

# ESC BULLETIN

NEWSLETTER No. 2/2008



## Message from Chief Editor....

*The second quarter of 2008 has come and gone and only now we can have the time to send you all an update of what is going on at ESC.*

*2008 is like no other year. Around the world we all have to deal with rising inflation and a growing demand for steel products.*

*I hope we all can continue to keep ahead of the inflation game and that our families can continue to grow and prosper as we have been able to at ESC.*

*The steep learning curve that we at ESC have been climbing is really expected to pay dividends in 2008/2009.*

ESC is moving at a feverish pace in 2008. The new projects and changes are so many that it really is a struggle to get them all out to you on paper.

We'll try so here we go.....

We have some new agents and we have some replacements of agents that were not able to follow the goals and aspirations of the ESC Group.

A new Agency was awarded to Mexico. Mr. Salvador Alvarez Trejo of Representaciones Industriales Rohe, S.A. de C.V. ESC has high hopes for this previously untapped market and the immediate vicinity.

Dawson Engineering Pte Ltd has taken the role of agent in Singapore. Mr. Sean Mah and his team are experienced in the Singapore and South East Asian market and already have significant contacts in the construction sector due to their existing product range of driving hammers, lifting shackles and related equipment.

Pakistan has seen a change with Mr. Khawar Shehzad and his team at D&H International will bring to the ESC family a new impetus and a solid history in Pakistan.

India has also seen a change with the arrival of Mr. Annaswamy and his vast experience at Unimark Marketing Corporation. Welcome to the team.

We have new markets to report that have added to the global projects base for ESC.....

Our agent, Mr. Segun Suberu at Bulkplus Integrated Limited in Nigeria sold a very large order to ExxonMobil an order of more than 2,300 tons of ESC EU sheet piles from the plant in China. The consultant for this prestigious project is the Worlev Parsons Group.

The other new market penetrated was that of Kuwait. This project was attained through the UAE office of ESC Al Sharafi Steel LLC. ESC's new CR piles were the piles ordered for this project.

ESC Al-Sharafi Steel LLC consolidated its presence in the UAE with further new orders from blue chip clients such as Overseas AST LLC (who are fast becoming a substantial client for ESC in the area) and a new client in the form of Hamriyah Maritime City (FZC) with their new shipyard construction. In line with the increased sales and also with the added accounts to be handled ESC strengthened its workforce in Abu Dhabi with a Geotechnical Engineering Manager and an Accounts Executive from Malaysia.

Agents in Australia (Dampier Project), Netherlands (Geka/Shell Project) and New Zealand (Rowesdale Rd Project) also had success during the quarter with good orders of a variety of products from combi wall systems to EU and CR piles. For all of these and other projects China continues to be the major manufacturing hub for the Group.



First pipes come off the production line for OT2 Project in Fujairah, UAE.

Pipe with clutches fixed ready for shipment



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One of the most exciting news items to come out of this quarter was the arrangement that ESC secured with Nippon Steel Corporation of Japan. The introduction of the Nippon range of hot rolled sheet piles will enable ESC to truly become one of the most all round "Sheet Piling Solutions" providers in the world. ESC will offer clients a range of sheet piles from cold formed and cold rolled to hot rolled. This is something that no other sheet piling manufacturer could possibly state with the certainty that ESC can.

ESC during the quarter has continued to acquire projects in Malaysia from clients such as Asia Baru Construction Sdn Bhd, Dian Makmur Construction Sdn Bhd, Sama Pelangi Sdn Bhd, Bukit Tembaga Corporation Sdn Bhd, JFMA Enterprise, Permai Ehsan, Warisan Willalong Sdn Bhd, Anylink Holdings Sdn Bhd and Hari's Enterprise Sdn Bhd. Projects in Malaysia continue to be mostly small scale works as the country and the Government comes to grip with the political changes and attempt to deal with the timeliness and budgets of old and new projects alike.

The Kuala Lumpur office continues to serve the Group's global operations and remains the nerve centre for the Engineering requirements and the overall management of the Group worldwide.

The ESC Group has grown up extremely quickly over the last 2 years and is fast becoming a player in the sheet pile market throughout the world. We hope that all our valuable staff, suppliers and clients can continue to support the fantastic growth and develop with us to become widely talked about people and companies globally in time to come.

## INTERNAL ACTIVITIES.....



### NEW APPOINTMENTS

#### June 2008

Lim Teck Fung - Financial Controller (ESCPJ)  
Leong Lek Yew - Corporate Affairs (ESCPJ)  
Tiffany Ngui - Logistic Executive (ESCPJ)  
Stancy Hew - Accounts Assistant (ESCPJ)

#### July 2008

Wong Kah Hon - Accounts Exec (ESC Al-Sharaafi)

Take a break for.....  
**SHORT HUMOR JOKES**

#### Responsible

**In this job we need someone who is responsible said the employer.**

"Then I'm your man," answered the potential employee.  
"On my last job, every time anything went wrong, they said I was responsible."

#### Girls

**Girls are like Internet domain names..  
The ones I like are already taken.**

### STAFF BIRTHDATE

#### Aug 2008

Mohd Syahril (ESCPJ) - 28/8  
Amirruinizam (ESCPJ) - 11/8  
Grant Alexander (ESC UAE) - 22/8

#### Sept 2008

Nurfakaruddin (ESCPJ) - 6/9  
Stancy Hew (ESCPJ) - 9/9  
Masita (ESCJHR) - 28/9  
Mohd Fauzi Ismail (ESCPJ) - 30/9

#### Oct 2008

Cecilia (ESC CHINA) - 3/10  
Zaharuddin (ESCJHR) - 4/10  
Darryll S (ESC Al-Sharaafi) - 19/10  
Peter Ngam (ESCPJ) - 23/10  
Amanda Guo (ESC CHINA) - 26/10  
Raymond H (ESC CHINA) - 27/10

