

## PARTNERS IN CHINA

The demand of dockspace, the growing size of vessels and the enormous number of newbuildings delivered (and to be delivered) requires C E T to solicit possibilities for shiprepair also in other greater FAR EAST AREA in order to serve our customers' requirements.

A number of Chinese Shipyards have worked through German agents. Vice versa C E T – Hamburg has chosen to open this market by Chinese partners, who can provide their knowlegde (i.e. language and guidance) to our customers.

This local partner will:

- search for the most convenient shipyard offering a dockspace on/about the anticipated due date
- obtain the best negotiated quotation for the owner
- render assistance and information to the superintendent when attending the docking/repairs
- if necessary - try to mediate on questions between the shipyard and the owner's representative

Our customers are invited to try this partnership, facilitate these local contacts and experience in the marine business for their own benefit and at no extra costs. If this approach is attractive to you kindly send your tender documents to C E T-Hamburg.