



## Message from Chief Editor....

*The end of the year is almost upon us. It has been a great year of expansion for the Group. ESC has certainly increased its profile globally. Naturally, we will endeavour to continue this trend into 2008.*

This will be the last bulletin for the year as Christmas looms. The news and events at ESC are coming thick and fast.....this newsletter is going to have to be done every month in order to keep the print to a size that is legible. We want to fit all the news into only 2 pages.....the challenge will remain to find the time to get you the news on a regular basis.

*I hope you enjoy the read.*

*Cheers,  
Bruce Colson*



## What's on at ESC

ESC has continued to stride ahead in the global sheet pile market. The ESC sheet pile is reaching into new fields of application and new countries. As part of the ESC global strategy we are becoming actively involved in not only sheet pile manufacture, design and installation but also in the writing of Standards for Sheet Piling.

The Malaysian Standard MS 2255: Part 1:2006 Cold Formed Sheet Piling Of Non Alloy Steels – Part 1: Technical Delivery and MS 2255: Part 2:2006 Cold Formed Sheet Piling Of Non Alloy Steels – Part 2: Tolerances On Shape And Delivery were published during this month.

ESC as members of the committee for the Standards formation are very happy to have been able to see this landmark Standard take shape. This Standard proves that the market in Malaysia is serious about product compliance and ESC is working hand in hand with the authorities in achieving quality products every time.

Also during the month of October 2007 ESC secured our first order for Europe. We hope this is the first of many more to come. Details are in our Overseas news flash section.

To further boost the profile of ESC recently Discovery Channel...yes Discovery Channel made a visit to our factory and HQ in Malaysia for interviews and coverage of our manufacturing and design processes for their Show "Man Made Marvels". The coverage is in line with their second part of the series on Kuala Lumpur Flood Mitigation.



Port Strategy UK, The Insight for Port Executives published two articles on ESC as part of their November series on "Planning and Design Sheet Piling". The articles written by Felicity Landon came under the headings "Strong eye for success" and "Customised or standard?"

Please go to these links to read the articles:

[http://www.portstrategy.com/archive/2007/november/planning\\_and\\_design\\_sheet\\_piling/sheet\\_piling\\_side](http://www.portstrategy.com/archive/2007/november/planning_and_design_sheet_piling/sheet_piling_side)

[http://www.portstrategy.com/archive/2007/november/planning\\_and\\_design\\_sheet\\_piling/sheet\\_piling](http://www.portstrategy.com/archive/2007/november/planning_and_design_sheet_piling/sheet_piling)

## ESC NEWS FLASH - Overseas Projects

### September 2007 "First order for Jordan"

ESC has secured a prestigious project for the APC Plant Optimization and Production Expansion Projects Solar Ponds in Jordan.

The Main Contractor, China International Water & Electric Corp. (CWE) has made the 909 tons sheet pile order with ESC. The sheet piles are the ESC30B and ESC46B in grade Q345B steel. The lengths of the piles will vary from 4.9 metres to 20 metres.

ESC liaised closely with the client to provide the exact engineering solution at the best possible cost.

All products for this project were produced in ESC's China and Malaysian factories.

ESC is also supplying tie rods through ESC's Technical Partner, Dextra Manufacturing Co., Ltd.

### 18<sup>th</sup> September 2007 "ESC welcomes Singapore Agent to the family"

ESC has appointed Giga Steel as it's agent in Singapore. The Group is once again targeting this island nation for increased sales in line with Singapore's bold development plans.

Giga Steel has had many years of experience trading in steel sheet piles and other construction materials in Singapore and will bring a wealth of knowledge and experience on board.

Please check out our Contacts Page for details of our agent.

### 10<sup>th</sup> October 2007 "ESC expands in reach with Baltic Agent appointment"

ESC has appointed Avantgarde Engineering Depot Ltd as it's agent in Latvia, Estonia and Lithuania. The Group is hoping the vast experience of Avantgarde in construction materials and sheet piling will bring the desired orders in the Baltic region.

Deliveries for this region will firstly come from either of ESC's Malaysian or China factories. From Q1, 2008 deliveries are expected to come from the factory in St. Petersburg, Russia.

### 6<sup>th</sup> October 2007 "More piles ordered for Ohau, New Zealand"

ESC received a further order for 215 tons of ESC70/30A-1, ESC60/30A-1 and ESC60/30B-1 H Piles.

Ground Engineering Ltd who is ESC's sole agent in New Zealand has increased the order for the Ohau Channel Works in Rotorua. The client HEB Smithbridge Ltd continues to drive the sheet piles with minimal fuss and good results.

Please check the following link for the progress on site in New Zealand....

<http://www.ebop.govt.nz/Water/Lakes/Picture-Gallery.asp>

This project will be manufactured in ESC's China plant for delivery in December 2007.

# ESC BULLETIN

NEWSLETTER No. 3/2007

## 22<sup>nd</sup> October 2007 "ESC sells sheet piles for a Bomb Shelter"

That's right.....a bomb shelter.

The ESC T4 sheet pile in Grade Q345B was selected for this task.

HESCO Military Products Ltd from the United Kingdom needed a special solution to their special problem. In Abu Dhabi, UAE a bomb shelter was needed to be constructed within a short time frame.

ESC after discussions agreed with the clients Engineers that the ESC T4 would fit the bill.

The cost competitive cold formed nature of the ESC pile has now been used for its first bomb shelter! Sheet piles prove to be effective solution providers in many varied facets of society.

The short delivery time and the sheet piling design done to specifically satisfy the contractor were the winning combinations yet again.

The success story continues.....

## 19<sup>th</sup> October 2007 "ESC's European Agent makes the first sale into the Netherlands, Europe."

ESC cracks the European market and seals the deal for deliveries into the Netherlands. The ESC-EU12 in 8 and 9 metre lengths in Grade Q345B were the piles chosen for this particular project for VOPAK in Rotterdam. ESC will also be providing a steel capping beam at the request of the client. The tonnage delivered will be 440 tons. Europile BV who is ESC's agent for the region has concluded the first sale for the land of sheet piles.....the Netherlands. One of the largest sheet pile users in the world the Netherlands is seen as a very significant market for ESC. The Dutch are sheet piling experts unparalleled around the world and ESC is extremely honoured to have their products chosen by such experts in the field. The sheet piles for this sale will be produced by ESC in its China factory. The cost competitive cold formed nature of the ESC pile has now reached another continent.

The short delivery time and sheet piling design established to specifically satisfy the contractor were the winning combinations yet again. The success story continues.....

## ESC NEWS FLASH - Malaysian Projects

Earth Support Company Secured the Mount Austin Slope Rehabilitation Project

Muara Atur (M) Sdn Bhd has been awarded a slope rehabilitation work at the Mount Austin residential area, Johor Bahru, Johor, Malaysia.

The slope failure which occurred few years ago has forced the local authority to close this road leading to the rapidly developed Mount Austin residential area. The Mount Austin Golf and Country Club, which is situated on the upper slope of the collapsed area is also affected when a portion of the golf fairway has to be vacated to ensure safety of their members while enjoying their golf game.

Earth Support shall supply its wide profile ESC 16B steel sheet piles in 6m lengths to be installed as toe protection along the 300m of the collapsed area. The sheet piles shall be coated with coal tar epoxy paint. All manufacturing and painting works shall be carried out at Pontian factory.

## Press Release 30<sup>th</sup> October 2007 "ESC Sheet Piles Tame the Slopes"

ESC Projects (M) Sdn Bhd received an award for the supply of ESC 12A sheet piles for slope repair works along the hilly road to famous Frazer Hill highland resorts.

The area is prone to slope failures especially after rainy season which sometimes requires road diversion. Soil nailing shall be used to provide additional support to the sheet pile wall. ESC sheet piles shall come in customised lengths as require for each site.

## STAFF ACTIVITIES



### November's Birthdays

Nor Suraya Ithnin 20 Nov Pontian  
Mohd Syahril Harun 21 Nov Pontian

### December's Birthdays

Mohamad Niza 2 Dec ESCPJ  
Carmen Chiah 20 Dec ESCPJ  
Syafiq GN Abdulah 20 Dec ESCPJ



13 years down memory lane.....



ESC staff welcoming Mr.Jinson K J (India agent) to ESC factory in Pontian.

## STAFF TRAINING

- 5<sup>th</sup> & 6<sup>th</sup> Nov 2007 : The Practical Approach to Welding Engineering  
Attended by: Lawrence Martin Scully & Mohd Niza Abdul Rahman
- 15<sup>th</sup> & 16<sup>th</sup> Nov. 2007 : Understanding the Employment Act 1957  
Attended by: Nor Suraya Ithnin

## RESIGNATION

- Fitrahwati Adeni (ESPPJ) on 7/11/2007.
- Hafiz Abu Bakar (Pontian) on 2/11/2007

### WORDS OF WISDOM

#### ANATOLE FRANCE:

To accomplish great things,  
we must not only act, but  
also dream; not only plan,  
but also believe.

#### ABRAHAM LINCOLN:

Always bear in mind that  
your own *resolution* to  
*succeed* is more important  
than any other one thing.