



CE INTERNATIONAL CHINA INC.

Shajiao "C" Power Station
Humen Town, Dongguan City, Guangdong, 511761 P. R. China
Phone: (0769)561784 Ext. 2221, 562014 (Direct)
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08 May 1995

TO WHOM IT MAY CONCERN

We are pleased to confirm that we awarded to Insultec the contract for the engineering, supply, export, packing, shipment and supervision of the insulation, cladding, and refractories for boilers and associated piping for the 3 x 660 mw Shajiao "C" Power Plant in People's Republic of China.

The total value of Insultec's contracts was in excess of US\$ 3,150,000. The materials supplied by Insultec included mineral fiber insulation, pourable insulation, profiled and flat aluminum cladding, refractories and various accessory materials.

In successfully completing this contract Insultec performed the following activities:

- detailed material take off from ABB drawings and specifications.
- worldwide procurement of insulation, cladding and refractory materials.
- supply of "non returnable" 40' containers for shipment and site storage.
- preshipment inspection and quality control of materials.
- export packing and shipment of materials to job site.
- procurement, quality control and expediting of Chinese insulation materials.
- supervision of our Chinese insulation subcontractor.
- inspection, planning, coordination and quality control of the insulation works.

As part of its engineering activity, Insultec calculated the individual sheet lengths of the boiler cladding and arranged for these to be cut to exact lengths at the point of manufacture, thus reducing field labor and cutting losses at the job site. Insultec also prepared an insulation instruction manual detailing how various parts of the boilers were to be insulated and clad.

Insultec provide two Insulation Superintendents to supervise the insulation installation works which included the fabrication and erection of the sheet metal cladding, casting of pourable insulation and installation of refractories.

The terms of our contract required Insultec to provide us with advance notification of all shipments and to prepare detailed export and shipping documentation, including packing lists, quality certificates, insurance bills of lading and various status reports. In addition, Insultec was required to comply with our project bar coding requirements and to provide bill of material in accordance with our computerized SBOM software system.



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We are pleased to confirm that Insultec completed the shipment of all materials on schedule and arranged for local materials to be delivered to our job site on a "just in time" basis. The engineering work that Insultec performed was detailed, correct and precise. The Superintendents that Insultec provided were experienced and knowledgeable in the insulation of large boilers and were able to ensure that the insulation works were completed on schedule and to a high degree of quality.

In summary, we are pleased to recommend Insultec for performing similar insulation contracts and would have no hesitation in using Insultec on our future power plant contracts.

Yours Sincerely

A handwritten signature in blue ink, appearing to read 'J.M. Smith'.

J.M. Smith
Vice President and General Manager