

Reference List for sales of Equipment

Partner: Kalmar Germany GmbH					
SEACOS COMPUTERSYSTEME & SOFTWARE GMBH – GERMANY					
Period	Product	Project	Shipyard	Units	Participate
08/2001 ~ present	Ship onboard Loading Computer	12000 DWT	Jiang Dong, Qing Shan	25+	-Sales Rep. -Service
		4250 TEUs	Da Lian, Hudong	40+	
		30000 DWT MPC	Dalian, Shanghai, Xia Men	15	
		1800 TEUs	Kou An S/Y	16 +	
		5680 TEU	Hudong S/Y	10 +	
		8530,8888 TEU	Hudong S/Y	12 +	
		1800 TEU	Kou An Shipyard	7 +	
		1700 TEU, 2800 TEU	Wen Chong S/Y	28 +	
		57000 DWT	Kou An Shipyard	11 +	
		1080 TEU	Wujiazui Shipyard	16+	
		53000 DWT BC	Zhejiang S/Y, Dayang S/Y	20+	
		50000 DWT MPC	Wuzhou Shipyard	5	
		12500dwt MPC	SanFu,Huanghai, Hongqiang, Jiangzhou union	30+	
		5100 TEU, 115K, etc	Jiang Nan S/Y	50 +	
		58K, 64 K, 53K BC	Da Yang Shipyard	50 +	
		1100 TEU	QingShan, JinLing, wenchong,JiangDong, DaYang	45+	
		115000 DWT BC	Jiangnan Shipyard	20 +	
		76000 DWT BC	Chenxi Shipyard	6 +	
13500TEU,14500TEU	Hudong ,Jiangnan	16+			
9400TEU	Jiangnan	8+			
20000TEU,21000TEU	Hudong,SWS,Dalian.	16+			

Co-operation Style with Kalmar (Seacos):

- Sales Representative on behalf of Kalmar, for negotiation of technical specification and business contract; (up to now more than 500 contracts signed via J & A Marine for Kalmar)
- The only service partner of Kalmar for the Loading Computer in China and Asia Area, more than 1000 units of loading computer serviced by J & A Marine