An experienced hand in Abu Dhabi

With 15 years of experience in the Abu Dhabi oil and gas sector, Amin Hamadi was a perfect fit to take on the Sales Manager position for Goltens Abu Dhabi.



Amin Hamadi is the new Sales Manager for Goltens Abu Dhabi.

Hamadi comes to Goltens from Al Ghaith Oilfield Supplies and Services, where he served for over three years as Senior Sales Engineer (Division Manager). He had previously worked as a Sales Engineer for Abdul Jalil Industrial Development, as a Marketing Manager for the First Emirates Group, and as a Sales Executive for Aljawad Trading and Services. All of the positions were directly tied to the oil and gas industry.

"Amin's long industry experience, along with close contacts with the commercial and engineering departments of oil and gas companies in the region, are tools that will come perfectly in hand in his new position," says Goltens UAE Managing Director Juerg Bertlome. "We are very pleased to welcome him onboard."

Hamadi has a degree in Business Studies/Management from Lebanese American University.

GOLTENS RED SEA (SAUDI ARABIA)

Red Sea on the rise

With the recent appointment of two new managers, Goltens Red Sea (Saudi Arabia) has given its leadership team a serious boost.



Dragos Mihaiu has been appointed Goltens Red Sea's Technical Manager and joined the company in Dubai in April. After completing his Saudi visa formalities, he's expected to land in Jeddah by the end of May. A certified Naval Architect from his native Romania, Mihaiu has over

15 years of experience in the maritime industry. Before joining Goltens Mihaiu was the General Manager for a repair yard in Nigeria, and has also worked as a Ship Repair Manager in Dubai.

The new Sales Manager of Goltens Red Sea, **SI Ahmed**, is expected to join the company in June. Ahmed has a master's degree in Energy Systems and a bachelor's degree in Mechanical Engineering, along with over 12 years of maritime industry experience. Before joining Goltens, Ahmed served as a Sales Manager for a maritime company in Saudi Arabia.

"Our new hires are not only accomplished in their chosen fields, but also have the needed specific maritime industry know-how and regional insight to lift our branch to further levels of success," says Goltens Red Sea (Saudi Arabia) General Manager Ahmed Junaid.

GOLTENS UAE

Never a dull moment

Goltens UAE has had a high level of activity through the beginning of 2010 – ranging in scope from stern tube bearing & propeller work and the upgrade of an aluminium smelting plant to generator reconditioning and the in-situ machining for the mounting of combat systems.

Based on an efficient tail shaft/propeller removal job carried out during 2009, Goltens Dubai was hired to undertake a stern tube bearing and propeller renewal job for **Greek client Coral Shipping** in January. "Even though the scope of work drastically expanded during the work process, the job was completed within the given time frame," says Area Sales Manager Kristian Floresjo.

Installation in smelting plant

In the same month as it was hired by Coral Shipping, Goltens UAE also won a contract from the **Norwegian aluminium production equipment company Almq** to install a cathode heater inside the Dubai Aluminium plant in Jebel Ali. After initial factory testing in Norway, the equipment was then dismantled and shipped to the UAE. "We sent a team of mechanical people and a project manager to carry out the installation. Five weeks later, all of the work was tested successfully and accepted by the customer," says Thomas Coutts, the Director of Technical Operations for Goltens Dubai.

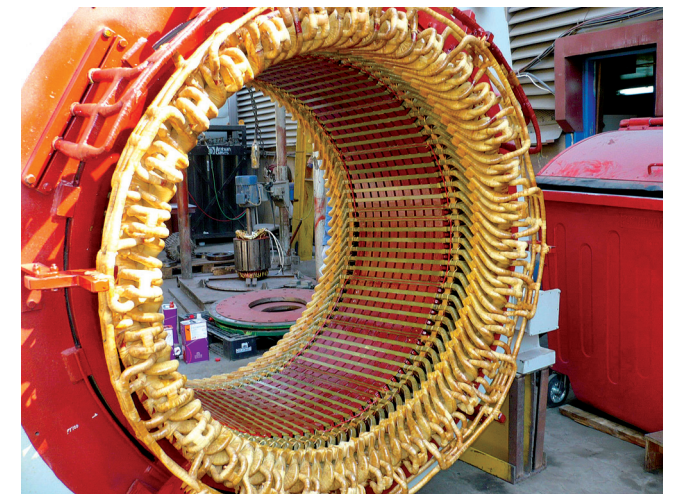
Goltens UAE was also called upon by the **Khasab Power Station in Oman** in January to repair and recondition an 11,000-volt generator.

In-situ machining for mounting

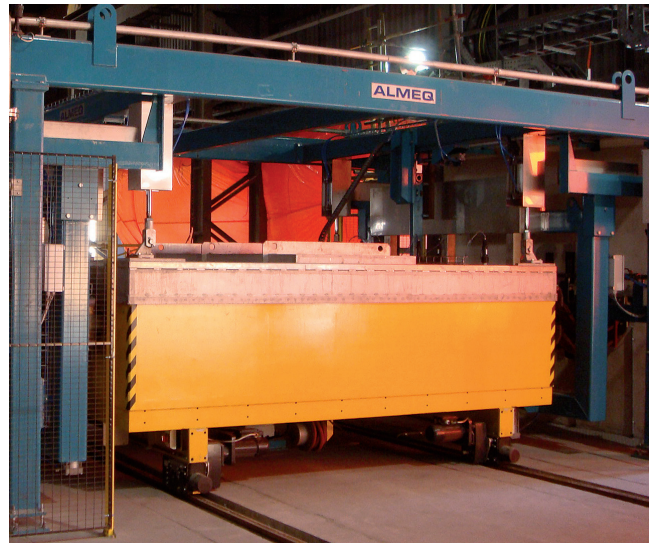
In February and March, the Goltens Dubai in-situ department successfully completed the machining scopes for the mounting

of combat systems on vessel number two of five corvette-class (Baynunah) vessels for the **UAE navy**. The vessel project is expected to last an additional two years, with Goltens Dubai carrying out all of the in-situ machining on the remaining vessels.

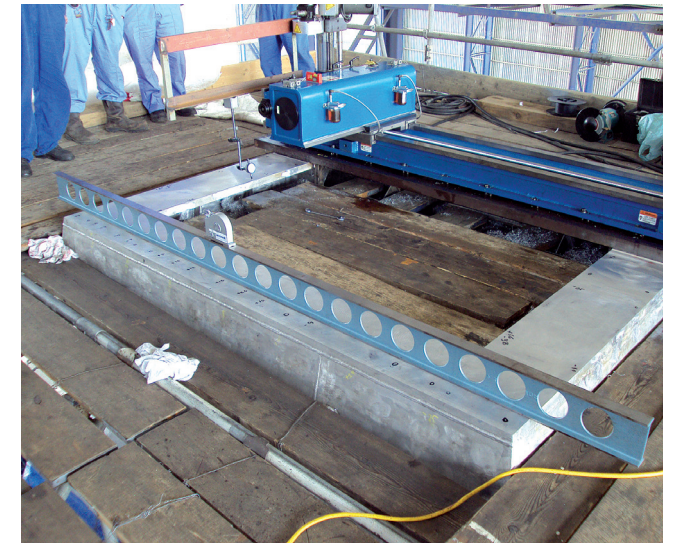
In addition to the in-situ work, there are additional services that have been awarded to Goltens UAE's machine shop, which shall also be carried out for all of the vessels in the class.



Goltens UAE repaired and reconditioned an 11,000-volt generator for the Khasab Power Station in Oman.



Goltens UAE installed a cathode heater inside the Dubai Aluminium plant in Jebel Ali for Norwegian aluminium production equipment company Almq.



The Goltens Dubai in-situ department is carrying out all of the in-situ machining on the three remaining corvette-class vessels in the series for the UAE navy.

GOLTENS BAHRAIN

The final touches

The opening of Goltens Bahrain's greatly expanded workshop and facility inside the Arab Shipbuilding & Repair Yard (ASRY) is now only a few short weeks away.

Goltens is already the exclusive specialised subcontractor and key partner to ASRY for governor, fuel and diesel engine repairs. In order to increase capacity and better serve ASRY customers, Goltens Bahrain's facility is in midst of being expanded from its current 2300 square feet to 9000 square feet.

"The new facility is expected to be completed over the course of June, and we're thrilled with the expanded opportunities that our additional space will offer our customers," says Goltens Bahrain General Manager Mohammed Sali.

Goltens Bahrain's expanded workshop at the Arab Shipbuilding & Repair Yard (ASRY) is now in the final stages of development.



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Regional focus: The Middle East and India

GOLTENS UAE

In the navy

Goltens UAE is in the midst of building a propelled landing craft for Al Fattan, with the Abu Dhabi navy being the end user.

Building of the 75m x 16m, 1500-DWT vessel began in June 2009, and so far 50% of the steelwork for the vessel has been completed.

"We currently have 46 men onsite, and are also fully equipped with a site office for a Project Manager and visiting staff. While the completion date for original contract work will be around November 2010, there will also be a chance to bid for further work on the vessel as it progresses. There's also a very good possibility that they will build a sister vessel, which fits our experience perfectly," says Thomas Coutts, Goltens UAE's Director of Technical Operations.

Goltens UAE staff at work on the construction of a propelled landing craft for the Abu Dhabi navy.



GOLTENS RED SEA (SAUDI ARABIA)

A long list of Saudi Arabia successes

A recent Memorandum of Understanding (MOU) with the Jeddah dockyard is the highlight of Goltens Red Sea's recent activities. But there are a number of other good bits as well...

The signing of the MOU means that Goltens Red Sea is now contracted to perform all of the specialised repairs at the Jeddah dockyard – including diesel engine, mechanical, shafting, pumps, electrical and automation. "The deal is a testament to the trust that the Jeddah dockyard places in our repair skills and precision. We'll work our hardest to make sure that this trust only grows over the years to come," says Goltens Red Sea General Manager Ahmed Junaid.

Other recent Goltens Red Sea events of note include:

- A large-scale shutdown maintenance project for the City Cement Factory private cement plant. The work included the overhaul of 30 medium-voltage motors – varied in size from 15–225 KW – over 12 days, and involved disconnecting the motors from the location, overhaul, fit back and realignment.
- A recent letter of intent from a Saudi electricity company for the overhaul of all of the diesel engines in their 8 power plants in Western Province for a period of 4 years.



Goltens Red Sea's technical staff carried out comprehensive work on the M/V Barakat – including CPP, propeller and tail shaft repair, and rudder removal.

GOLTENS INDIA

New Country Head in place in India

Pravin Kirolikar has joined Goltens India as Country Head with effect from March 29.

Kirolikar started his career with a prestigious Indian shipping firm where he spent 12 years, and worked his way up to the Chief Engineer position. After this, he spent the next five years as an Engineer Surveyor with the Indian Register of Shipping. In his last position with a prestigious multi-national corporation, Kirolikar worked in a number of managerial positions – from the Regional Manager of Power and Ship Services, Head of Service Sales, Head of Ship Power and the Head of Service Sales and Ship Services. One of his achievements here was the successful development of a new workshop, and the company's service business grew considerably during his time in charge.

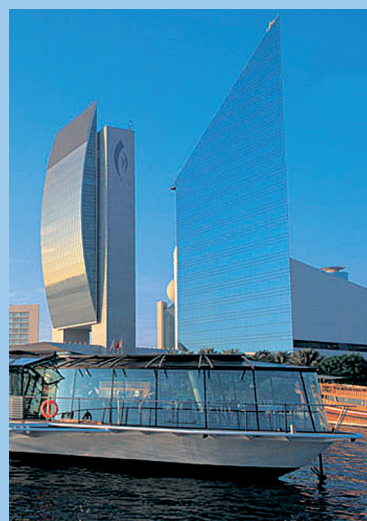
"Pravin's mechanical and marine engineer background, along with almost three decades of experience in the marine and industrial segments, will be a boon to the India branch.



Goltens India new Country Head Mr. Pravin Kirolikar.

His strong business relationships with local and international shipowners and ship management companies will also be to our benefit," says Sandeep Seth, Goltens Vice President of Operations for the Far East and India.

REGIONAL NOTES



In early March **Goltens UAE** invited its customers out for an evening cruise of the Dubai Creek. The venue selected, the glass-sided boat *Bateaux Dubai* (picture), was built by and is maintained by Goltens. "This sort of informal venue allows us to not only talk about business with our customers, but also for both sides to get to know each other better on a personal level," says Goltens UAE Managing Director Juerg Bartlome.

Regional focus: Southeast Asia and Far East Asia

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GOLTENS SOUTHEAST ASIA

Pushing the envelope

Goltens Singapore recently took delivery of the latest equipment investment by Goltens in Southeast Asia. The new orbital milling machine is capable of machining flanges of up to six metres in diameter.

Goltens Singapore already had several pieces of equipment capable of machining flanges ranging up to four metres in diameter and carries out a large number of jobs each year throughout the region, but still was looking to make the step up to an even greater offering for customers.

"Goltens Southeast Asia – along with our sister stations in China, the Middle East and USA – enjoys good business volumes of flange machining work. Despite this, we still wanted to supplement our capacity and range in order to increase our market share. The new equipment allows us to enter into the market for flanges above four metres for the first time and will boost our volumes in this segment. We have successfully tested the new equipment in our Vietnam workshop and have trained personnel from both Vietnam and Singapore," says Goltens Southeast Asia Vice President Tom Boyle.

Strategic Marine (Vietnam) General Manager, Michael McCourt, commented that "the availability of Goltens' Orbital Milling Machine here in Vung Tau resulted in significant savings for us in both time and cost on this project. This cooperation is indicative of the synergy that can be achieved between our companies to deliver complex projects".

Goltens Vietnam has already carried out the first job with the new equipment by machining two flanges of around four metres at Strategic Marine's shipyard in Vung Tau, Vietnam. The vessel is a tug for the Port of Napier, New Zealand.



GOLTENS VIETNAM

Showing off the shop

Vietship 2010 – the first major maritime exhibition in Vietnam since the opening of Goltens Vietnam's new workshop in October 2009 – provided an ideal occasion to bring customers up to date with the branch's progress.

Organised by state shipbuilding company Vinashin and held at the International Convention Centre in Hanoi from March 17–19, the biannual exhibition displayed 600 international brands from over 30 countries, and a great number of attendees from all walks of the shipping and shipbuilding industries were in attendance.

"Given the number of existing customers visiting the stand – along with the interest from potential new customers – Vietship was a huge success from Goltens' point of view. The exhibition presented us with a golden opportunity to let the market know we are now fully up-and-running, and it was great to meet so many customers in such a short space of time," says Goltens Vietnam General Manager Mick Madely.

The Goltens Vietnam team moved into the new, state-of-the-art facility in Vung Tau in April 2009 and the facility was officially opened in October 2009. The company has noted ever-increasing activity in the Vietnam market since the new facility opened, and prioritised investments in resources and equipment.



Regional focus: Southeast Asia and Far East Asia

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GOLTENS JAKARTA

Revamping of the sales organisation

While Indonesia's economy has blossomed in recent years across a number of sectors, Goltens Jakarta sees that all of the various market sectors bear certain characteristics that differentiate them from one another. Therefore, the branch has put a new market segmentation strategy in place which is already starting to bear fruit.

For example, the discovery of new oil and gas blocks and the upgrading of oil refineries has made the oil and gas section important for revenue generation. Meanwhile, the majority of the power generation industry is state-owned and is constantly striving to increase its electricity output ratio – which currently stands at 65%.

In order to fully exploit market potential, Goltens Jakarta has segmented the market into four areas – Marine, Industrial, Oil & Gas and Power Generation – with each segment headed by a Sales Manager. "The strategy compels each manager to be more focused and creates passion for their work. Although the market segmentation has only been in place since February, we've already seen signs of improvement," says Goltens Jakarta Managing Director Djani Lobian.



From left to right, the Goltens Indonesia sales team. Top row: Anton Michael (Sales Manager – Industrial), Djani Lobian (Managing Director) and Victor Adam (Sales Manager – Power Generation). Bottom row: Arya S. Kuswardhana (Sales Manager – Marine), Dewi M. Hartono (Regional Finance Controller) and Felix Susanto (Sales Manager – Oil & Gas).

GOLTENS SINGAPORE

A busier APM provides good future prospects

As usual, Goltens Singapore's stand at the Asia Pacific Maritime (APM) trade show was a busy place. But with APM 2010's 25% growth over the 2008 event, there was even more interest and activity around Goltens and its principals than before.

Held at the Singapore Expo from March 24–26, APM 2010 also featured a 12% increase in exhibitors – mostly foreign companies – and attracted 10,000 visitors. Goltens was supported at the exhibition by many of its principals, including TeamTec, Xtronica, Beha Hedo, ITW Polymer Technologies, Marine Aluminum and Hyosung Ebara.

"We were delighted to be joined by so many of our principals at the event and thank them for their support. We've cooperated well over the years to gain a strong market position, and it was pleasing to note yet again the great interest in both our portfolio of principal products as well as our own specialised services from so many visitors. We also took this opportunity to build closer relations with our domestic and overseas suppliers," says Chua Boon Chong, Goltens Southeast Asia Sales and Marketing Director.



GOLTENS SOUTHEAST ASIA / GLOBAL GOLTENS

Goltens Group signs service agreement with Bernhard Schulte Shipmanagement

The Goltens Group of Companies recently signed a Service Agreement with Bernhard Schulte Shipmanagement. The group handles over 630 vessels of various types, and of which over 300 are under full management. The agreement provides tariff rates for the provision of Goltens' maker-approved specialist services on a non-exclusive basis to Bernhard Schulte Shipmanagement's nine Service Delivery Centres around the world.

Bernhard Schulte Shipmanagement is a highly integrated maritime services company and a market leader in quality, versatility, and fleet size. The company was formed in 2008 to combine its four management companies – Hanseatic Shipping, Dorchester Atlantic Marine, Eurasia Group, and Vorsetzen Bereederungs-und Schifffahrtskontor – into one integrated maritime services company under a unified executive management.

Dr Ruanthi De Silva, Group Director – Supply Chain Management, said of the agreement with the Goltens Group of Companies the following: "We are confident in the ability of the Goltens network to support us whilst being compliant with our policy framework of working with maker-approved professionals, to provide an excellent service to our vessels without compromising on any quality or safety issues."

Goltens stations have been providing services to the ship management companies within the Bernhard Schulte Group around the world for many years. Goltens stations included under this Agreement are Korea, Shanghai, Singapore, India, Dubai, Rotterdam, New York, Miami, and California.

Tom Boyle – Vice President, Goltens Southeast Asia – says of the agreement: "We have been providing service support to the Bernhard Schulte Group for many years, and recent business volumes with them have been excellent. Bernhard Schulte Shipmanagement are taking a serious professional approach to managing their supply chain to enhance value to their customers and we are delighted to be part of their strategic thinking in this regard. We look forward to

a close working relationship with their fleet managers and technical teams around the world and growing our business with them."

Through its service network with workshops in sixteen countries, Goltens provides service to around 4,000 customers per annum and remains the service partner of choice to many of the world's major fleet managers and shipowners.



From left to right: Chua Boon Chong (Goltens Southeast Asia Sales and Marketing Director) and Tom Boyle (Goltens Southeast Asia Vice President) together with Dr Ruanthi De Silva (Bernhard Schulte Shipmanagement Group Director - Supply Chain Management) and Peter Fernandez (Bernhard Schulte Shipmanagement Assistant Manager - Supply Chain Management).

GOLTENS SINGAPORE / GOLTENS VIETNAM

The only constant is change

Given the specialised industry knowledge required of Goltens employees, perhaps it's no surprise that the company has a focus on promoting from within the organisation when possible. After all, many times the best know-how in various marine repair areas already exists within the company's four walls.

Ulf Gunnar Martendal, the former Technical Director of Goltens Singapore, took up the new position of Director of Technical Development for Goltens Worldwide at the beginning of 2010. After almost 15 years as the senior technical resource in Goltens Singapore, the former sea-going Chief Engineer is now responsible for the further development of specialist techniques and resources in Goltens stations in the Middle East, Southeast Asia and the Far East.

"There aren't many like Martendal out there, so it's important that we develop our next generation of technical leaders in-house. We're delighted that Ulf Gunnar agreed to take up the new role and to coach the personal development of our senior technical resources in these regions in order to help maintain the highest level of technical expertise in the marketplace," says Goltens Worldwide Services President Paul Friedberg.

From Vietnam to Singapore

Following Martendal's promotion, Peter Schwiecker has been appointed the Technical Manager of Specialist Services at Goltens Singapore. Schwiecker returned to Singapore in January 2010 after a successful two-year spell as General Manager of Goltens Vietnam.

"The Vietnam experience was invaluable for me personally and I'm proud of what we achieved during my time there. We have a great team in Vietnam and I thank them for their good work and support and wish them all the very best going forward. While I miss them all, I'm equally delighted to be back in Singapore to take up the lead technical position here," says Schwiecker, who had previously worked in Goltens Singapore as Technical Manager for five years before accepting the secondment to Goltens Vietnam.

New management in Vung Tau

The Goltens Group welcomes Michael (Mick) Madely as General Manager of Goltens Vietnam. Madely joined the company in January 2010 and brings with him 35 years of diesel engine experience, including roles with the likes of

Caterpillar, GEC Alstom and MAN Diesel.

Madely's previous experience is on the technical and commercial sides of the diesel engine industry, and he has a track record of securing major contracts in capital sales – as well as success in managing technical departments and parts sales in Europe, the United States, Africa and the Middle East – lastly as the UK General Manager within the MAN Primeserv service organisation.



New Goltens Vietnam General Manager, Michael Madely.

"Goltens Vietnam is an important strategic investment for the Goltens Group and we are delighted to have someone of Mick's undoubted calibre onboard," says Goltens Southeast Asia Vice President Tom Boyle.



The new Director of Technical Development for Goltens Worldwide, Ulf Gunnar Martendal (left) shaking hands with Peter Schwiecker (right), the new Technical Manager of Specialist Services at Goltens Singapore. In the middle of the two new appointees is Goltens Southeast Asia Vice President Tom Boyle.

Regional focus: Southeast Asia and Far East Asia

NEW YORK

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GOLTENS KOREA

Upgrades and improvements in all directions

Goltens Korea lives out the words “continuous improvement” on a daily basis – whether it involves joining up with another branch on a cooperative project for international customers, upgrading its office facilities or expanding its new-building trading portfolio in the offshore sector.

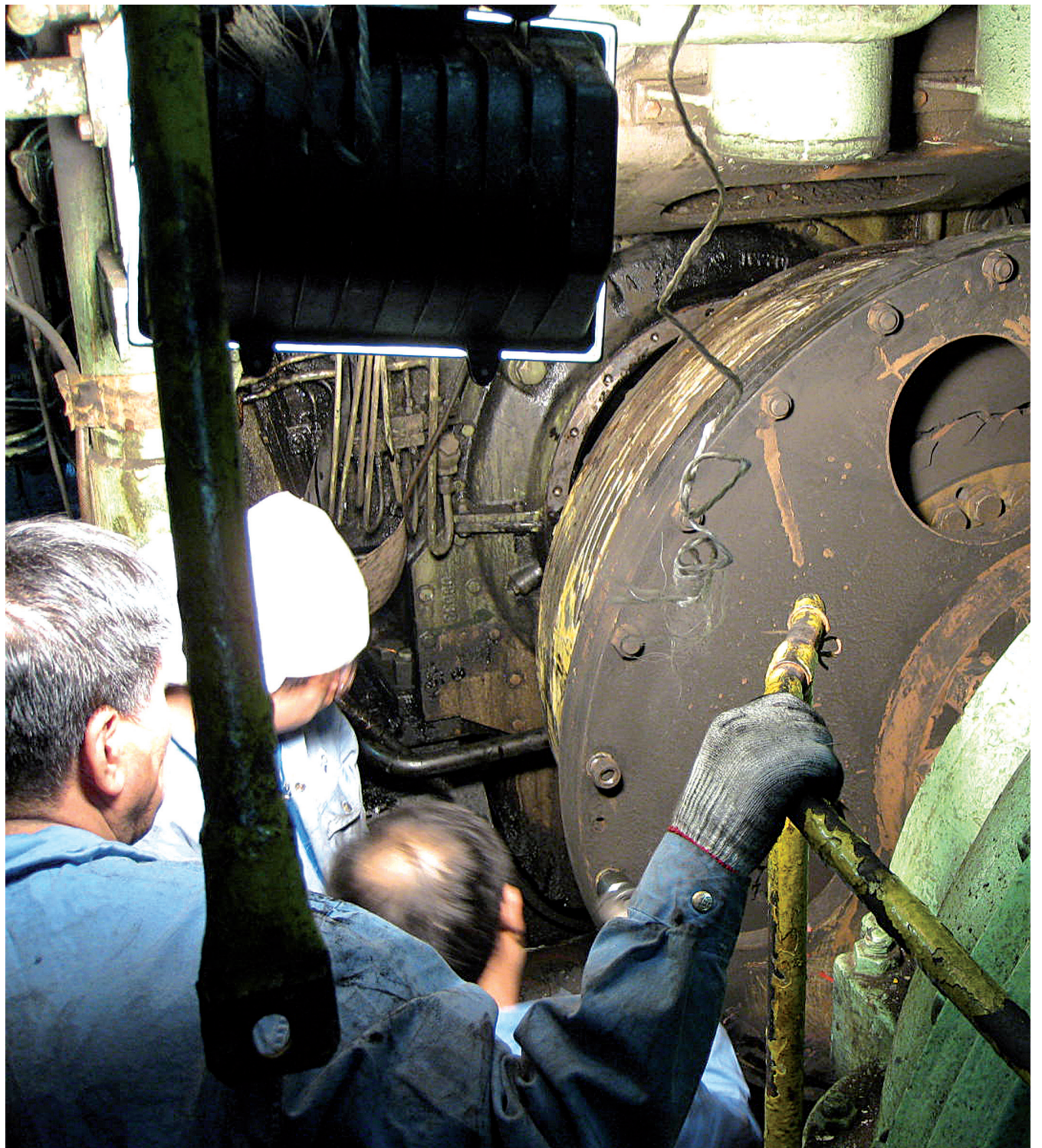
When the ASMA 1 vessel had a coupling failure in the main engine shafting in January 2010, not only was the vessel rendered out of commission, but the shipowner was told it would have to go off-hire for a full 60 days until the new coupling was ready from the maker. Goltens, however, had a better solution.

Cooperation between Goltens Korea and Goltens Hellas helped make the coordination of local coupling fabrication and Goltens' installation work with the vessel's Greek shipowner as smooth as possible. Over the following 15 days, works including the replacement of the Spiroflex coupling, the overhaul of the main engine injection pump and valve, the overhaul of the main engine turbo-charger and repair work on the windlass winch were completed.

The end result? The vessel was only out of commission for 25% of the time that the shipowner had initially been quoted. “Goltens' specialised service for international customers not only provides clients with quality repairs, but can also result in greatly reduced customer downtime,” says Goltens Korea Managing Director KO Kim.

Better facilities & more trading products

Goltens Korea continues to make a number of changes to benefit its employees and, not least, its customers. Not only has Goltens Korea recently upgraded its office so that employees can work smarter and more effectively, but the branch is very close to finalising a deal to be the sales agency for MI SWACO – which produces a mud control drilling solution for oil rigs and drilling ships. MI SWACO is the leading supplier of drilling fluid systems engineered to improve drilling performance, and employs 13,000 people in 75 countries and 400 service locations around the world.



Goltens Korea and Goltens Hellas teamed up to carry out a comprehensive fabrication and installation job for a client. The team worked so fast that the vessel was only out of commission for 25% of the time that the shipowner had initially been quoted by the product maker.

GOLTENS JAPAN

A perfect fit

With over 20 years of maritime and shipbuilding experience for newbuildings and equipment after-service on existing ships from Japan and abroad, Yoshihide (Yoshi) Yahata is a perfect fit for the Goltens Japan General Manager position, which he took over in mid-February.

Yahata holds an engineering degree with a specialisation in Electronics and Telecommunication, and has close business relationships with major shipyards, shipowners and ship management companies both locally and internationally.

In his previous assignment, Yahata worked as a Technical Manager from 1995 until 2009. In this role he was responsible for technical, commercial and project management of commissioning new equipment, retrofitting older systems, after sales-service and quality aspects in Japan, Singapore, Malaysia and China.

“Given Japan's status as the second-largest shipowning nation, it's vital for Goltens to not only develop relationships with shipowners and management companies in the country, but also engine builders, principals and trading houses. We believe that Yoshi will be instrumental in developing and increasing Goltens Group business from Japanese clients,” says Sandeep Seth, Goltens Vice President of Operations for the Far East and India.



New Goltens Japan General Manager Yoshihide Yahata.

GOLTENS GUANGZHOU / GOLTENS DALIAN

Satellites continue to shine

Goltens China's Guangzhou and Dalian satellite offices keep making solid progress.

Goltens Guangzhou had a good start in 2010, with Sales Executive Jack Li able to secure a large and varied volume of orders, including in-situ, remetalling, laser alignment and reconditioning jobs. “This confirms that there is a market potential here, and one that we're getting an increasing share of,” says Goltens China Managing Director Andreas Wagner. “This bodes well for our plans to establish a Guangzhou workshop in the near future.”

Brian Gu, who had been running Goltens Dalian by himself in his position of Products & Systems Sales Executive, now has company in the office. Bourne Li began after Chinese New Year in the position of Repair Sales Executive. “After a training period in Goltens Shanghai he will increase our presence with northern Chinese shipyards and shipowners,” Wagner says.



Goltens Dalian's new staffer – Repair Sales Executive Bourne Li.

Goltens Guangzhou Sales Executive Jack Li.

GOLTENS SINGAPORE / GOLTENS VIETNAM

A team effort yields success for a Vietnam tanker

Goltens Singapore and Goltens Vietnam recently teamed up to support the installation of two ethylene tanks in Haiphong, Vietnam, marking yet another successful collaboration between the two sister companies in Southeast Asia.



The seating of the ethylene tanks on the tanker newbuilding was achieved in very difficult circumstances, and the Philymastic application was a crucial ingredient to the success. Carried out in freezing temperatures during the night on a very tight schedule in order to eliminate workface disruption on the following day shift, Goltens' specialists wasted no time in getting the job done to the satisfaction of all concerned.

"By successfully installing both ethylene tanks on the cradles

ahead of schedule, Goltens has further enhanced its reputation in Vietnam and the region regarding achieving high outputs in tight timeframes," says Goltens Southeast Asia Sales & Marketing Director Chua Boon Chong.

This was the first of four ship sets, with the second set to be carried out later this year. Goltens Vietnam already holds a very strong position domestically with shipyards in the chocking and alignment segment.



MARINTEC CHINA

Marintec's 30th anniversary also special for Goltens

The biannual Marintec China event celebrated its 30th anniversary in 2009 in style in December 2009, drawing 20 percent more visitors than at its 2007 event. Goltens was on hand with a large stand as part of the Norwegian pavilion.

Occupying five halls of the Shanghai New International Expo Centre, over 1200 exhibiting companies met 42,689 visitors from around the world.

"Our sixty-square-metre stand provided the space and opportunity for us to speak with current and prospective customers and for senior Goltens staff in the region to meet face to face and discuss business," says Goltens China Managing Director Andreas Wagner.



At Goltens Marintec Exhibition stand, from left to right – Mr. Andreas Wagner Managing Director, Goltens China, Mr. Sandeep Seth Vice President Goltens Far East & India, Mr. Tom Boyle Vice President Goltens South East Asia.

GOLTENS JAKARTA

Authorised distributor for Meggitt Vibro-Meter

Goltens Jakarta was recently appointed as the authorised distributor for the Meggitt Vibro-Meter sensing system. "After having conducted a market survey, we see that the market response for sensing systems is quite promising," says Goltens Jakarta Managing Director Djani Lobian.

A large number of steam and gas turbines, compressors and pumps in the power generation and oil & gas industries utilise online vibro monitoring systems that are already obsolete. The addition of this product allows Goltens Jakarta to offer a wider latitude of service to turbine users in the relevant market segments.

Goltens Jakarta is already busy in the market segment in Indonesia, with projects including the complete retrofit of a vibration monitoring system in the 3400-MW Suralaya steam power plant, the total replacement of an obsolete Meggitt system at the 660-MW Paton steam power plant with a newer model, and work at the Belawan steam power plant near Medan.

"We made a strategic choice to partner up with Meggitt given their reputation, strong marketing support and impressive achievements in the aviation and power generation industries," says Lobian.

A UK-based company employing over 8000 people and registered on the London Stock Exchange, Meggitt achieved a turnover of more than GBP 1.2 billion in 2009.

Regional focus: Southeast Asia and Far East Asia

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GOLTENS SHANGHAI

Celebrating the Year of the Tiger

On 5th of February Goltens Shanghai had its annual get-together with its staff to reflect on all of the hard work of the past year, and to celebrate the coming of the "Year of the Tiger".

Chinese New Year is the largest and most important festival in the country, and one in which most people travel back to their hometowns. Goltens Shanghai always plans its dinner 1-2 weeks before the Chinese New Year.

Most of the employees were able to meet up, which provided a nice opportunity to have fun through the playing of games, the performance of small skits between the many dinner courses, and the carrying out a lottery for a variety of prizes.



GOLTENS CHINA

Steady growth in an unstable market

In a year marked by a severe financial crisis, Goltens China's repair activities had 15% higher turnover than in 2008. The in-situ and afloat repair areas in particular had standout years.

Goltens China has focused on developing its in-situ competence of late, and can now boast the second-largest workforce in the group for this core competence. The plan is to continually invest in this area, and also expand its in-situ machining capability – as the group has recently purchased two flange facing machines.

Goltens China Managing Director Andreas Wagner is quick to point out, however, that these aren't the only branch highlights. "Not only have we continued to invest in new equipment and tools, but other activities – including the remetalting of stern tubes and crosshead bearings – have also shown steady growth," he says.

There are two centrifugal remetalting machines in Shanghai – with the largest one capable of remetalting stern tubes with a length of up to 2.2 metres – along with other related equipment such as baking ovens, tinning baths and melting pots.

"Unlike most of our competitors, we are using imported white metal from Europe," says Wagner. "We can also carry out ultrasonic bond testing in our own facilities with our own specially trained staff."



GOLTENS CHINA

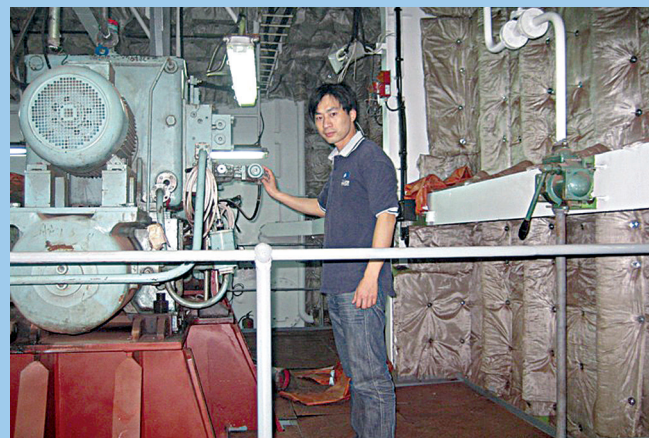
A portfolio of quality

Goltens China's Products & Systems unit is now doing business with over 50 Chinese newbuilding yards – with a product portfolio running the gamut from steering gear, level gauging and valve remote control systems, nitrogen generators, galley and laundry equipment, pumps and marine elevators to cranes and deck machinery, aluminium helicopter decks, and fuel monitoring and emissions control systems.

"All of our Product and Systems work is done in close cooperation with Goltens Europe, Goltens Korea and Goltens Singapore," says Goltens China Managing Director Andreas Wagner, who mentions two large orders that were signed recently.

The first is a large galley order for four 388,000-DWT VLCCs being built at Liaoning Bohai shipyard for a Singaporean owner. Three of these ship sets are to be delivered over the course of 2010. The second large order is for an aluminium helideck from Nantong Cosco Marine Aluminium for a platform currently being built at Nantong Cosco shipyard.

"We've also completed the first commissioning of Yoowon steering gear with our own engineer for an order for eight 37,300-DWT bulk carriers that were signed in 2008. The ships are being built at Jiangsu Eastern shipyard for a Croatian owner, with the first set commissioned in March of this year," says Wagner.



A Goltens engineer carrying out the commissioning of Yoowon steering gear for a bulk carrier contract for a Croatian owner.

GOLTENS SHANGHAI

Chock full of Chockfast projects

When Goltens started up in mainland China in 1993, its first activity was selling Chockfast alignment resin and applying the product. Now the department, which became a separate business unit in 2006, has grown to 17 employees and has a significant share of the Chockfast market in China.

To begin with, most Chockfast jobs were for newbuilding projects, but as time went on Chockfast Orange was used more and more in repair projects as well. Following the opening of the new Goltens Shanghai workshop in Nan Hui in 2006, the branch has witnessed a substantial increase in Chockfast revenues.

"From 2006 to 2009 the number of newbuilding shipyards we served in China grew from 65 to 140, and resulted in manifold increase in revenue," says Goltens China Managing Director Andreas Wagner.

Wang Ji has headed up the Chockfast department – consisting of 17 employees, of which a full 11 are service engineers – since the end of 2006. "Despite fierce competition and the financial crisis, the Chockfast business continues to grow and extend its market share in China," Wagner says.

Goltens Shanghai Chockfast department head Wang Ji.



A Chockfast stern tube pouring job carried out by Goltens Shanghai.

