

IN THE JUDICIAL COMMITTEE OF THE PRIVY COUNCIL

O N A P P E A L
FROM THE COURT OF APPEAL IN THE REPUBLIC OF SINGAPORE

B E T W E E N :-

INTER EQUIPOS NAVALES, S.A.

Appellants
(Plaintiffs)

- and -

1. LEW KAH CHOO
2. LEW KAH HOOK
3. LEW KAH HOO
4. LEW LAY BENG (f)

All trading under the name and style of
HOCK CHEONG & COMPANY

Respondents
(Defendants)

RECORD OF PROCEEDINGS
EXHIBITS - VOLUME II

COWARD CHANCE,
Royex House,
Aldermanbury Square,
London EC2V 7LD

Solicitors for the Appellants

JAQUES & LEWIS,
2 South Square,
Grays Inn,
London WC1R 5HR

Solicitors for the Respondents

EXHIBITS - VOLUME II

I N D E X

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Description of Document	Date
Exhibit P9. Catalogue of Plaintiffs' equipment.	

Description of Document

Date

Exhibit P10
Statements of Accounts of Inter
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for years ended 30th June 1979,
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Exhibit P14.
Defendants Catalogue.

Exhibit D8.
Note by Ong Geok

Exhibit D9.
Pages of Catalogue of Fuji Trading Co.
and Others.

**EXHIBITS - Agreed Bundle of Documents
marked AB**

EQUIPOS NAVALES, S.A.

CALLE DE FERRAZ, 2 - SEGUNDO (IZQUIERDA)
 TELEFONOS: 2419391 - 2479400 - 2479408 - 2424794
 TELEX: 22884 RETNIE - 43848 INENEC - TELEGRAMAS: INTENASA
 MADRID-6
 c/o BANCO POPULAR ESPAÑOL
 c/o BANCO EXTERIOR DE ESPAÑA
 c/o BANCO DE BILBAO
 N. I. P. A-28-229982

AGENTS:
HOCK CHONG AND COMPANY.
 9, 2nd, China/See Road
JURONG, SINGAPORE 22
REPUBLIC OF SINGAPORE

Exhibits
 Agreed
 Bundle of
 documents
 marked AB
 Page 1
 Invoice,
 Plaintiff's
 to Defendant
 25th January
 1978

su ref.: su carta nuestra ref.: **GO/FL** fecha **25th. January 1978**

Factura N.º 7669-1-79

Pos.	MATERIAL	Valor unitario	Valor total
	STOCK SINGAPORE.		
	CONTAINER LASHING EQUIPMENT.		
	QUE NO. 7669-12-77		
	3.000 pcs. C12-1U	DM. 11.50	DM. 34.500,--
	200 pcs. 1P-3 ✓	38,--	7.600,--
	1.000 pcs. C12-3L ✓	30,--	30.000,--
	100 pcs. PCY-1D	45,--	4.500,--
	150 pcs. PCY-2D-25	28,--	4.200,--
	500 pcs. C12-2D-25	30,--	15.000,--
	500 pcs. CPY-1D	21,--	10.500,--
	500 pcs. STY-1-36 (4.2510.0) ✓	133,--	66.500,--
	Less: 6% commission		DM. 176.800,--
	Packages		14.384,--
	For delivery C.I.F. SINGAPORE		DM. 166.496,--
			1.315,--
			DM. 174.907,--
	<p>The material have been shipped on 25.01.79 with M/V "MIST BLANC KARL" from Barcelona to Singapore.</p> <p>PAYMENT: 15 days after delivery.</p>		
	INTOS EQUIPOS NAVALES, S.A.		

6
 20.09 34
 56.511
 57.13
 20.17
 37.94
 40.13
 28.19
 183.64
 FOB SPAIN

20

30

EQUIPOS NAVALES. S.A.

CALLE DE FERRAZ, 2 - BARRIO DE ISABELLA
 TELEFONOS: 2419391 - 2479400 - 2479400 - 2494734
 TELEEX: 32884 RETRIE - 42848 INENE - TELEGRAMAS: INTERNA
 MADRID-8
 C/A BANCO POPULAR ESPAÑOL
 C/A BANCO EXTERIOR DE ESPAÑA
 C/A BANCO DE BILBAO
 N. I. P. A-28-228883

5/12/78

Exhibits
 Agreed Bundle
 of documents
 marked AB
 Page 2 - Invoice
 Plaintiffs to
 Defendants
 25th January
 1978

Messrs.
HOCK CHEONG AND COMPANY
 3, 2nd. Chin Lee Road
 JURONG, SINGAPORE 12
 REPUBLIC OF SINGAPORE

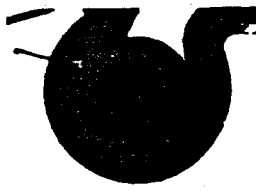
su carta nuestra ref.: **CO/ZL** fecha, 25th. January 1978

Factura N.º 7669-1-78-1

Pos.	MATERIAL	Valor unitario	Valor total
	STOCK SINGAPORE SPREADERS. OUR NO. 7669-12-77		
	1 Unit 20' automatic spreader CSP-6-20	DM. 8.700,--	DM. 8.700,--
	Less: 8% commission		656,--
	For delivery C.I.F. SINGAPORE.....		DM. 8.004,--
			3.267,--
			DM. 11.251,--
	<p>The spreader have been shipped on 25.01.78 with M/V "MONT BLANC MARU" from Barcelona to Singapore.</p> <p>PAYMENT.: 180 days after delivery.</p>		
	INTER EQUIPOS NAVALES. S.A.		

10

20



INIER

EQUIPOS NAVALES. S. A.

GALLE DE FERRAZ, 2 - SEGUNDO (IZQUIERDA)
TELEFONOS: 241 92 91 - 247 94 00 - 247 94 00 - 242 47 24
TELEX: 22000 RETHN E - 42040 INEN E - TELEGRAMAS: INTERNASA
MADRID-6
C/O. BANCO POPULAR ESPAÑOL
C/O. BANCO EXTERIOR DE ESPAÑA
C/O. BANCO DE BILBAO

Exhibits

Agreed bundle
of documents
marked AB
Pages 3 & 4
Letter, Plaintiffs
to Defendants
8th August 1977

To the attention of
Mr. Mike Lew

Messrs.,
HOCK CHEONG & CO.
3, 2nd Chin Bee Road
JURONG
SINGAPORE - 22
REPUBLIC OF SINGAPORE

su ref.:

su carta

nuestra ref.:

fecha:

10

ME/kk

August 8th, 1977

Dear Mr. Lew,

I take occasion, after being back in Madrid, to express
you my, and Mr. Cidon's thanks for the nice reception at
Singapore, the attention and hospitality received by you and
your staff, especially as well by Mr. Stanley Yow.

May I assure you, that the visit in Singapore has convinced
us, that very interesting business can be obtained, with very
good possibilities for amplification in Malaysia and Honk Kong.

20

As already explained at the airport and in previous conversations,
the most deciding fact for quick increasing of sales and
fortification of business will be the stocking of sufficient
standard items in your stocks.

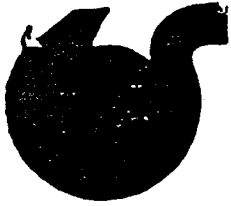
In this respect we have given you our recommendation of minimum
quantities in stocks by our letter dated 20.06.77, and if this
would stress to much your financial possibilities, we stated at
the airport a short list of items, which are hold already in
stock by our competitors and sold agents of P + H,
Messrs., Wah Hong + Co. (PTE) (LTD).

These minimum items we would repeat as to following:

30

1)	Minimum	500	Twistlocks	CIE-5H	e 40.00	20000.00
2)	"	300	Bottom Twistlocks	CPM-1H	e 27.00	11100.00
3)	"	200	Sliding Cones	CPM-1D	e 24.00	12000.00
4)	"	500	Turnbuckles cat.no. 103	GTV-1-36	(4.2510.0)	60000.00
5)	"	300	securing pads cat.no. 222	GG-3A	e 1500	45000.00
6)	"	200	bridge fittings cat.no. 204	TP-5	e 37.50	75000.00
7)	"	200	compen. bridge fitt. cat.no. 202	TP-3	e 25.00	50000.00

40



INTER

EQUIPOS NAVALES, S. A.

CALLE DE FERRAZ, 2 - SEGUNDO IZQUIERDA
TELEFONOS: 241 02 01 - 247 04 00 - 247 04 00 - 242 47 34
TELEX: 22064 RETNI E - 42040 INEN E - TELEGRAMAS: INTERNASA
MADRID-8
C/c. BANCO POPULAR ESPAÑOL
C/c. BANCO EXTERIOR DE ESPAÑA
C/c. BANCO DE BILBAO

- | | | | | | |
|----|---------|-----|---|--------|--|
| 8) | Minimum | 300 | sliding foundations
cat.no. 552 | FCM-1D | |
| 9) | " | 150 | double transv.
sliding foundations
dist. between containers
25 mm
cat.no. 554 | FCM-2D | |

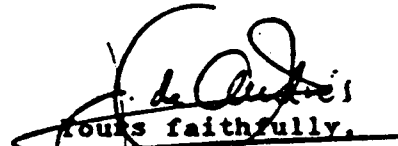
We strongly suggest you to order this items immediately
and are prepared to take back this equipment in case of
not having been sold until latest 31.12.77.

10

We remind you that steps and especially propaganda will
only bring you forward if your clients can obtain at least
small quantities immediately ex your stocks.

We wait for your further reaction, and may we thank you once
again for the hospitality received in Singapore.

We remain, dear Sirs,


Yours faithfully,
INTER EQUIPOS NAVALES S.A.

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CALLE DE FERRAZ, 2 - SEGUNDO IZQUIERDA
TELEFONOS: 241 25 21 - 247 24 00 - 247 24 00 - 242 47 24
TELEX: 28264 RETNI E - 43242 INEN E - TELEGRAMAS: INTENABA
MADRID-8
C/A. BANCO POPULAR ESPAÑOL
C/A. BANCO EXTERIOR DE ESPAÑA
C/A. BANCO DE BILBAO

Agreed bundle of documents marked AB
Pages 5-7, Letter Plaintiffs to Defendants
6th October 1977

MR. MIKE LEW.

C/O. Messrs.
HOCK CHEONG & CO.
3, 2nd. Chin Bee Road.
JURONG - SINGAPORE 22.

REPUBLIC OF SINGAPORE.

CONFIDENTIAL/PERSONAL

su ref.: su carta nuestra ref.: ME/MC fecha: October 6th. 1977.

RE./ REPRESENTATION-SALES.
SINGAPORE, MALAYSIA, HONG KONG.

10 Dear Mr. Lew,

Reference is made to the conversations held in Singapore with our Mr. Merten, as well as to the visit at Madrid of your Mr. Lew, Mr. Choo and Mr. Chua, regarding the future organisation at H.C.C in Singapore, starting in January next to guarantee an efficient organisation of sales and the adequate technical instruction on container lashing systems to both clients and H.C.C. staff.

20 Since we have had occasion to see the actual set up in Singapore and based on the confused correspondence, which is interchanged with Singapore, we stress the importance of an local Inter delegate whom shall organize the container business, - arrange for clear technical/commercial assistance to the clients and last not least step by step the adequate training of H.C.C. staff to be able undergo this special business by their own - people after lets say maximun 2 years.

We have explained you, that there is very few margin in time to organize and set up of the adequate organisation, due to - competitors' efforts arranging something by their own, which could happen very quickly.

We therefore have to react immediately.

Our ideas are the following points, partially already discussed with you:

...2...

Exhibits - Agreed bundle of documents
marked AB - Pages 5-7; Letter
Plaintiffs to Defendants
6th October 1977
(cont'd)

- 1./ INTER EQUIPOS NAVALES S.A, will send to Singapore Mr. VI CENTE HERNANDEZ well trained in an special business as - delegate exclusively for the business of "lashing systems"

He will be available at Singapore on January 15th. 1978.
- 2./ His responsibility will be exclusively limited on the necessary organisation at your Singapore office and the a.m. business of "lashing systems".
- 3./ INTER EQUIPOS NAVALES S.A, will take over as part of the - agreement the cost of his salary and special diets during his time of delegation in Singapore. 10
- 4./ H.C.C. SINGAPORE, shall take over the expenses of flight - ticket for:
 - a) Mr. Hernandez, his wife and one child.
 - b) The expenses of housing in Singapore, making available an adequate flat for him and his family.
 - c) H.C.C. will furthermore bear the return ticket after - finishing his delegation.
- 5./ It will be granted for Mr. Hernandez from H.C.C. a fluently english spoken secretary to enable him to fullfil his mission. 20

Furthermore, you will designate an assistant whom shall pick up during his stay from him the necessary knowledge in "con tainer lashing system".

Furthermore, you will grant Mr. Hernandez a car for the time of his stay in Singapore.
- 6./ It is clearly understood that Mr. Hernandez will have the gua - ranteed free disposal how to arrange efficiently the container business counting with the full support of MR. LEW for this - purpose.
- 7./ It will be necessary to maintain a certain stock of material which will overpass the financial facility of H.C.C. and INTE! is willing to arrange the material on its cost for consigna - tion at H.C.C. stocks after a careful study is carried out by our delegate Mr. Hernandez, which type of elements and quanti - ties shall be necessary to cover the market.

.../3...



INTER

EQUIPOS NAVALES. S. A.

CALLE DE FERRAZ, 2 - SEGUNDO EDIFICIO
TELEFONOS: 241 02 01 - 247 04 00 - 247 04 00 - 242 47 04
TELEX: 32004 RETHN E - 40000 INEN E - TELEGRAMAS: INTERNAVA
MADRID-8
C/A. BANCO POPULAR ESPAÑOL
C/A. BANCO EXTERIOR DE ESPAÑA
C/A. BANCO DE SUECIA

Hoja n.º
ME/MC

Exhibits.

Agreed bundle
of documents
marked AB
Pages 5-7, Letter
Plaintiffs to
Defendants - 6th
October 1977
(cont'd)

This study of market possibilities and possible turn-overs, which can be obtained will not be limited only on the Singapore market, but as well step by step extended to MALAYSIA, TAIWAN, HONG KONG and INDONESIA.

We would appreciate to receive from you your confirmation - on a.m. agreement, since the time is running quickly and we don't want to loose land against our competitors.


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We trust that you will appreciate our heavy involvement in cost, which we firmly trust can be recovered soonest by the amplification of the market, which in the actual form is unsufficient, due to lack of organisation and technical knowledge necessary in this field.

You are kindly requested to speed up your decision, since - in case of negative answer from your side, another way has to be found.

Looking forward to your further news on this respect, we remain, Dear Sirs,

20

Yours faithfully,

INTER EQUIPOS NAVALES S. A.

C/C.: MR. SONNY CHOO.
YR LONDON OFFICE.



HOCK CHEONG & CO., 福昌公司

138 KALLANG PLACE, SINGAPORE, 12. TEL: 2585033 2585034 2583424 2581516
365-367, BEACH ROAD, SINGAPORE, 7. TELEPHONE: 2584483
CABLE: SLINGKING. TELEX: HCC RS23437

General Merchants Ship-Chandler Estate Suppliers and Commission Agents and Dealers of all kinds of Steel Wire Rope

Our Ref:

Ur Ref:

Date: 4th November, 1977

Attention: Mr. Merten

Messrs. Inter Equipos Navales, S. A.
Calle Ferraz 2 - Segundo Izquierda,
Madrid - 8, Spain.

10

Dear Mr. Merten,
Thank you very much for your letter of the 6th October, 1977.
First of all allow me to express my gratitude to you for the
wonderful hospitality which were extended to us during our short
but sweet trip to Madrid. I am indeed grateful for the advice
you have given me and shall endeavour to carry them into practice.
The ideas you have set out in your letter are most interesting
and I am sure beneficial to both our Companies.
I agree with all the ideas expressed by you but Mr. Hernandez
and his wife and child should travel to Singapore and return by
economy class. Mr. Hernandez will have my full support in having
a free hand in the organization and business of the "container
washing system" for which I have set up a separate department and
will appreciate to receive his advice and co-operation in
co-ordinating with me on matter of prices of materials favourable
to H. C. C. His recommendation on the stocks and materials to be
carried by my company, must subject to the financial capacity of
my company, over and beyond that it is agreed that there will be
consignment basis.

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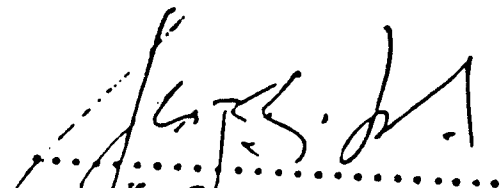
The study of market possibilities and possible turn-overs will
definitely not be restricted to Singapore and will extended to
areas that you have mentioned on a step by step organisation.
However, we will appreciate that Inter should consider to bear
part of the costs incurred in promotional activities and market
research.

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We therefore look forward to having Mr. Hernandez with us on 15th
January, 1978 and to a mutually beneficial relationship in the
years to come.

With warm regards,

40


.....
K. C. Lew.

GENERAL CONDITIONS FOR INTER'S DELEGATE Mr. VICENTE HERNANDEZ
IN H.C.C. SINGAPORE

Exhibits

Agreed bundle
of documents
marked AB
Page 9
Document
headed "General
Conditions for
Inters Delegate
Mr. Vicente
Hernandez in
HCC Singapore
Undated

- 1) INTER EQUIPOS NAVALES S.A. will send to Singapore Mr. VICENTE HERNANDEZ well trained in an special business as delegate exclusively for the business of "lashing systems".
He will be available at Singapore on January 15th, 1978.
- 2) His responsibility will be exclusively limited on the necessary organisation at your Singapore office and the a.m. business of "lashing systems".
- 3) INTER EQUIPOS NAVALES S.A., will take over as part of the agreement the cost of his salary and special diets during his time of delegation in Singapore.
- 4) H.C.C. SINGAPORE shall take over the expenses of flight tickets in economy class for:
 - a) Mr. Hernandez, his wife and one child.
 - b) The expenses of housing in Singapore, making available an adequate and fully installed flat for him and his family.
 - c) H.C.C. will furthermore bear the return ticket after finishing his delegation.
- 5) It will be granted for Mr. Hernandez from H.C.C. a fluently english spoken secretary to enable him to fulfill his mission.
Furthermore you will designate an assistant who shall pick-up during his stay from him the necessary knowledge in "container lashing system".
Furthermore, you will grant Mr. Hernandez a car for the time of his stay in Singapore.
- 6) It is clearly understood, that Mr. Hernandez will have the guaranteed free disposal how to arrange efficiently the container business counting with the full support of Mr. LEW for this purpose.
- 7) It will be necessary to maintain a certain stock of material, which will overpass the financial facility of H.C.C. and INTER is willing to arrange the material on its cost for consignment at H.C.C. stocks after a careful study is carried out by our delegate Mr. Hernandez, which type of elements and quantities shall be necessary to cover the market.
- 8) Mr. V. Hernandez will hold INTER's representation for a maximum period of 2 years.
- 9) As the market research will not be restricted to Singapore and will extend to other areas, H.C.C. will take over all the expenses made in this field.

Exhibits - Agreed bundle of documents marked AB

Page 10 - Telex, Defendants to Plaintiffs

00.00. 9th November 1977

22864 RETNI E

HCC RS23437

ATTENTION :MR.MERTEN

RE : YOUR TLX 5107

NOL.

HAVE RECEIVED TELEPHONE CALL FROM SONNY REGARDING NOL ORDER. WHEN U CAME TO SINGAPORE AND VISITED NOL U QUOTE DIRECT TO SOE AUNG ON CONTAINER LASHING EQUIPMENTS. WE DID NOT INTERFERE AS WE KNOW THAT IN THE LONG RUN IT IS TO OUR ADVANTAGE. HOWEVER THIS WAS DONE ON THE UNDERSTANDING THAT HCC UK WILL STILL RECEIVE THEIR 8 PER CENT COMMISSION. NOW WHEN NOL HAS JUST CONFIRMED THEIR FIRST ORDER THROUGH US U TURN BACK AND SAY THAT BECAUSE THERE IS NO EARNINGS U ARE TRYING TO BACK DOWN. I DON'T KNOW WHETHER THIS IS YOUR COUNTRY'S WAY OF DOING BUSINESS BUT IN OUR REGION EVEN WHEN WE DO NOT MAKE ANY EARNINGS ON ANY ORDER WE WILL STILL KEEP TO THE ORIGINAL AGREEMENT WHETHER IT IS TO OUR ADVANTAGE OR DISADVANTAGE. SO IF U ARE REALY EEE REALLY INTERESTED IN CO - OPERATING WITH US U HAVE TO CHANGE YOUR WAY OF DOING BUSINESS. IF IN THIS CASE U ARE EEE FIND THAT IT IS NOT TO YOUR BENEFIT TO COVER HCC U SHOULD AT LEAST GIVE US AN EXPLANATION BEFORE WE CONFIRMED WITH NOL AND NOT AFTER. I THINK THERE IS NO AGENT IN THE WORL D WHO WORKS FOR A PRINCIPAL WITH NO BENEFITS.

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PLEASE NOTE THAT WHEN I WENT TO SPAIN U DID CRITICIZE MY ORGANISATION SO WITH YOUR ADVICE I HAD THE CONTAINER DEPT COMPLETELY REORGANISED WAITING FOR YOUR REPRESENTATIVE TO COME AND TAKE CHARGE. NOW I FEEL THAT U ON YOUR PART ALSO HAS NO SYSTEM IN DOING BUSINESS AS I FIND THAT U CHANGE YOUR WORDS TO SUIT YOURSELF. THIS IS NOT OUR STYLE OF DOING BUSINESS. I FEEL THAT U MUST GIVE ME A REPLY TODAY TO CLEAR THE AIR ON THIS MATTER.

FURTHERMORE YOU TOLD ME THAT I MUST NOT BRING ANU CONTAINER CONES FROM JAPAN. NOW WE HAVE NO MORE OF THIS STOCK AND IS WAITING FOR OUR ORDERS TO ARRIVE. WE HAVE NOT RECEIVED ANY REPLY ON THIS SO IN THE LONG-RUN WE ARE LOSING OUR CLIENTS AS THEY HAVE TO DIVERSIFY THEIR SHIPS TO GO AND COLLECT THE CONES FROM OTHER PORTS. WHEN I WAIT TO SPAIN U PROMISE TO SEND 50 OF THE INTER CATALOGUES TO US. BUT SO FAR WE HAVE ONLY RECEIVED 20 AND WE ARE OUT OF THE MATERIALS AS CLIENTS ARE DEMANDING FOR THEM.

30

PLEASE LET ME HAVE ALL THE REPLY TODAY. AS I FEEL THAT IF U INTER AND HCC ARE UNABLE TO COME TO AND AGREEMENT THEN I HAVE TO FIND OTHER SOURCES OF SUPPLY.

HOCK CHEONG CO.,
DATED 9TH NOV. 1977.

40

⊕
22864 RETNI E
HCC RS23437
VVVVVVVVVV
00.06.42

TX. 5171. 10. 11. 77./MC.

ATTN. MR. MIKE LEW.

RE./ N. O. L.

PLS NOTE OF FOLLOWING MESSAGE, WHICH HAS BEEN SENT JUST NOW
TO MESSRS. NEPTUN ORIENT LINES.

''QUOTE''

Exhibits

Agreed bundle
of documents
marked AB
Page 11
Telex,
Plaintiffs
to Defendants
10th November
1977

TX. 5170. 10. 11. 77. FA/MC.

ATTN. MR. SOE AUNG.

C/C.: O/AGENTS HCC-SINGAPORE
O/AGENTS HCC-LONDON.

+++++

LASHING ELEMENTS
YR ORDER MISC. 0193
OUR 7323-8-77.

THANKS YR TX DD. 09.11.77, CONTENTS OF WHICH HAVE DULY NOTED
AND WE LIKE TO CONFIRM AS FOLLOWS:

A) 768 PCS. BASE TWIST-LOCKS, MOD. CPM-1H, CAT. 643.
DM. 34,--/EACH.

B) 1536 PCS. TWIST-LOCKS, MOD. CIE-5L, CAT. 716.
DM. 34,--/EACH.

DOVETAIL FOUNDATIONS FCM-1D AND FCM-2D-25, HAVE BEEN CANCELLED.

WE HAVE CONTACTED YOUR AGENTS ''E.C.O.P.E.S.A.'' AND WILL SEND
A 20' CONTAINER TO OUR PREMISES ON DUE TIME TO COLLECT MATERIAL.

REGARDING THE INFORMATION REQUIRED BY YOU RELATING TO FCM-1D AND
FCM-2D-25, WE INFORM YOU THAT WITH DATE 04.11.77, WE HAVE AIRMAI-
LED TO OUR AGENTS IN SINGAPORE THE CORRESPONDING OFFER DRAWINGS
TO BE HANDED-OVER TO YOU. WE ALSO ARE AIRMAILING DIRECTLY TO YOU
OFFER DRAWINGS OF CPM-1H. WE THINK THIS WILL ENABLE THE YARD TO
FABRICATE THEIR OWN DOVETAIL FOUNDATIONS. FURTHERMORE WE ARE READY
TO FURNISH BY AIRFREIGHT THE YARD WITH A SAMPLE OF CPM-1H AT THE
COST OF DM. 34,-- AND AIR TRANSPORT COST TO BE PAID ON DESTINA-
TION. IF THIS SOLUTION IS ACCEPTED ADVISE BY RETURN WITH FULL
DELIVERY ADDRESS.

WE HOPE THAT YOU WILL UNDERSTAND THAT WE, AS A PRINCIPLE AND FOR
REASONS SELF EVIDENT, DO NEVER FURNISH SHIPYARDS WITH OUR OWN -
CONSTRUCTION'S DRAWINGS.

REGARDS.
INTER/AREAL.

10

20

30

Exhibits

Agreed bundle of documents marked AB
Page 12 - Telex, Plaintiffs to
Defendants - 18th November 1977

TX. 5293.

18. 11. 77.

VH/MC.

ATTN. MR. LEW

REGARDING YR TELCON WITH O/MR. DE ANDRES, WE COMUNICATE THAT:

- 1./ 50 MORE CATALOGUES WILL BE SENT NEXT WEEK.
- 2./ DUE TO SPANISH ECONOMIC SITUATION, WE AREN'T ABLE TO GIVE YOU YET A PRICE LIST, WHICH MR. HERNANDEZ WILL BRING TO SINGAPORE IN JANUARY.
- 3./ SHIP'S REFERENCE LIST AS WELL TO BE TAKEN ALONG BY MUØ
HCC
22864 RETNI E

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TX. 5293.

18. 11. 77.

VH/MC.

ATTN. MR. LEW

REGARDING YR TELCON WITH O/MR. DE ANDRES, WE COMUNICATE THAT:

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 - 2./ DUE TO SPANISH ECONOMIC SITUATION, WE AREN'T ABLE TO GIVE YOU YET A PRICE LIST, WHICH MR. HERNANDEZ WILL BRING TO SINGAPORE IN JANUARY.
 - 3./ SHIP'S REFERENCE LIST AS WELL TO BE TAKEN ALONG BY MR. HERNANDEZ.
 - 4./ MR. MERTEN/HERNANDEZ ARRIVE 2ND. WEEK OF JAN. 78 IN SINGAPORE, ALWAYS WE RECEIVE YR CONFIRMATION UPON O/LET. REGARDING CONDITIONS OF O/DELEGATE UNTIL LATEST 30.11.77.
- REGARDS.
INTER/HERNANDEZ.

20

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11/18/77 1119 EST VIA ITT

Exhibits

Agreed
bundle of
documents
marked AB
Page 13
Telex
Plaintiffs
to
Defendants
18th
November
1977

HCC RS23437
TAS AUTO TEST
HCC 4 23437
22864 RETNI E

TX. 5295.

18. 11. 77.

VH/MC.

ATTN. MR. LEV.

MALAYSIA SHIPYARD
OUR 7309-8-77.

REGARDING O/TX 4909 OF 21.10.77, TO HCC-UK AND O/LET. 09.08.77,
10 WE HAVE HAD NO ANSWER FROM YOU IN O/OFFER FOR FIXED EQUIP'T AND
WHETHER YOU HAVE VISITED MALAYSIA SHIPPING COMPANY IN KUALA LUM
PUR TO ENTER WITH MOB. EQUIP'T.

DO PLS FOLLOW THIS MATTER AND REVERT SOONEST.

REGARDS.

INTER/HERNANDEZ.

(
22864 RETNI E
HCC

Agreed bundle of
documents marked AB

365-367, BEACH ROAD, SINGAPORE. 7. TELEPHONE: 2584483

Page 14 - Letter, Defendants

CABLE: SLINGKING.

TELEX: HCC RS23437

to Plaintiffs 23rd November 1977

General Merchants Ship-Chandler Estate Suppliers and Commission Agents and Dealers of all kinds of Steel Wire Rope

Your Ref:

Our Ref:

Date: 23rd November, 1977

Mr. Merten.

Messers. Inter Equipos Navales S. A.

Calle De Ferraz 2 - Segundo Izquierda,

Madrid - 8,

Spain

10

Dear Mr. Merten,

I receive your telex 5295 dated 18th Nov. 1977.

My Sales & Marketing Manager, Mr. James Khoo and I had visited Malaysia last 11th Nov, 1977 and had the opportunity to see Captain Yang of Malaysia Shipping in Kuala Lumpur. The opinion received from him was that P&H (USA) having a Mill in Taiwan could offer to them better price for Container Lashing Equipment but has indicated that they would consider our Inter products provided we could compile a price list and arrange for a sample for their comparison.²⁰ This will be done by Mr. James Khoo on this second visit.

Since my return from Madrid, I have set up a new division strictly to market Inter Container Lashing Systems and Equipments. The followings are some of the development which I have initiated in providing plans for Stock Control, Purchasing & Indents, Market Research, Sales, Finance, etc.. Others like Engineering, Technical Support Services, System Consultancy will be discussed when Mr. Hernandez is stationed in Singapore.

Our Market Research, initially has covered the whole of Singapore and Malaysia and the types of industry include Shipping, Shipbuilding, ³⁰ & Repairing, Charterer, Container Transporters, etc.. The general indication shows that there is a very great demand for these products in this region. This could be due to the present trend for containisation and that Singapore being the cross-road between the East and West is a good location for a stock base and Sales Centre. Other countries like Hong Kong, Taiwan, Japan, Brunei, Indonesia and Thailand, will be surveyed soon as more details are organised.

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HCC RS23437

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ATTENTION :MR.MERTEN

PLS LET ME HAVE YOUR OPINIONS ON MY STARTING A NEW COMPANY WITH THE REGISTERED NAME AS " INTER CONTAINER FITTINGS (S) PTE. LTD." SOLELY ON CONTAINER FITTINGS ALONE. MY IDEA IS TO HAVE YOUR NAME STATED AS CHAIRMAN (IN NAME ONLY). THIS WILL GIVE THE NEW COMPANY PRESTIGE AND SHIP OWNERS AND AGENTS WILL PRESUME THAT THIS IS A JOINT VENTURE BETWEEN YOUR ORGANISATION AND LOCAL COMPANY.

20

SEND BY TELEEEETELEX TELEX ON THE ITEMS U ARE SENDING ON CON-SIGNMENT BASIS. THIS WILL HELP ME TO KNOW WHAT TO ORDER AND ALSO WE CAN HAVE AN IDEA OF WHAT WILL BE COMING IN AND SO CAN INFORM CLIENTS RESPECTIVELY.

ALSO SEND BY IMMEDIATE SEA FREIGHT ON THE FIRST AVAILABLE SHIP THE FOLL:-

402 MODEL AF-1	100 PIECES
568 MODEL CFE-1C	80 PIECES
404 MODEL AF-2	40 PIECES C/W PINS.

SEND DETAILS ON DATE AND NAME OF VESSEL..

Rec'd on 3/2

REQUIRE FAST REPLY.

30

HOCK CHEONG CO.,
DATED 15TH DECEMBER, 1977.

22864 RETNI E

HCC RS23437

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Exhibits

Agreed bundle
of documents
marked AB
Page 15
Telex,
Defendants to
Plaintiffs
15th December
1977

15-12-77

Exhibits

Agreed bundle
of documents
marked AB
Page 16
Telex, Plaintiffs
to Defendants
15th December
1977
HCC RS23437
22864 RETNI E

TX. 5652.

15. 12. 77.

ME/MC.

YR TX 15. 12. 77.

NEW COMPANY.

WE WILL DISCUSS THIS MATTER UPON VISIT MR. MERTEN/HERNANDEZ
DURING VISIT AT SINGAPORE ON 13-14/01. 78.

REGARDS.

INTER / MERTEN.

22864 RETNI E
HCC RS23437

Exhibits

Agreed bundle
of documents
marked AB
Page 17 - Letter,
Defendants to
Plaintiffs
5th January, 1978
5th January 1978

HC/NL/02/78

Mr. Merten
Inter Equipose Navales, S.A.
Calle De Fervas
2 Segundo Izquierda
Madrid 8
SPAIN

Dear Mr. Merten

10

TECHNICAL LITERATURE

It would be very much appreciated, if you could on your coming visit to Singapore, bring along the following for our comprehension and records:-

- (a) Technical Literature
- (b) Dimensional Drawings
- (c) Detailed usage and description of the products

for all our INTER Container Lashing Systems and Fittings; without these we find it quite difficult in explaining the importance and advantages of our products to our potential clients.

20

At this juncture, I would also like to inform you that I have employed the following persons to assist in this Division.

Mr. Ong Geok Quee - General Manager
Mr. James Khoo - Sales & Marketing Manager (Mr. Hernandez's assistance)
Miss Toh - Secretary
Miss Tang - General Clerk

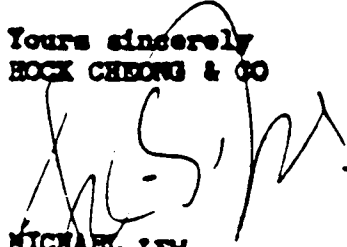
The above persons will be working with Mr. Hernandez in the organisation and operations of my new container systems and fittings Division.

Incidentally, James Khoo has left for HongKong, Taiwan and Osaka on the market survey last 2nd January, 1978 and will be back in Singapore to meet you.

Looking forward to seeing you and Mr. Hernandez in Singapore.

30

Yours sincerely
HOCK CHEONG & CO


MICHAEL LEW
Managing Director



138, KALLANG PLACE, SINGAPORE, 12. TEL: 2585033-2585034-2583424-2581546

Plaintiffs &
Defendants on 15th
January 1978

365-367, BEACH ROAD, SINGAPORE, 7. TELEPHONE: 2584483
CABLE: SLINGKING. TELEX: HCC RS23437

16th January 1978

General Merchants Ship-Chandler Estate Suppliers and Commission Agents and Dealers of all kinds of Steel Wire Rope

Your Ref:

Our Ref: QQ/ab

Date: 16th January, 1978

MINUTES:

MINUTES OF THE MEETING held between INTER Equipos Navales and Hock Cheong & Company on Sunday, 15th January, 1978 at 138 Kallang Place, Singapore 12 at 4.00 p.m.

Present:

INTER'S REPRESENTATIVES

Mr. Marten - Managing Director
Mr. Hernandez - Technical Advisor

HOCK CHEONG'S REPRESENTATIVES

Michael Lew - Managing Director
Ong Geok Quee - General Manager
James Khoo - Sales & Marketing Manager

The objects of this meeting were to finalise contract of sole agency for Hock Cheong covering Far East and Asean regions for INTER products. The following matters were agreed and accepted by both parties in principle.

1. SOLE AGENCY

Hock Cheong & Company is now officially appointed as sole agent for INTER Equipos Navales products and equipment for Far East and Asean Regions, therefore for any order confirmed INTER will award a eight (8) per cent commission in favour of Hock Cheong & Company.

2. SUB-AGENCY

INTER has given the approval for Hock Cheong & Company to appoint sub-agents and distributors in these region for INTER products. However, before the appointment of Agency prior consent shall be obtained from INTER.

3. NEW CONSTRUCTIONS, PROJECTS AND CONVERSIONS OF VESSELS

For all new constructions, projects and conversions of vessels, the quotation will come direct from INTER through Hock Cheong & Company. If any expenses to be incurred in the process of obtaining the orders, Hock Cheong will notify INTER accordingly to include this amount into the quotation. However, in circumstances where higher quotation is favourable for us to mark-up,

3. NEW CONSTRUCTIONS, PROJECTS AND CONVERSIONS OF VESSELS
(Cont'd)

16th January 1978

in order to take advantage of ideal conditions, the additional net-profit shall be divided between INTER and Hock Cheong on the 50/50 per cent arrangement.

4. STOCKS

a) Hock Cheong's Stocks

Hock Cheong & Company has agreed to carry stocks of only INTER Container Lashing System and fitting products as recommended by INTER and/or as to the discretion of Hock Cheong subject to financial condition. The arrangement of pricing for stock items will be vested to Hock Cheong and INTER shall not interfere in this matter.

10

*Amended
2.2.78*

b) Consignment Stocks

INTER is prepared to recommend and despatch consignment stock progressively for Hock Cheong and Company. However, Mr. Hernandez will prepare a new consignment stock price-list, ~~different from the other prices quoted for Hock Cheong & Company.~~ Thus Hock Cheong can arrange the transfer of this consignment stock into Hock Cheong & Company's stocks from time to time. The sales arrangement will apply as Item 4. However, in the event of direct sale of consignment stocks, the selling price should be agreed by both parties.

20

5. MARKETING AND ADVERTISING

INTER has agreed to bear half the cost for all marketing and advertising campaigns in promoting the products subject to discussion between both parties prior to the campaigns.

30

ANY OTHER BUSINESS:

As there was no any other business the meeting ended at 7.30 p.m.

Recorded by
Ong Geok Quee



C.H.W. - 1



138, KALLANG PLACE, SINGAPORE, 12. TEL: 2585033-2585034-2583424-2581546
365-367, BEACH ROAD, SINGAPORE, 7. TELEPHONE: 2584483
CABLE: SLINGKING. TELEX: HCC RS23437

General Merchants Ship-Chandler Estate Suppliers and Commission Agents and Dealers of all kinds of Steel Wire Rope

Your Ref:

Our Ref: GQ/sh

Date: 16th January, 1978

MINUTES:

MINUTES OF THE MEETING held between INTER Equipos Navales and Hock Cheong & Company on Sunday, 15th January, 1978 at 138 Kallang Place, Singapore 12 at 4.00 p.m. 1

Present:

INTER'S REPRESENTATIVES

Mr. Merten - Managing Director
Mr. Hernandez - Technical Advisor

HOCK CHEONG'S REPRESENTATIVES

Michael Lew - Managing Director
Ong Geok Quee - General Manager
James Khoo - Sales & Marketing Manager

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3. NEW CONSTRUCTIONS, PROJECTS AND CONVERSIONS OF VESSELS
(Cont'd)

in order to take advantage of ideal conditions, the additional net-profit shall be divided between INTER and Hock Cheong on the 50/50 per cent arrangement.

4. STOCKS

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10

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20

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5. MARKETING AND ADVERTISING

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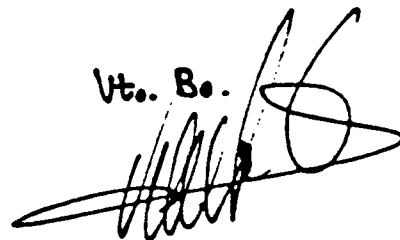
INTER has agreed to bear half the cost for all marketing and advertising campaigns in promoting the products subject to discussion between both parties prior to the campaigns.

ANY OTHER BUSINESS:

As there was no any other business the meeting ended at 7.30 p.m.

Recorded by
Ong Geok Quee



Vt. B.


EXHIBITS

Agreed Bundle of documents
marked AB - Page 23
Amendment to Report of
Meeting held on 15th January
1972 - 2nd February 1978

HOCK CHEONG & CO.,

3, SECOND CHIN BEE ROAD, JURONG TOWN, SINGAPORE 22. TEL: 2811588/9, 652488, 652964.
138, KALLANG PLACE, SINGAPORE 12. TELEPHONE: 2685033, 2926620.

Your Ref:

Date: 2nd February, 1978

Our Ref:

GQ/sh

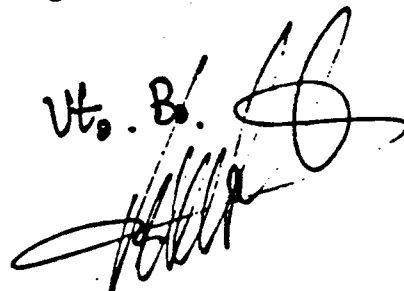
Amendment to the Report of the Minutes for the Meeting held on
15th January, 1978 (Sunday) on item 4 (a) and (b) to read as
follows:

4. STOCKS

- a) Hock Cheong & Company have agreed to carry stocks of INTER Product on a joint investment that all stock indents payment will be made on 50 per cent by Letter of Credit on order and 50 per cent (50%) on consignment. 10
- b) The arrangement of pricing for stocks will be finalised by both representatives.

All other details remain unchanged.


Ong Geok Quee

Ut. B. 

Exhibits - Agreed bundle of documents marked AB - Page 23
Amendment to Report of Meeting held on 15th January 1972 - 2nd February 1978

HOCK CHEONG & CO.,

3, SECOND CHIN BEE ROAD, JURONG TOWN, SINGAPORE 22. TEL: 2611568/9, 652488, 652954.
138, KALLANG PLACE, SINGAPORE 12. TELEPHONE: 2585033, 2926620.

CQ/eh

Date: 2nd February, 1978

Amendment to the Report of the Minutes for the Meeting held on 15th January, 1978 (Sunday) on item 4 (a) and (b) to read as follows:

4. STOCKS

- 10
- a) Hock Cheong & Company have agreed to carry stocks of INTEL Product on a joint investment that all stock indents payment will be made on 50 per cent by Letter of Credit on order and 50 per cent (50%) on consignment.
 - b) The arrangement of pricing for stocks will be finalised by both representatives.

All other details remain unchanged.



Ong Seok Quee

Exhibit s

Agreed bundle of documents
marked AB - Page 24
Letter, Defendants to
Plaintiffs - 28th
February 1978

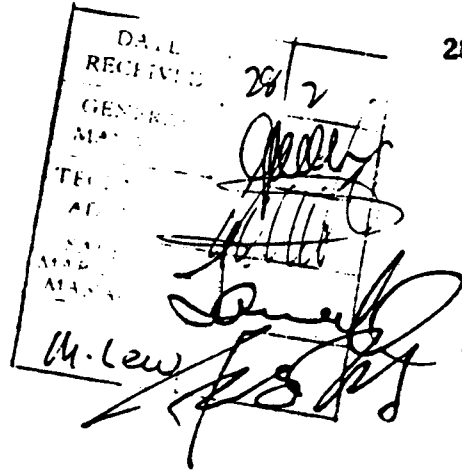
Container Lashing Systems &
Fittings Division

HCC/00/32/78

28th February, 1978

Attn: Mr. Marten

Inter Equipos Navales
Calle De Ferras
2 Segundo Izquierda
Madrid 8
SPAIN



Dear Mr. Marten

10

ADVERTISEMENT AND CATALOGUE

Enclosed please find our recent advertisement published in our local press, concerning Inter's appointment of HCC Singapore as your Far East and South East Asia agent and the printing of Inter's catalogue with our name and address shown.

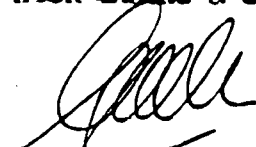
As agreed by you, INTER will bear 50 per cent of the above costs, we hereby forward the following expenses incurred and would appreciate that you reimburse to us the said amount.

1. Catalogue - 3000 copies	S\$ 1,950.00	
2. Press Advertisement	1,181.00	
	<u>3,131.00</u>	
Half of S\$3131.00 =	S\$ 1,565.50	

20

Your immediate attention will be appreciated.

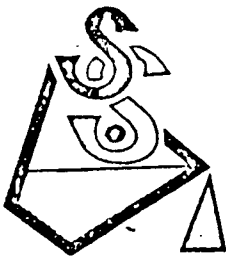
Yours truly
HOCK CHENG & CO


GENERAL MANAGER
ONG GOOK HEE

enc

G/ah

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SINGAPORE STEEL PRIVATE LIMITED

5, Pioneer Sector 3 (West of Gul Road), Jurong Industrial Estate, Singapore 22.
Tel. Nos. 654677 (5 Lines) Telex: RS 25069 Exhibits - Agreed bundle of

documents marked AB - Pages 33-34 - Letter,
Singapore Steel Pvt.Ltd. to Defendants

STEEL FOUNDERS

4th March 1978

Our ref: SS/HCC/QG137

Your ref: Verbal

DATE: 4th March 1978

Hock Cheong & Co
138 Kallang Place
Singapore 12

Attn: Mr Michael Liew

QUOTATION No. QG137

10

Dear Sirs,

We thank you for your enquiry reference ... as per my visit of 27.3.78.

and have much pleasure in quoting you as follows:-

			<u>Unit Price</u>	<u>Amount</u>
			<u>S\$</u>	<u>S\$</u>
20	Item 1	500 pcs Intermediate Stacking Cones 706 Model CIE-2D Material: a. Cones - Cast Steel b. Mild Steel Plate Price: 35.00 Extra cost of pattern equip. w/o galvanising		17,500.00 360.00 <hr/> 17,860.00
	Item 2	500 pcs Dovetail Foundations 554 FCM-2D Material: Cast Steel Price 45.00 Extra cost of pattern equip. w/o galvanising		22,500.00 260.00 <hr/> 22,760.00
30	Item 3	500 pcs Sliding Cones, Model CPM-1D Material: Cast Steel Price: 31.00 Extra cost of pattern equip.		15,500.00 1,000.00 <hr/> 16,500.00
40	Item 4	500 pcs Intermediate Stacking Cones 702 Model CIE-1D Material: Cast Steel Price: 13.00 Extra cost of pattern equip. w/o galvanising		6,500.00 400.00 <hr/> 6,900.00
	Item 5	500 pcs Bridge Fittings 202 Model TP-3 Material: 'C' Grade Cast Steel Price (incl'd machining) 59.00 w/ nut & washer Extra cost of pattern		29,500.00 100.00 <hr/> 30,000.00
		163.		<hr/> 30,000.00

Exhibits

Agreed bundle of documents marked AB
 Pages 33-34 - Letter
 Singapore Steel Pvt.Ltd.
 to Defendants
 4th March 1978
 (cont'd)

			<u>Unit Price</u>	<u>Amount</u>
			S\$	S\$
Item 6	500 sets	Bridge Fittings 204 Model TP-5 Material: Cast Steel Price (incl'd machining) w/nut Extra cost of pattern equip.	62.00	31,000.00 450.00 <hr/> 31,450.00
Item 7	500 pcs	Securing Pads 222 Model GG-3		Decline to Quote
Item 8	500 pcs	Securing Pads 226 Model GG-6A		Decline to Quote
Item 9	500 pcs	Securing Pads 225 Model GG-6		Decline to Quote
			TOTAL	<hr/> S\$125,490.00 <hr/>

SINGAPORE DOLLARS: ONE HUNDRED TWENTY FIVE THOUSAND FOUR HUNDRED AND NINETY ONE.

TERMS OF PAYMENT: 30 DAYS UPON RECEIPT OF EACH INVOICE.

All prices are firm, all castings supplied without branding, our Pattern No. will be cast on each casting for identification.

We decline to quote Items 7, 8 and 9, and would recommend them to be forged instead of cast.

All parts are supplied without galvanising - if galvanising is required, it will be supplied with a nominal fee of S\$1.80/kg weight.

The prices quoted are nett, for castings only unless otherwise
 required as per sample, and is valid until 30.4.78
 ESTIMATED TIME FOR COMPLETION To be estimated upon confirmation
 Delivered within Singapore

Exhibits

Agreed bundle of documents...
marked AB - Page 35 - Telex
Mr. Hernandez to Plaintiffs
6th March 1978

DATE RECEIVED	6 MAR 1978
GENERAL MANAGER	<i>[Signature]</i>
TECHNICAL ADVISOR	
SALES & MARKETING MANAGER	

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OCC

GA
05222364+
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YHENUI

20 ATT: MR HERTEN

RE OUR TLX DD. 5-3-78.

AWAITING REPLY YR DETAILED PROPOSAL FOR JOINT
VENTURE IN S'PORE.

MEETING IN PROGRESS NOW.

REPLY IMMEDIATELY PLS.

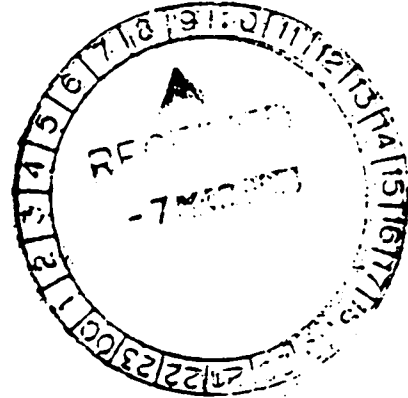
RODS
HCC/JAMES KHOO
HERNANDEZ

30 HCC RS23437
VVVV
00.01.02

Exhibits

Agreed bundle of
documents marked AB
Page 36 - Telex, Plaintiffs
to Mr. Hernandez - 6th
March 1978

TO	
RECEIVED	7-3
GENERAL	
MAIL	
TELETYPE	
ADMINISTRATIVE	
SALES	
MARKETING	
MAINTENANCE	



RCA MAR 06 0701

5/ 1049 FA/CC 6.3.73

ATT.: MR HERNANDEZ

REF.: JOINT VENTURE

THANKS FOR YOUR TX OF 6.3. MR MERTEN IS AWAY IN GERMANY AND IN
FRANCE AND WILL REPLY WHEN BACK IN OFFICE, AROUND THE 9.3.78.

BEST RGDS.
INTER/DE AREAL.

Exhibits - Agreed bundle of documents marked AB
 Pages 37-40 - Defendants Stock Cards - 6th March 1978

CAT NO.	MODEL	DESCRIPTION	LOCATION	RECEIPT	ISSUE	STOCK AS AT 7/3/78			REMARKS
						HCC	C/S	BALANCE	
402	AF-1	LASHING EYES (B.S. 36-42-50 TONS)				100		99	TURONG ALLOY - ON LOAN 1 PC.
404	AF-2	LASHING EYES (B.S. 36-42-50 TONS)				40		40	
130	BT-1	LASHING BARS FOR 20 & 36 TONS BREAKING LOAD.				1		1	
131	BT-2	LASHING BARS FOR 20 & 36 TONS BREAKING LOAD.				1		1	
112	CA-7	CABLES FOR 20 TONS BREAKING LOAD F/U GTP-1, GTU-2, GTP-1.				1		1	
167.									
826	CHN-1A	LASHING CHAINS & HOOK-UP UNITS ACCESSORIES FOR CHAINS.				150		150	
833	CDP-2	CHAIN HOOK-UP UNITS				200		200	
565	CPE-1C	WELDABLE STACKING CONES				80		79	3' PORE STEEL - ON LOAN 1 PC.
702	CIE-1D(1A)	INTERMEDIATE STACKING CONES CIE TYPE.				511	3000	3509	3' PORE STEEL - ON LOAN 1 PC. TURONG ALLOY - ON LOAN 1 PC.
706	CIE-2D	INTERMEDIATE STACKING CONES CIS TYPE.				499	500	997	3' PORE STEEL - ON LOAN 1 PC. TURONG ALLOY - ON LOAN 1 PC.

CAT NO.	MODEL	DESCRIPTION	LOCATION	RECEIPT	ISSUE	STOCK AS AT 7/3/78			REMARKS
						HCC	C/S	B/LANCE	
713	CIE-5-B	INTERMEDIATE STACKING CONES CIE TYPE (TWISTLOCKS)				50		10	NO Pcs. UNSERVICEABLE
715	CIE-5H	INTERMEDIATE STACKING CONES CIE TYPE (TWISTLOCKS)				4		4	
716	CIE-5L	INTERMEDIATE STACKING CONES CIE TYPE (TWISTLOCKS)				250	1,000	1,250	
642	CPM-1D	SLIDING CONES CPM TYPE.					500	500	
643	CPM-1H	SLIDING CONES CPM TYPE				184	300	484	
903 168.	SP-6-20	SPREADER FULLY AUTOMATICALLY OPERATED CONTAINER SPREADER (WEIGHT APPROX. 1.5 TONS)					1	1	
211	CAT-3	SPECIAL TRANSVERSAL LIFTING ASSEMBLIES.				20		19	TURNING ALLOY - ON LOAN 1 PC.
552	FCM-10	DUVETAIL FOUNDATIONS FCM TYPE				4	300	304	
554	FCM-20	DUVETAIL FOUNDATIONS FCM TYPE					150	148	STEEL STEEL - ON LOAN 1 PC. TURNING ALLOY - ON LOAN 1 PC.
828	GCA-4-15	LIFTING CHAINS & HOOD-UP UNITS ACCESSORIES FOR CHAIN (B 1.5 TONS)				300		300	

Exhibits - Agreed bundle of documents marked AB - Pages 37-40 - Defendants Stock Cards
6th March 1978 (cont'd)

CAT NO.	MODEL	DESCRIPTION	LOCATION	RECEIPT	ISSUE	STOCK AS AT 7/3/78			REMARKS
						HCC	C/S	BALANCE	
222	GG-3	SECURING PADS (SPECIAL STRAIGHT SECURING PAD)				170		169	SIPCE STEEL - ON LOAN 1 PC.
225	GG-6	SECURING PADS				100		99	SIPCE STEEL - ON LOAN 1 PC.
226	GG-6A	SECURING PADS				844		843	JURONG ALLOY - ON LOAN 1 PC.
101	GTP-1 (H-1210)	QUICK RELEASE LASHING UNIT WITH NO.4 - REVERSIBLE SECURING SLIDE, 20 TONS.				30		30	
103	GTV-1 (4-2210.0)	HEAVY THREADED SHANK LASHINGS 20 TONS.				1		1	
103	GTV-1 (4-2220.0)	HEAVY THREADED SHANK LASHINGS 20 TONS.				344		344	
103	GTV-1 (4-2510.0)	HEAVY THREADED SHANK LASHINGS 20 TONS.					500	500	
104	GTV-2 (H-3210.0)	HEAVY THREADED SHANK LASHINGS 20 TONS.				183		183	
104	GTV-2 (4-3510.0)	HEAVY THREADED SHANK LASHINGS 36 TONS.				30		30	

JURONG ALLOYS PTE. LTD.

6 Gul Circle, off Pioneer Road, Jurong,
Singapore 22

Our Ref. 508/8/WCW/kw

Your Ref.

10th March 1978

Hock Cheong & Co
138 Kallang Place
Singapore 12

10 ATTENTION MR ONG GEOK QUEE

Dear Sirs

Container Fittings

With reference to the above, we are honoured to have the opportunity to quote you. Our best price is as follows:-

1. 200-only Model EAT-3 Special Transversal Lashing Assemblies consisting:
 - a) Threaded Hook complete with nut and a plain washer
Price each: \$ 68.41
Pattern cost for once: \$726.00
 - 20 b) Retainer block
Price each: \$ 21.00
Pattern cost for once: \$1,140.00
2. 200-only Model GG-6A Securing Pad.
Price each: \$ 10.00
Pattern cost for once: \$1,380.00
3. 200-only Model AF-1 Lashing Eyes complete with pad Plate.
Price each: \$ 17.70
Pattern cost for once: \$1,320.00
- 30 4. 200-only Model FCH-2 Dovetail Foundations.
Price each: \$ 30.50
Pattern cost for once: \$682.00
5. 200-only Model CLE-1D(111) Intermediate Stacking Cones.
Price each: \$ 10.00
Pattern cost for once: \$1,320.00
6. 200-only Model CIE-2D Intermediate Stacking Cones.
Price each: \$ 24.00
Pattern cost for once: \$1,320.00
- 40 7. 200-only Model "P-5 Bridge Fittings.
Price each: \$ 56.10
Pattern cost for once: \$1,320.00

Exhibits

Agreed bundle of
documents marked AB
Pages 41 & 42 - Letter,
Jurong Alloys Pte. Ltd. to
Defendants - 10th March
1978

(cont'd)
Jurong Alloys Pte Ltd
Hock Cheong Co

All our castings prior to delivery would be painted with one
layer of lead-oxide paint.

Delivery and terms of payment are to be negotiated.

Material: Cast Steel to our equivalent specification JA 142.

We trust that our foregoing is acceptable and await your
favourable reply.

Yours faithfully

I W Irving
Manager

10

Agreed bundle of documents marked AB - Pages 43 & 44 - Telex Plaintiffs to Defendants 13th March 1978

DATE RECEIVED	13 MAR 1978
GENERAL MANAGER	<i>[Signature]</i>
TECHNICAL ADVISOR	<i>[Signature]</i>
SALES & MARKETING MANAGER	<i>[Signature]</i>

10

⊕
HCC RS23437
43848 INEN E

TX. 1137. 13. 03. 78. ME/MC.

JOINT VENTURE.
INTER / H.C.C.

FURTHER TO YR SEVERAL TXS, REGARDING A.M. AFFAIRS ~~RECORDED~~ TO TIE UP PROPERLY FUTURE OPERATIONS, WE PROPOSE FOLLOWING ARRANGEMENT:

1./ INTER LASHING SYSTEMS FAR EAST LTD. (PTY).

2./ PARTICIPATIONS:

INTER	48 0/0.	✓
H.C.C.....	45 0/0.	✓
MR. HDEZ.....	5 0/0.	
1 PERSON YR SELLECTION...	2 0/0.	

53/47.

3./ CARGOS:

MR. MERTEN.....	PRESIDENT.
MR. LEW.....	VICEPRESIDENT.
MR. HDEZ.....	MANAGING DIRECTOR.
1 PERSON OF YR SELLECTION..	COVERING JOP OF MANAGER.

4./ SOCIAL CAPITAL:

RS DOLLARS: 200.000,--

5./ DISEMBURSEMENT UPON CREATION OF THE COMPANY:

RS DOLLARS: 157.500,--

INTER	RS DOLLARS: 75.860,--	(48 0/0).
H.C.C	70.625,--	(45 0/0).
MR. HDEZ	7.875,--	(5 0/0).
MR. ?	3.150,--	(2 0/0).

AS TO FOLLOWING DETAILS (CALCULATED NECESSITIES).

A) STOCK/OFFICE:

SURFACE 500/800 M2., (OFFICE FACILITIES APPRX. 60 M2).
RS DOLLARS APPRX. 1.800/MONTH.

1 TELEX MACHINE... APPRX. 10.000,-- RS DOLLARS.

FURNITURE OFFICE/
VARIOUS..... " 10.000,-- " "

40

Exhibits

Agreed bundle
of documents
marked AB
Pages 43 & 44
Telex
Plaintiffs
to
Defendants B)
13th March
1978
(cont'd)

RENT (1800 PER MONTH)			
1 MONTH, WITH 3 ADVAN-			
CED PAYMENTS AS GUA-			
RANTEE.....	''	7.200,--	'' ''

TOTAL.....	''	50.200,--	'' ''
=====			

RUNNING COSTS MONTHLY:

SALARY DIRECTOR, MANAGER, 1 OFFICE CLERK, 2 SECRETA-			
RIES.....	APPRX.	9.300,--	RS DOLLARS.
PHONE COST	''	2.500,--	'' ''
TELEX	''	800,--	'' ''
BUSINESS TRIP -..	''	3.000,--	'' ''
TRANSPORT/GASOLI-			
NE, ETC.....	''	1.500,--	'' ''
POST/VARIOUS.....	''	2.000,--	'' ''

TOTAL MONTHLY APPRX.....		19.100,--	'' ''
=====			

10

PREVISION FOR MIN. 3 MONTHS OPERATION:
RS DOLLARS: 57.300,--

C). RESERVE FOND:
RS DOLLARS 50.000,--

TOTAL:			
A)	RS DOLLARS	50.200,--	
B)	'' ''	57.300,--	
C)	'' ''	50.000,--	

TOTAL...	'' ''	157.500,--	
=====			

20

6./ STOCKS/SUPPLIES:

TO ENABLE IMMEDIATE SUPPLIES EXSTOCKS, ITBILL BE NECESSARY
TO PROVIDE FOR APPRX. RS DOLLARS 420.000,-- MATERIAL FOR
IMMEDIATE SUPPLIES.

THIS MATERIAL WILL BE GIVEN IN CONSIGNATION DURING 1ST.
YEAR OF OPERATION AND WILL BE FINANTIALY DIVIDED AS TO THE
DISTRIBUTION OF SHARES:

30

INTER APPRX.....	201.600,--	RS DOLLARS.
H.C.C. APPRX.....	189.000,--	'' ''
VARIOUS CHAPHOULDERS....	29.400,--	'' ''

UPON CREATION OF THE COMPANY 50 O/O OF A.M. MATERIAL/AMOUNT SHALL
BE ARRANGED.

KINDLY ADVISE YR COMMENTS UPON RETURN.

THANKS AND REGARDS.

INTER /-/ MERTEN.

67357 TATHAM G
GA
05222864+
OCC

Exhibits
Agreed bundle of documents
marked AB Page 45 - Telex,
Defendants to Plaintiffs
14th March 1978

GA
05222864+
OCC

OUT Date 14 MAR 1978

10 GA
05222864+
12.06
22864 RETNI E
HCC RS23437ATT. MR. MERTEN

SPARE PARTS
"SAMJOHN GOVERNOR"

07-1030-3-78

URGENT

PO RE. O. TX. 13-3-78. PLSE. RPLY. IMMEDIATELY.
VESSEL EXPECTED TO ARRIVE IN 6 HOURS TIME FOR
LOADING IMMEDIATELY DE NEXT DAY.
V. HERNANDEZ / J. KHOO.

-. MERTEN

RE. POSSIBLE MANUFACTURE OF SPREADERS IN S'PORE.

MR. LEW VERY INTERESRE TTED IN THE MANUFACTURE OF
WITH INTER SPARE PARTS.
PLSE. LET US KNOW YOUR OPINION N QUOTE FOR SPREADER'S SPARE PART.

PLSE. REPLY SOON.

UN ABRAZO

30 V. HERNANDEZ / J. KHOO.
HOO R523437

SORRY FOR THE MISTAKE WE WANT TO HEAR THAT MR. LEW IS VERY INTLRESTED
IN THE MANUFACTURE OF SPREADERS IN S'PORE WITH INTER SPACE PARTS.

(4 lines
illegible)

GA
05277 (last 4 figures illegible)
OCC

GA
05277 (last three figures illegible)
OCC

SH
Plse file
copy in Sales
Site

Exhibits - Agreed bundle of documents marked AB
Page 46 - Telex, Plaintiffs to Defendants
14th March 1978

OCC
⊕
HCC RS23437
22864 RETNI E

IN/OUT DATE 14 MAR 1978

TX. 1183. 14.03.78. ME/MC.

ATTN. MR. HDEZ.

***SAMJOHN GOVERNOR**
YR 1030-3-78.

SH
Please find
Copy
sales pt

WE AGREE THE MANUFACTURING AT YR SIDE FOR THIS CASE OF
LASHING BARS BT-5 ONLY.

REGARDS.
INTER / MERTEN.

DATE RECEIVED	15-3
GENERAL MANAGER	<i>[Signature]</i>
TECHNICAL ADVISOR	<i>[Signature]</i>
SALES & MARKETING MANAGER	<i>[Signature]</i>

22864 RETNI E⊕
HCC RS23437

Telex Plaintiffs
to Defendants -
14th March 1978

⊕
HCC RS23437
22864 RETNI E

TX. 1184. 14.03.78. ME/MC.

MANUFACTURING OF SPREADERS IN S'PORE.

ATTN. MR. HOEZ.

IN GENERAL WE ARE WILLING TO AGREE PROVIDED AGREEMENT
REGARDING JOINT VENTURE WILL BE REACHED.

REGARDS.
INTER / MERTEN.

22864 RETNI E⊕
HCC RS23437

Exhibits

Agreed bundle
of documents
marked AB
Pages 47 & 48
Telex, Defendants
to Plaintiffs
15th March 1978

A
340 15.3.78

ATT MR MERTEN

RYT 13.03.78

IN/OUT DATE 15 MAR 1978

ITEM

1. INTER LASHING SYSTEMS FAR EAST PTE LTD
2. PARTICIPATION

INTER 45 PER CENT
HCC 45 PER CENT
MR HEDZ 5 PER CENT
HCC/NPOMINATE 5 PER CENT

10

3. CARGOS

MESSRS MERTEN - PRESIDENT
LEW VICE PRESIDENT
HEDZ - MANAGING DIRECTOR

NON SHARE HOLDERS

ONG G. Q. - GENERAL MGR
JAMES KHOO - SALES & MARKETING MANAGER

4. SOCIAL CAPITAL : SD200,000.00

5. DISEMBURSEMENT : SD190,600.00

20

A. STOCK/OFFICE - 3 MTHS SD5,400.00
TLX NEW LINE - APPROX SD5,000.00

FURNITURE/OFFICE - WILL TRY TO USE EXISTING FURNITURE/
OFFICE FROM HCC TO BE EVALUATED BY 3RD PARTY.
APPROX FURNITURE COSTS : SD8,000.00

CAR 2 N 2 TON LORRY 1 : SD40,000.00

INITIAL PPOP. ADVERTISEMENT ETC : SD6,000.00

TOTAL : SD64,400.00

30

STOCK OFFICE IF USING EXISTING KALLANG'S OFFICE HCC SIGNBOARD
MUST REMAIN OF OFFICE FROM (GOVT. REGULATION)
THUS NO DEPOSIT REQUIRED. IF CHANGE SIGNBOARD OR RENT
NEW STORE/OFFICE WILL COST ESTI MATE SD30,000.00 INITIALLY.

Exhibits

Agreed bundle
of documents
marked AB - Pages 47 & 48

Telex, Defendants to Plaintiffs- 15th March 1978 (cont'd)

d. SALARY SD 9,300.00
PHONE COST SD 2,500.00
TELEX SD 800.00
BUSINESS TRIP SD 10,000.00
TRANSPORT ETC SD 1,000.00
POST/MISC SD 1,000.00

TOTAL MONTHLY APPROX. = SD 24,600.00
3 MONTHS = SD 73,800.00

c. RESERVE FUNDS SD 50,000.00

TOTAL A SD 64,400.00
SD 73,800.00
SD 50,000.00
HEDZ'S SD 2,400.00

TOTAL = SD 190,600.00

.,-----

6. STOCKS/SUPPLIES PROPOSAL - OK
PRESENT STOCK AVAILABLE AS AT 1-03-78

HCC SD 226,245.15
INTER SD 233,964.66

PLS WORK OUT NEW ARRANGEMENT ABOUT STOCK POSITION:

7. HEDZ'S HOUSING SD 600.00
UTILITIES/PHONE SD 200.00
TOTAL PER MONTH SD 800.00
3 MONTHS SD 2400.00

REGARDS
HCC/MICHAEL LEW

HCC RS23437
VVVV
00.07.01

APPROVED
10
MICHAEL LEW

GA
05222864+
OCC

Exhibits - Agreed bundle of documents
marked AB pages 49 and 50 - Telex,
Defendants to Plaintiffs
15th March 1978

GA
05222864+
GA
05222864+
NC

IN/OUT Date 15th March 1978

GA
05222864+
OCC

GA
05222864+
NC

GA
05222864+3.09
22864 RETNI E

HCC RS23437

DATE RECEIVED	15 MAR 1978
GENERAL MANAGER	<i>[Signature]</i>
TECHNICAL ADVISOR	<i>[Signature]</i>
SALES & MARKETING MANAGER	<i>[Signature]</i>

3H
Please let
me have a
copy
[Signature]

A
340 15.3.78

ATT MR MERTEN

RYT 13.03.78

ITEM

- INTER LASHING SYSTEMS FAR EAST PTE LTD
- PARTICIPATION

INTER	45 PER CENT
HCC	45 PER CENT
MR HEDZ	5 PER CENT
HCC/ POMINATE	5 PER CENT

3. CARGOS

- | | | |
|--------|--------|-------------------|
| MESSRS | MERTEN | - PRESIDENT |
| | LEW | VICE PRESIDENT |
| | HEDZ | MANAGING DIRECTOR |

NON SHARE HOLDERS

ONG C. Q. - GENERAL A MANAGER
JAMES KHOO - SALES H MARKETING MANAGER

4. SOCIAL CAPITAL : SD200,000.00

5. DISEMBURSEMENT : SD190,600.00

- | | | | | |
|----|--------------|---|--------|------------|
| A. | STOCK/OFFICE | - | 3 MTHS | SD5,400.00 |
| | TLX NEW LINE | - | APPROX | SD5,000.00 |

FURNITURE/OFFICE - WILL TRY TO USE EXISTING FURNITURE/
OFFICE FROM YOU TO BE EVALUATED BY PARTY.
APPROX FURNITURE COSTS: SD8,000.00

Exhibits

Agreed bundle of documents
marked AB - Pages 47 & 48
Telex, Defendants to Plaintiffs
15th March 1978
(cont'd)

CAR 2 N 2 10N LOBBY 1 : SD40,000.00
INITIAL PPOP. ADVERTISEMENT ETC : SD6,000.00
TOTAL : SD64,400.00

STOCK OFFICE IF USING EXISTING KALLANG'S OFFICE HCC SIGNBOARD
MUST REMAIN OF OFFICE FROM (GOVT. REGULATION)
THUS NO DEPOSIT REQUIRED. IF CHANGE SIGNBOARD OR RENT
NEW STORE/OFFICE WILL COST ESTI MATE SD30,000.00 INITIALLY.

B. SALARY SD 9,300.00 -
PHONE COST SD2,500.00 -
TELEX SD 800.00 10
BUSINESS TRIP SD10,000.00
TRANSPORT ETC SD 1,000.00
POST/MISC SD 1,000.00

TOTAL MONTHLY APPROX. = SD24,500.00
3 MONTHS = SD73,800.00

C. RESERVE FUNDS SD 50,000.00

TOTAL A SD 64,400.00
" B SD 73,800.00
" C SD 50,000.00
HEDZ'S SD 2,400.00 _____ ? 20
TOTAL = SD190,600.00

6. STOCKS/SUPPLIES PROPOSAL - OK
PRESENT STOCK AVAILABLE AS AT 1-03-78

HCC SD226,245.15
INTER SD233,964.66

PLS WORK OUT NEW ARRANGEMENT ABOUT STOCK POSITION.

7. HEDZ'S HOUSING SD 600.00
UTILITIES/PHONE SD 200.00
TOTAL PER MONTH SD 800.00
3 MONTHS SD2400.00 30

RECAP
00/MICHAEL L...

00/...

00.07.01

Exhibits _____
Agreed bundle
of documents
marked AB
Pages 51 & 52
Telex,
Plaintiffs to
Defendants
17th March 1978

17 MAR 1978

DATE

⊕
HCC RS23437
22864 RETNI E

TX. 1248.

17.03.78.

ME/MC.

ATTN. MR. MIKE LEW.

YR TX 340 OF 15.03.78.
JOINT VENTURE - INTER/H.C.C.

THANKS YR A.M. TX.

FOLLOWING CONSIDERATIONS HAVE TO BE MADE:

POINT 1). OK.

'' 2). INTER SHARE SHALL BE 46 0/0.
OTHER PARTICIPATIONS OK.

'' 3). OK.

'' 4). OK.

'' 5). OK.

''5-A). KINDLY EXPLAIN WHETHER TX LINE S'PORE RS DOLLARS
5.000,- INCL. TX-MACHINE.

FURNITURE 2ND. HAND ACTUALLY AVAILABLE RS DOLLARS
8.000,- SEEMS HIGH SIDE, ANYHOW ACCEPT EVALUATION
BY 3RD. PARTY.

10

20

Exhibits

Agreed bundle
of documents
marked AB
Pages 51 & 52

Telex
Plaintiffs to
Defendants

17th March 1978
(cont'd)

CARS: COULD BE 2ND. HAND PURCHASE?

LORRY: INITIALLY NOT NECESSARY AND COULD BE CHAR-
TERED FOR EACH OCASION AT BEGINING.
KINDLY INFORM COST ACCORDINGLY.

ADVERTISEMENTS: RS. DOL. 3.000,- SHOULD BE SUFFI-
CIENT TO START WITH.

KINDLY INFORM MEANING OF SIGNBOARD IN RELATION WITH
KALLANG OFFICE AND INVESTIGATE SITUATION PURCHASE -
OF LAND FOR BUILDING PROPER STOCKS APPRX. 2.000 M.
AND GOVERNMENT FINANTIAL AID/SUBVENTION.

10

5-8). WE AGREE WITH YR FIGURE, EXCEPT BUSINESS TRIP RS. DOL.
10.000,-- PER MONTH, SINCE ONE PERSON TRAVELLING
ROUND TRIP (SPECIAL FARE) RS DOL.1.666,-- + DIETS -
2.000,- MAX. WOULD BE SUFFICIENT.

5.C). OK.

ARRANGING FIGUREU TO BEFORE MENTIONED CORRECTIONS
AND EXCEPT HERNANDEZ RS DOL. 2.400,--, WHICH IS SE-
PARATE COVER.

6). KINDLY EXPLAIN AMPLY RESULTING FIGURE OF RS DOLLARS
226.245,15 H.C.C. STOCK OF CONTAINER FITTINGS.

20

IF YOU AGREE WITH O/BEFORE MENTIONED FIGURES, KINDLY ARRANGE FOR
OFFICIAL SET UP, SIGNING PAPERS COULD BE ARRANGED DURING VISIT OF
MR. MERTEN AT S'PORE END APRIL NEXT.

KINDLY ADVISE.

THANKS AND REGARDS.
INTER /-/ MERTEN.

22864 RETNI E#
HCC RS23437

M
VIA ITT 03/17/78 0528 EST

~~IN/OUT~~ DATE 17 MAR 1978

Exhibits
Agreed bundle
of documents
marked AB
Pages 53 & 54
Telex, Mr. Hernandez to
Plaintiffs
17th March 1978

AT

TX 343 17.3.78

ATT MR MERTEN

URGENT

DUPLICATE

REF: 3 CONVERSIONS TO CONTAINER VESSELS FOR EVERGREEN LINES,
TAIWAN.
0/1027-3-78. ✓

3

PLS NOTE THAT WE HAVE QUOTE A.M. AS FOLLOWS:

- 10 1) 267 - BT-2 (18 T) LENGTH APPROX. 2400 M/M (-25 /CENT
HCC PRICE LIST) USD 24.70
- 2) 24 - ST-5 (18 T) LENGTH APPROX. 1590 M/M
(-25 /CENT HCC PRICE LIST) USD 11.60
- 3) 41 - BT-6 (25) (18 T) LENGTH APPROX. 1590 M/M
(-20 /CENT HCC PRICE LIST) USD 22.60
- 4) 123 - BT-6 (25) (18 T) LENGTH APPROX. 4.200 M/M
(-25 /CENT HCC PRICE LIST) USD 34.00
- 5) 107 - BT-5 (18 T) LENGTH APPROX. 4.200 M/M
(-25 /CENT HCC PRICE LIST) USD 30.60
- 20 6) 425 - GG-3A
(-25 /CENT HCC PRICE LIST) USD 5.30

Exhibits

Agreed bundle of documents
marked AB - Page 53 & 54
Telex, Mr. Hernandez to Plaintiffs
17th March 1978
(Contd.)

- 537 - GTV-1 (20 T) (4.2320.0) MAX. 1000, MIN. 650 05032.20
- 427 - CIE-1H (+10/CENT HCC PRICE LIST) USD 4.50
- 9) 222 - CIE-2D-25 (+7/CENT HCC PRICE LIST) USD 13.00
- 10) 356 - CPM-1D (EJECCUCIUE ESPECIAL)
(+10 /CENT HCC PRICE LIST) USD 9.30
- 11) 356 - PSL-1-2 (+10/CENT HCC PRICE LIST) USD 2.60
- 12) 213 - CIE-30-76 (-20/CENT HCC PRICE LIST) USD 17.00

TOTAL PRICE = USD 47,499.00

PRICE BASE : CIF TAIWAN

ABOVE TOTAL PRICE	=	USD	47,499.00
SPECIAL DISCOUNT 5 /CENT	=	USD	2,374.95
NETT CIF TAIWAN		USD	<u>45,124.05</u>

JAP. PRICE FOB H JAPAN USD 52,269.78 AFTER 10/CENT S. DISCOUNT

PLS RE-QUOTE AGAIN AT YR END FOR FOB SPAIN N IN FORM FREIGHT,
INSURANCE N PACKING CHARGES FROM EUROPE TO TAIWAN.

REMARKS: PLS NOTE THAT MR. CHIO FROM EVERGREEN LINES A TS TO GET
JAP.EQUIPMENT BECAUSE WE FEEL THAT IT'S BRIBERY GOING ON.

REF: 2 MULTI PURPOSE VESSELS FOR TAIWAN NAVIGATION O/1013-2-76.

A.H. WANT TO KNOW APPROX. TIME FOR LOADING N UNLOADING IT TO
PROPOSED MARKET.

AWAITING EARLIEST REPLY FROM ..

Exhibits

Agreed bundle
of documents
marked AB
Page 55
Telex,
Plaintiffs to
Mr. Hernandez
17th March 1978

22064 RETNI 5

TAS AUTO TEST

RCA MAR 17 1112

TX 1262 ME/CC 17.3.78

ATT.: MR VICENTE HERNANDEZ

REF.: YOUR 0/1027-3-78.

--- ,)3 CONVERSIONS - EVERGREEN LINES
OUR 7999-3-78

→ SM
Please have
a copy in
sales file.
Halter:
James J. Smith
2/13.

? REGARDING YOUR TX 343, WE HAVE TAKEN DUE NOTE THAT YOUR QUOTATION
10 FOR POSITIONS 1-5 IS BASED ON HCC PRODUCTION AND PRICES TOTTALLING
US DOLL. 14.493,-, SPECIAL DISCOUNT OF 5 % ALREADY DEDUCTED,
CIF TAIWAN.

POSITIONS 7-12 EX INTER MADRID SUPPLY AND BASED ON QUANTITIES,
INDICATIONS AS TO YOUR TX, COULD BE SUPPLIED AT US DOLL. 29.252,-
CIF TAIWAN, PACKAGE EXCLUDED.

20 THEREFORE, TOTAL PRICE CIF TAIWAN, EXCLUDING PACKAGE : US DOLL.
43.745,- = 16,5 % CHEAPER THAN JAPANESE COMPETITOR, CONSIDER-
RING THAT JAPANESE PRICE IS BASED FOB JAPAN, ANOTHER MIN. 5 %
FREIGHT CHARGES SHOULD BE CONSIDERED. OUR PRICE INCLUDES HCC
NORMAL COMMISSION OF 3 %.

LAST PARAGRAPH : YOUR REMARK REGARDING MR CHIU IS NOT CLEARLY
UNDERSTOOD. BUT, IN OUR OPINION, THIS ORDER COULD BE SECURED
VERY EASILY, OTHERWISE, WE LACK FOR UNDERSTANDING.

KINDLY ADVISE.

REGARDS.

INTER/MERTEN.

43840 INEN 5

VHS

Exhibits

Agreed bundle
of documents
marked AB
Page 56
Telex,
Plaintiffs to
Mr. Hernandez
31st March 1978

Handwritten signature

g a m



⊕
HCC RS23437
RCA MAR 31 0906
31.03.78
TX 1423
ME/CF

ATT: MR. V. HERNANDEZ

RE: COOPERATION

REGARDING TX 3062 OF 20.03.78 OF MR. LIU AND TELCON THIS MORNING WE REGRET, BUT HAVE TO INSIST DUE TO OPERATIONAL REASONS IN 52 PER CENT, H.C.C. AND PARTNERS 48 PER CENT.

10

KINDLY RECONFIRM AND ARRANGE ALL NECESSARY STEPS FOR SIGNING PAPERS NEXT VISIT IN APRIL/BEGINNING MAY AT SINGAPORE.

REGARDS, INTER / MERTEN

⊕
HCC RS23437

cc Index

Exhibits

Agreed bundle
of documents
marked AB
Page 57
Telex,
Defendants to
Plaintiffs
1st April 1978

~~IN/OUT~~ DATE 1 APR 1978

TX 403 1-04-78

ATT MR MERTEN

DUPLICATE

JOINT VENTURE

RO TLX 401 RPT.

IN VIEW OF INSISTING IN HAVING CONTROL INTEREST IN
A.M. WE'VE RECONSIDERED VERY CAREFULLY N. AT PRESENT
WILLING TO ACCEPT A 25 PER CENT INVESTMENT IN A.M.

YR IMM. REPLY TODAY BY MR. HERNANDEZ IS REQ'D.

10 RGDS

HCC/MIE LEV

Exhibits
Agreed bundle
of documents
marked AB
Page 58
Telex,
Defendants to
Plaintiffs
6th April 1978

IN/OUT DATE

TX 434 6-04-78

ATT MR MERTEN

JOINT VENTURE

RE OUR TX 403 D/D 1-04-78.

I'M STILL WAITING FOR YR REPLY BEFORE MAKING OTHER ARRANGEMENT.
PLSE OBLIGE IMMEDIATELY.

REGARDS

HCC/MIKE LEW
GA

10

NP
GA
05222864+
OCC

GA
05243848+
OCC

GA
05222864+
OCC

20

GA
05243848+10.45
43848 INEN E

HCC RS23437

IS MR. MERTEN IN THE OFFICE+??

NO HE IS AWAY CAN ANYBOCY ELSE HELP? MR AREAL ?

BO, TK BUT WHEN WILL HE ?
OB

MOM
WHEN IS
WHEN WILL MR. MERTEN BE BACK????????????????????
WE EXPECT HIM MONDAY+

30

TK BIBI+
BIBI
+
VVVV
00.02.34

Exhibits

Agreed bundle
of documents
marked AB
Page 59 - Telex
Plaintiffs to
Mr. Hernandez
7th April 1978

DATE RECEIVED	- 8 APR 1978
GENERAL MANAGER	<i>[Signature]</i>
TECHNICAL ADVISOR	<i>[Signature]</i>
SALES & MARKETING MANAGER	<i>[Signature]</i>

1 ✓ 10/4/78
11/4-78

10 MCC 8500437
22864 RETNI E

TX. 1529. 07. 04. 78. FA/MC.

BUNGA TERATI.
YR 1046-3-78.
OUR 8032-3-78.

S.M.
PLSE. FILE
IN SALES FILE

ATTN. MR. HERNANDEZ.

THANKS FOR YR TX 7.4.78.

1./ FOR O/CALCULATIONS AND QUICK OFFERS, WE ESTIMATE THAT
BOYAGES FROM SPAIN TO S'PORE TAKES 24/30 DAYS, BUT THIS
20 SHOULD BE COUNTED FROM SCHEDULE SAILING DATES.
EARLIEST SAILING FROM BARCELONA IS 17.04.:8 AND ARRIVAL
IN S'PORE 10.05.
IF THIS CAN'T BE ACCEPTED, PLS MANUFACTURER YRSELVES THE
LASHING BARS AND SPLIT THE BENEFIT.

2./ REGARDING THE SPREADER ALREADY SOLD, IF NOTHING CAN BE
DONE AS TO INTER'S BILLING, PLS ADVISE WHERE IS THE MONEY.

} VHS

3./ REGARDING O/LAST PARAGRAPH IN SPANISH LANGUAGE OF O/TX
1495, WE TRANSLATE IT:
30 "AS LONG AS THE NEW COMPANY ISN'T LEGALY AND FORMALLY
CONSTITUTED, MATERIAL IN STOCK IN S'PORE SHOULD BE BIL-
LED BY INTER AS OWNER AND SELLER."

REGARDS.
INTER/AREAL.

22864 RETNI E

RCA APR 07 0809

Exhibits

Agreed bundle
of documents
marked AB
Page 60 - Telex
Plaintiffs to
Defendants
10th April 1978

11 APR 1978

IN/OUT DATE

⊕
HCC RE23437
43848 INEN E

TX. 1.555

10. 04. 78.

ME/MC.

ATTN. MR. M. LEW.

JOINT VENTURE.

REGARDING YR TX 403 OF 01. 04. 78, WE AGREE YR PARTICIPATION
25 0/0 ONLY, WHICH WAS ALREADY AGREED BY TELCON MERTEN/HERNAN-
DEZ LAST WEEK.

REGARDS.

INTER / MERTEN.

43848 INEN E⊕
HCC RS23437⊕
HCC RS23437
TAS AUTO TEST

10



INTER
EQUIPOS NAVALES, S. A.

CALLE DE FERRAZ, 2 - SEGUNDO IZQUIERDA
TELEFONOS: 241 93 91 - 247 94 00 - 247 94 09 - 242 47 34
TELEX: 22864 RETNIE - 42848 INEN E - TELEGRAMAS: INTENASA
MADRID-8
C/o. BANCO POPULAR ESPAÑOL
C/o. BANCO EXTERIOR DE ESPAÑA
C/o. BANCO DE BILBAO

Exhibits

Agreed bundle
of documents
marked AB - Pages
61 to 63 - Letter.
Plaintiffs to
Defendants & encs.

H.C.C. - HOCK CHEONG & CO. Undated
138, Kallang Place
S I N G A P O R E 12

DATE RECEIVED	17 APR
GENERAL MANAGER	<i>[Signature]</i>
TECHNICAL ADVISOR	<i>[Signature]</i>
MANAGER	<i>[Signature]</i>

1 copy please.

To the attention of Mr V. Hernandez

nuestra ref.:

fecha:

[Handwritten signature]

Dear Sirs,

Referring to your letter of March 31st, 1978,
we have pleasure in sending you herewith our
latest list of worldwide distributors for INTER's
products.

Yours faithfully,

[Handwritten signature]
INTER EQUIPOS NAVALES, S.A.

Enclosure : 1



INTER

EQUIPOS NAVALES, S. A.

CALLE DE FERRAZ, 2 - SEGUNDO IZQUIERDA
TELEFONOS: 241 93 91 - 247 94 00 - 247 94 08 - 243 47 94
TELEX: 22866 RETN E - 48848 INEN E - TELEGRAMAS: INTENASA
MADRID-8
C/O. BANCO POPULAR ESPAÑOL
C/O. BANCO EXTERIOR DE ESPAÑA
C/O. BANCO DE BILBAO

April 11th, 1978

REPRESENTATIVES

SOUTH AFRICA

K.F. ALBRECHT & CO.
P.O.Box 4750 CAPE TOWN
304/320 Broadway Centre
SOUTH AFRICA

MAC GREGOR DO BRASIL S.A.
Rua Pereira de Almeida, 27
RIO DE JANEIRO
BRASIL

BRASIL

FRANCE

10

NORWAY

ODD STORM WANG & CO. A/S
Universitetsgt. 12
OSLO 1
NORWAY

T. R. I. M
TECHNIQUES ET REPRESENTATIONS
INDUSTRIELLES ET MARITIMES
Boulevard Maiesherbes 4
75008 PARIS
FRANCE

A. SILCHENSTEDT
O. Kyrresgt. 11
5000 BERGEN
NORWAY

BELGIUM

20

DENMARK

ALFRED BILSTEIN A/S
138, Holmbladsgade
DK - 2300 COPENHAGEN S
DENMARK

EURO SHIPPING
Jordaenskaai 24
2000 ANTWERPEN
BELGIUM

SCOTLAND

TURKEY

YEDI DENIZ
(Seven Seas)
Kabatas set Üstü
Inebolu Sokagi Mezarlik Cikmazi
Saadet apt 3 1 Daire 5
ISTANBUL
TURKEY

W. C. JONES & CO. LTD.
Room 364
93 Hope Street
GLASGOW G2-6LD
SCOTLAND

30

NETHERLANDS

ENGLAND

WALTER C. JONES & CO. LTD.
H.Q.S. Wellington
Temple Stairs
Victoria Embankment
LONDON WC2 R 2 PN
ENGLAND

PERFECT TRADING
Handelmaatschappij B.V.
Rijshaven N.Z. 45
ROTTERDAM
NETHERLANDS

PORTUGAL

40

Sociedade Comercial
OREY ANTUNES, S.A.R.L.
Praça Duque da Terceira, n° 4
LISBOA 2
PORTUGAL

YUGOSLAVIA

ADRIANAVAL
Via San Nicolo, 15
34123 TRIESTE
ITALY

ITALY

LEADER TECNICA
Via San Nicolo, 15
34123 TRIESTE
ITALY

50



INTER

EQUIPOS NAVALES. S. A.

CALLE DE FERRAZ, 2 - SEGUNDO IZQUIERDA
TELEFONOS: 241 93 81 - 247 94 00 - 247 94 00 - 242 47 24
TELEX: 22884 REYNI E - 42848 INEN E - TELEGRAMAS: INTENASA
MADRID-8
C/c. BANCO POPULAR ESPAÑOL
C/c. BANCO EXTERIOR DE ESPAÑA
C/c. BANCO DE BILBAO

Exhibits

Agreed bundle
of documents
marked AB
Pages 61 to 63
Letter, Plaintiffs
to Defendants &
encs. Undated
(cont'd)

.../..

GERMANY

OTTO H. J. KRAUSE
Schiffahrts Agentur +
Esport. Import
2 HAMBURG 50
Tonfeldstrasse 5
WEST GERMANY

ITALY

TERNAVI
VIA Luccoli 23/2
P. O. BOX 1735
GENOA
ITALY

ARGENTINA

10

CHILE

FOCO
FERIAS, EXPOSICIONES &
CONGRESOS LTDA.
General Flores, 18
Casilla 16.542
SANTIAGO
CHILE

S. A. MARITIMA Y COMERCIAL
J. R. WILLIAMS
C/Reconquista, 336
Postal Casilla Correo, 35
BUENOS AIRES
REPUBLICA DE ARGENTINA

VENEZUELA

20

SINGAPORE

H. C. C.
HOCK CHEONG & COMPANY
138, Kallang Place
REPUBLIC OF SINGAPORE

ISOMECANICA C.A.
CONSTRUCCIONES TERMOMECHANICAS
Quinta Tamare - Av. Cristóbal Rojas
C/Calle R. Hann
SANTA MONICA
CARACAS
VENEZUELA

Exhibits - Agreed bundle of documents marked AB
 Pages 64 & 65 - Defendants Stock Cards

CAT NO.	MODEL	DESCRIPTION	BALANCE B/F FROM 7/3/78	RECEIPT	ISSUE	STOCK AS AT 12/4/78			REMARKS
						HCC	C/S	BALANCE	
402	AF-1	Lashing Eyes (B/S 36-42-50 Tons)	99	1	-	100	-	100	1 pc - Ret. by J. A.
404	AF-2	Lashing Eyes (B/C 36-42-50 Tons)	40	60	-	100	-	100	60 pcs - Ref: 7351-8-77.
130	BT-1	Lashing Eyes for 20 & 36 Tons B/L	1	-	-	1	-	1	
130	BT-2	Lashing Eyes for 20 & 36 Tons B/L	1	-	-	1	-	1	
112	CA-7	Cables for 20 Tons B/L							
		F/U OTI-1, OTV-2, OTI-1.	1	-	-	1	-	1	
826	CAN-1A	Lashing Chains & Hook-Up Units							
		Accessories for Chains.	150	-	-	150	-	150	
833	C2P-2	Chain Hook-Up Units	200	-	-	200	-	200	
565	CPE-1C	Weldable Stacking Cones	79	1	-	80	-	80	1 pc - Ret. by J. A.
702	CI-1H	Intermediate Stacking Cones CIE Type	3509	2	2	509	3000	3509	1 pc - Ret. by J. A. 1 pc - Ret. by S. S. 2 pcs - Bill No. 9367.
706	CI-2D	Intermediate Stacking Cones CIE Type.	997	2	-	499	500	999	1 pc - Ret. by J. A. 1 pc - Ret. by S. S.
713	CI-5-B	Intermediate Stacking Cones CIE Type (Twistlocks)	10	-	-	10	-	10	40 pcs - UNSERVICEABLE
715	CI-5H	Intermediate Stacking Cones CIE Type (Twistlocks)	4	-	-	4	-	4	
716	CI-5L	Intermediate Stacking Cones CIE Type (Twistlocks)	1250	-	258	152	840	992	36 pcs - Bill No. 9361. 30 pcs - Bill No. 9366. 2 pcs - Bill No. 9367. 30 pcs - Bill No. 9369. 160 pcs - Bill No. 9364 C/S
642	CM-1D	Sliding Cones CM Type	500	200	-	200	500	700	200 pcs - Ref: 7351-8-77.
643	CM-1H	Sliding Cones CM Type	184	-	-	184	-	184	
644	CM-1L	Sliding Cones CM Type	1	-	-	1	-	1	1 pc - Ret. by J. A.

Exhibits - Agreed bundle of documents marked AB
 Pages 64 & 65 - Defendants Stock Cards

ITEM NO.	MODEL	DESCRIPTION	BALANCE B/F FROM 7/3/78	RECEIPT	ISSUE	STOCK AS AT 12/7/78		REMARKS	
						HCC	C/S		BALANCE
411	FA-1	Lashing Pots (Lashing Pot Type 1)	NIL	100	-	100	-	100	100 pcs - Ref:7351-8-77.
417	FA-3	Lashing Pot Weldable On Deck	NIL	100	-	100	-	100	100 pcs - Ref:7351-8-77.
552	FCM-17	Dovetail Foundations FCM Type	304	100	-	104	300	404	100 pcs - Ref:7351-8-77.
554	FCM-20	Dovetail Foundations FCM Type	148	102	-	100	150	250	1 pc - Ret. by J. A.
									1 pc - Ret. by S. S.
									100 pcs - Ref:7351-8-77
828	GCA-4-15	Lashing Chains & Hook-Up Units							
		Accessories for Chain (B 1.15 Tons)	300	-	-	300	-	300	
222	GG-3	Securing Pads							
		(Special Straight Securing Pad)	169	1	-	170	-	170	1 pc - Ret. by S. S.
225	GG-6	Securing Pads	99	1	-	100	-	100	1 pc - Ret. by S. S.
226	GG-6A	Securing Pads	843	1	-	844	-	844	1 pc - Ret. by J. A.
101	GT-1	Quick Release Lashing Unit with Non-							
	(4.1210)	Reversible Securing Slide, 20 Tons.	30	-	-	30	-	30	
103	GTV-1	Heavy Threaded Shank Lashings 20 Tons.	344	-	128	216	-	216	68 pcs - Bill No. 9362.
	(4.2220.0)								60 pcs - Bill No. 9363.
103	GTV-1								
	(4.2510.0)	Heavy Threaded Shank Lashings 36 Tons.	500	-	-	-	500	500	
104	GTV-2								
	(4.3210.0)	Heavy Threaded Shank Lashings 20 Tons.	183	-	-	183	-	183	
104	GTV-2								
	(4.3510.0)	Heavy Threaded Shank Lashings 36 Tons.	30	-	-	30	-	30	
618	FBL-1-2	Guide Cones GFA & Blocking Pins PB Type.	80	-	-	80	-	80	
201	TP-1	Bridge Fittings	50	-	-	50	-	50	
202	TP-3	Bridge Fittings	100	-	-	100	-	100	
204	TP-5	Bridge Fittings	535	2	30	307	200	507	20 pcs - Bill No. 9360
									10 pcs - Bill No. 9361
									2 pcs - Ret. By J.A. & S.S.

195

Exhibits

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of documents
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Page 66
Telex, Defendants to Plaintiffs
13th April 1978
TX 458

13-4-78

13 APR 1978

ATT. MR. MERTEN

RE: JOINT VENTURE

YR AGREEMENT OF MY 25% PARTICIPATION APPRECIATED.

PLSE NOTE MY PROPOSAL AS FOLLOWS:

1.- MY COMPLETE TRANSFER OF EXISTING STOCKS VALUED AT ABOUT DM. 200.000.- (FIGURES WILL BE CONFIRMED UPON YR REPLY) REPRESENTING FULL 25% PARTICIPATION. VALUE OF STOCKS WILL COVER FOB COST + PACKAGING + SHIPPING COST + CLEARANCE N LOCAL TRANSPORT COSTS TO WAREHOUSE.

YR SHARE TO BE OF IMMEDIATE TRANSFER OF COMPLETE CONSIGNMENT STOCKS + PERIODICAL TRANSFER OF GOODS + CASH TRANSFER.

XX OR

2.- MY PARTIAL TRANSFER OF EXISTING STOCK OF AN AMOUNT EQUIVALENT TO 25% OF YR. EXISTING CONSIGNMENT STOCKS IN S^PORE.

BALANCE OF MY EXISTING STOCK TO BE TAKEN OVER BY THE NEW JOINT VENTURE WITHIN 6 MONTHS FROM DATE OF COMMENCEMENT.

INTEREST CHARGEABLE FOR FIRST 6 MONTHS WILL BE 5% OF BALANCED STOCK VALUE N SUBSEQUENTLY ADITIONAL 1.5% PER MONTH.

20

YR SHARE OF INVESTMENT AS IN PROPOSAL 1.- N VALUE OF MY STOCKS TO BE CALCULATED AS IN PROPOSAL 1.-.

BOTH PROPOSALS TO BE EFFECTIVE 16-4-78 WITH ALL PENDING PROJECTS THAT COULD BE FINALLIZED AFTER 16-4-78 TO SHARE COMMISSION BETWEEN HCC N NEW JOINT VENTURE:

5% TO HCC

3% TO NEW JOINT VENTURE.

ALL PREVIOUS EXPENSES UP TO 16-4-78 WILL BE BORNE BY HCC.

ANY FURTHER EXPENSES TO BE INCURRED FROM 16-4-78 TO BE CHARGED TO THE NEW JOINT VENTURE.

30

REGARDS N PLSE REPLY BY TX RETURN TODAY.

HCC/ M. LEW

Exhibits

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of documents
marked AB
Page 67 - Telex
Plaintiffs to
Mr. Hernandez
13th April 1978

Approximate costs
selling prices are
as stipulated in
our records.
Jull.

RCA APR 13 0807
22864 RETN E

DATE RECEIVED	14 APR 1978
GENERAL MANAGER	[Signature]
TECHNICAL ADVISOR	[Signature]
SALES & MARKETING MANAGER	[Signature]

14/4
14/4

TX 1641 JA/CC 13.4.78
ATT. MR V. HERNANDEZ
REF.: BUNGA TERATI
--- YR 1046-3-78
OUR 8032-3-78

✓ 14/06
PLSE. LET. ME KNOW APPROX.
COST PRICE + SELLING PRICE
TO GIVE THEM APPROX. FIGURES
TILL WE HAVE EXACT FIGURES
[Signature]

KINDLY CONFIRM WHETHER YOU PROCEEDED WITH MANUFACTURING, ACCORDING TO OUR TX 1529 AND FOLLOW THEM WITH COPY OF INVOICE TO CLIENT, AS WELL AS INFORMING OF BENEFIT.

Killy Poja.

BEST REGARDS.
INTER/DE ANDRES.
22864 RETN E

Exhibits

Agreed bundle
of documents
marked AB - Page 68
Telex, Plaintiffs
to Defendants
14th April 1978

4:00 p.m.

IN/OUT DATE 14 APR 1978

GA
05222864+
OCC

GA
05243848+9.19
43848 INEN E
HCC RS23437

TX 461 14-04-78

ATTN: MR ANDRES

OUR REF: 1046-3-78
YR REF: 8032-3-78
MISC-KUL - "BUNGA TERATAI"

DATE RECEIVED	14 APR 1978
GENERAL MANAGER	<i>[Signature]</i>
TECHNICAL ADVISOR	<i>[Signature]</i>
SALES & MARKETING MANAGER	<i>[Signature]</i>

V17/4

SH

Plse pl.

10

BT-2 MANUFACTURING IN PROGRESS.

APPROXIMATE COSTS IS SD60.00 EACH (FULL DETAILS WILL FOLLOW LATER WITH COPY OF INVOICE TO CLIENT).

REGARDS

INTER/HERNANDEZ
HCC/JAMES



HCC

Container lashing systems & fittings division

138 Kallang Place, Singapore 12. Tel: 2926620, 2585033 Telex: RS23437 Cable: "SLINGKING"

Your Ref:

Our Ref: HCC/GQ/108/78

Date: 14th April, 1978

INTER EQUIPOS NAVALES, S.A.
Calle De Ferraz
2 Segundo Izquierda
Madrid 8
SPAIN

Attn: Mr. Merten

Dear Mr. Merten

OUTSTANDING ACCOUNTS

We regret to remind you again that we have not yet receive the following remittance. Kindly arrange and let us know the actual date of your payme

A. HCC/GQ/11/78 24-01-78

Hotel Bills	S\$ 494.80	
Airticket (6184 8534 511)		
SIN/TP/JP/HK/KL/SIN	1,666.00	
Visa for Taiwan	14.00	
	<hr/>	
	S\$ 2,174.80	S\$ 2,174.80

B. HCC/GQ/32/78 28-02-78

Catalogues 3,000 copies	S\$ 1,950.00	
Press Advertisement	1,181.00	
	<hr/>	
Half of	S\$ 3,131.00	S\$ 1,565.50

C. 007/3/78 17-03-78

Airticket of SIN/TP/KL/SIN		
S\$1666.00 repeated in error		
refer to HCC/GQ/11/78 of 24-01-78		
item 2		
Additional Airtickets TAIPEI/HK		
(Cathay Pacific 1280274/2)	S\$ 267.92	
HK/Tokyo (SIA 6181 3018.188)	700.50	
Taipei/Tao Shiung	86.82	
	<hr/>	
	S\$ 1,055.24	
Hotel Taipei 17 to 19-1-78		
(007494)	147.60	
	<hr/>	
	S\$ 1,202.84	S\$ 1,202.84

Exhibits

Mr. Merten

14th April, 1978

Agreed bundle
of documents
marked AB
Pages 69 & 70
Letter,
Defendants
to Plaintiffs
14th April
1978
(cont'd)

D. HCC/GQ/66/78 25-03-78

Advertisement Cost Petromin Asia Directory 1st edition, 1978	S\$ 1,088.05
Petromin Asia Magazine February, 1978	S\$ 1,088.05
Artwork	<u>S\$ 170.00</u>
	S\$ 2,346.10

Half of S\$2,346.10

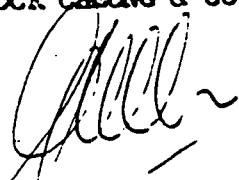
S\$ 1,173.05

S\$ 6,116.19

Note: OSEA Directory Advertisement value of S\$1070.00
changed in error.

Your immediate attention is appreciated.

Yours faithfully
HOCK CHEONG & CO


ONG/GEOK QUEE
General Manager

c.c. Mr. Hernandez
Accounts Dept - HCC (S'pore)

GG/sh

Exhibits
Agreed bundle
of documents
marked AB
Page 71
Letter,
Registrar of
Companies to
Chua Hay & Wee
24th April 1978

GOVERNMENT OF SINGAPORE

My Ref: ROC 365/66 (312/4/78)

Yr Ref:

Messrs/Mr

Chua Hay Wee
Rm 718, 7th Floor,
Colombo Court, S(6).

Registrar of Companies
Rms 312-316, 3rd Floor
Colombo Court
Singapore 6
REPUBLIC OF SINGAPORE

24/4/78

Dear Sirs/~~Sir~~

RE:

Interlocking Systems for rent of ita

- 10 1 With reference to your letter of the 15th instant/ultimo, I would inform you that the above names appear to be available for registration of the proposed company/~~ies~~ under the Companies Act.
- 2 If you wish the name/~~s~~ to be reserved, I shall be glad if you will submit an application on the prescribed Form 14 together with a reservation fee of \$15/-.
- 3 I should be grateful to have the following particulars:
- What will be the principal business of the proposed company/~~ies~~.
 - Whether there will be foreign shareholders, if so, what are their nationalities and the percentage of their shareholdings..

20 Yours faithfully


for REGISTRAR OF COMPANIES

Exhibits

FORM 14

Agreed bundle
of documents
marked AB

THE COMPANIES ACT, 1967

Page 72

Section 22(6)

Application to
Registrar of
Companies for
reservation
of name

APPLICATION FOR RESERVATION OF NAME

25th April
1978

To the Registrar of Companies,

I, CHUA KENG LOY of 718 Colombo Court, Singapore, 6,
I/C No. 0356357/Z hereby apply for the reservation of the name
INTER LASHING SYSTEMS FAR EAST PTE. LTD. as the name of
an intended company.

The nature of the business carried on or to be carried on
by the company is to trade in containers lashing equipments and
other equipments required by containership.

10

Dated this 25th day of April, 1978.



INTER

EQUIPOS NAVALES. S. A.

CALLE DE FERRAZ, 2 - SEGUNDO IZQUIERDA
TELEFONOS: 241 93 91 - 247 94 00 - 247 94 09 - 242 47 34
TELEX: 22864 RETNI E - 43648 INEN E - TELEGRAMAS: INTENASA
MADRID-8
C/c. BANCO POPULAR ESPAÑOL
C/c. BANCO EXTERIOR DE ESPAÑA
C/c. BANCO DE BILBAO

-Registered-

Messrs.
HCC OFFSHORE SUPPLIES (UK) LTD.
57, COLE STREET, NETHERTON
DUDLEY, WEST MIDLANDS
ENGLAND

└(Attn. Mr. Sonny Choo)

nuestra ref.: QN/GO
fecha: 28th April 1978

Exhibits

Agreed
bundle of
documents
marked AB
Page 73
Letter,
Plaintiffs
to HCC Off-
shore
Supplies
(UK) Ltd.
28th April
1978

10

su ref.:

su carta

RE: COMMISSIONS 1977

Dear Sirs,

Enclosed please find cheque No. 357/126 from Banco Popular Español, drawn on the Deutsche Genossenschaftsbank, Frankfurt, on the amount of DM 15.095,84 corresponding to the payment of commissions 1977.

Kindly acknowledge receipt.

Yours faithfully

INTER EQUIPOS NAVALES, S.A.

Encl.

Exhibits

Agreed bundle
of documents
marked AB
Page 74
Letter,
HCC Offshore
Supplies
(UK) Ltd to
Plaintiffs
2nd May 1978

Inter Equipos Navales, S.A.,
Calle de Ferraz,
2 - Segundo Izquierda,
Madrid.

2nd May, 1978

Dear Sirs,

Re: Commissions 1977

We acknowledge safe receipt of cheque No. 357/126 from Banco Popular Espanol, drawn on the Deutsche Genossenschaftsbank, Frankfurt, on the amount of DM 15,095.84 which is in respect of commissions 1977.

10

Yours faithfully,

for HCC Offshore Supplies (UK) Ltd.

Exhibits - Agreed bundle of documents
marked AB - Page 75 - Letter,
Defendants to Chua Hay & Wee-4th May 1978



HOCK CHEONG & CO., 74, 75, 76, 77

138, KALLANG PLACE, SINGAPORE, 12. TEL: 2585033-2585034-2583424-2581546
365-367, BEACH ROAD, SINGAPORE, 7. TELEPHONE: 2584483
CABLE: SLINGKING. TELEX: HCC RS23437

General Merchants Ship-Chandler Estate Suppliers and Commission Agents and Dealers of all kinds of Steel Wire Rope

Your Ref: RC/5023/HC

Our Ref: HCC/GQ/135/78

Date: 4th May 1978

10

Chua, Hay & Wee
718, Colombo Court.
Singapore 6.

Dear Sirs,

INTER LASHING SYSTEMS FAR EAST PTE LTD

We reply to your letter of 25th April, 1978.

Your information on the approval of A.M. name for the new company
between INTER and HCC is noted.

We will inform you in due course on the incorporation.

Meanwhile, we thank you for your prompt attention.

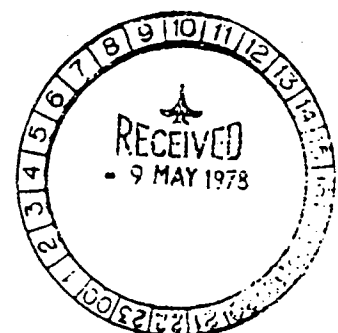
Yours faithfully,
HOCK CHEONG & CO

20


ONG GEOK QUEE
General Manager

GQ/at

c.c. M/s. Merten
Hernandez
Michael Lew



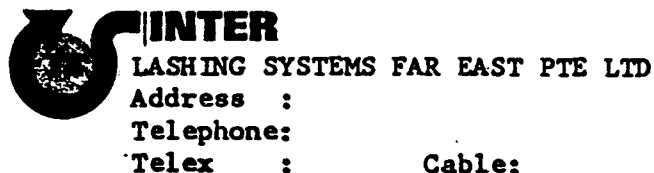
Exhibits

Agreed bundle of documents marked AB - Pages 76 - 80
Memorandum of proposal of the Joint Venture
18th May 1978

18th May 1978

NAME OF COMPANY : INTER LASHING SYSTEMS FAR EAST PTE LTD

LOGO :



Activities : Import, Export, Trading and Fabrication of All kinds of Lashing, Stowing, Handling and Mooring Equipment Marine and Industrial Applications.

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Share Holders and Participations:

1.	INTER	51 per cent
2.	Mr. Lew	44 per cent
3.	Mr. Hernandez	5 per cent
		<hr/>
		100 per cent
		<hr/>

Board of Directors:

1.	President	- Mr. B. Merten
2.	Vice-President	- Mr. Michael Lew
3.	Managing Director	- Mr. Vicente Hernandez
4.	Secretary	- Mr. Ong Geok Quee

20

Management :

1.	Managing Director	- Mr. Vicente Hernandez
2.	Financial and Administrative Manager	- Mr. Ong Geok Quee
3.	Sales and Marketing Manager	- Mr. James Khoo

Staff (Presently):

1.	Accounts Clerk
2.	General Clerk
3.	Delivery cum Stores Clerk

30

Authorised Capital: S\$400,000.00

Paid-Up Capital : S\$200,000.00

Exhibits

Agreed bundle
of documents
marked AB
Pages 76-80
Memorandum of
proposal of
the Joint
Venture
18th May 1978
(cont'd)

OPERATION DETAILS

A. Fixed Assets:

a) Furniture:

5 pcs - Tables	S\$ 400.00
1 pc - Shelf	180.00
2 pcs - Cabinets Steel	310.00
1 pc - Deck Steel	255.00
1 pc - Typist Stand	80.00
1 pc - Typist Chair	54.00
1 set - Pocket Files	60.00
1 pc - Elect. Typewriter IBM	2,400.00
1 pc - Elect. " Olympia	1,740.18
1 pc - Whyteboard c/w Assy.	200.00
7 pcs - Chairs Wooden/PVC	150.00

Office Construction
Value 2,311.00

S\$8,140.18

S\$ 8,140.18

b) Cars:

1 unit - 1.6 Cortina Ford Valued at S\$25,407.00
c/w Road Tax/Registration

(Road Tax 6 months)

1 pc - Air Conditioner 1,250.00

26,657.00

Maximum Car Loan 18,000.00

Down Payment 8,657.00

Leasing on 9% of S\$18,000.00
Payable in 36 months at
S\$635.00 per month 1,905.00

Insurance per year is
S\$760.50 - 3 months 190.13

S\$10,752.13 S\$10,752.13

1 unit - 1.3 Escort Ford Valued at 19,462.00
c/w 6 months Road Tax/Air-
Conditioner/Registration.

Maximum Car Loan 14,000.00

Down Payment S\$ 5,462.00

Leasing on 9% of S\$14,000.00
Payable in 36 months at
S\$493.88 per month 1,481.64

6,943.64

Insurance per year is
S\$572.00 - 3 months 143.00

Exhibits

Agreed bundle of documents
marked AB - Pages 76-80
Memorandum of Proposal of the
Joint Venture - 18th May 1978
(cont'd)

b) Cars

S\$ 17,838.7

B. OFFICE RENTALS

- a) Building and Office (250 sq.m.) at
S\$1,796.76 per month - 3 months = S\$ 5,390.28
- b) 1 unit - Copying Machine at
S\$200.00 per month - 3 months = S\$ 600.00
- c) 1 unit - Telex - 3 months = S\$ 1,207.75
- d) 1 unit - Provisional Telex from
HCC for 1 month 87.09
- e) 2 units - Telephone and Trunk Calls= 3,000.00
- f) 1 unit - Telex Bills - 3 months = 7,500.00
- g) Utilities and House
Keeping for Office/
Warehouse - 3 months = 600.00
- h) Postal - 3 months = 1,500.00
- i) Stationery/Misc S\$1,200.00
3 months = 3,600.00

S\$23,485.12

S\$ 23,485.12

C. ADVERTISEMENTS AND PUBLICATIONS:

1st three months advertisements
campaign at S\$1,500.00 per month 4,500.00

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S\$ 4,500.00

D. BUSINESS TRIPS:

Travelling expenses/Air Tickets/
Hotels etc... at S\$8,000.00 per month 24,000.00

S\$ 24,000.00

E. MANAGEMENT AND STAFF SALARIES:

- 1. Managing Director S\$2,900.00
Company CPF (31%) 500.00
S\$3,400.00
3 months 10,200.00
- 2. Financial & Admin-
strative Manager 1,725.00
Company CPF (15.5%) 267.37
Transport Allowance 200.00
2,192.37
3 months 6,577.11
- 3. Sales & Marketing
Manager 1,558.44
Company CPF (15.5%) 241.56
Transport & Expenses
Paid by Company. 1,800.00
3 months 5,400.00

Exhibits

Agreed bundle of documents marked AB - Pages 76-80 Memorandum of proposal of the Joint Venture 18th May 1978 (cont'd)

4.	Accounts Clerk	S\$450.00	
	Company (15.5%) CPF	69.75	
		<hr/>	
		519.75	
	3 months		S\$1,559.25
5.	General Clerk	333.50	
	Company (15.5%) CPF	51.69	
		<hr/>	
		385.19	
	3 months		S\$1,155.57
6.	Delivery & Stores Clerk	517.50	
	Company (15.5%) CPF	80.21	
		<hr/>	
		597.71	
	3 months		S\$1,793.13
			<hr/>
			S\$26,685.06

S\$26,685.06

F. MANAGING DIRECTOR'S HOUSING

1.	House Allowance	600.00	
		<hr/>	
		600.00	
	3 months		S\$ 1,800.00

S\$ 1,800.00

G. RESERVED FUNDS

3 months Reserved Funds			S\$50,000.00
-------------------------	--	--	--------------

S\$156,449.13

H. INVESTMENT OF SHARES DUE

Paid up Shares in three instalments - Total Value of S\$200,000.00

<u>1st Instalment</u>	Date		
1) INTER		S\$34,000.00	
2) Mr. Lew		30,000.00	
3) Mr. Hernandez			3,400.00
			67,400.00
<u>2nd Instalment</u>	Date		
1) INTER		S\$34,000.00	
2) Mr. Lew		29,000.00	
3) Mr. Hernandez			3,300.00
			66,300.00
<u>3rd Instalment</u>	Date		
1) INTER		S\$34,000.00	
2) Mr. Lew		29,000.00	
3) Mr. Hernandez			3,300.00
			66,300.00

S\$100,000.00 80,000.00 20,000.00 200,000.00

Exhibits
Agreed bundle of documents
marked 'AB - Pages 76-80
Memorandum of proposal of
the Joint Venture - 18th May 1978
(cont'd)

I. STOCK

1a) STOCK TRANSFER

Inter will transfer the existing Inter Stock Ref: 7669-1-78 on Consignment to the New Company, stock balance to be accepted later.

1B) HCC will transfer the present HCC stock to the New Company in the same arrangement as consignment.

2) PRESENT STOCK SALES

- a) This New Company when selling materials from A.M. Stock transfer will enjoy a 8% commission.
- b) Payment will be made to the consigner of stock (i.e. Inter and/or HCC) upon payment receive from clients respectively.

10

J. STOCK PURCHASES

1. This New Company has the right to purchase or fabricate from any sources where necessary for the sales of lashing systems and materials with solely INTER design and drawing.

2. RIGHTS OF GOODWILL DUE FOR HCC

- a) HCC will still enjoy the 8% of commission due for all projects No. 1001-1-78 to 1068-5-78 (Fukuoya Shipyard) confirmed on or after the joint venture.
- bi) If a trip is required to visit oversea clients) in obtaining the order(s), the expenses included will be redacted from the 8% due commission for HCC in proportion to the number of order(s) confirmed.
- ii) If no order (s) is secured in the A.M. trip, the new company will have to bear all expenses included. incurred.

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Recorded by Ong Geok Quee.

Accepted and approved by:

SIGNATURE

DATE

MR. MERTEN (INTER)

MR. MICHAEL LEW

MR. HERNANDEZ

AMENDMENT.

Agreed
bundle of
documents
marked AB
Page 81
Amendment to
proposal of
the Joint
venture
19th May 1978

Condition on Para J. Stock Purchases. (Sub-para 2 remain unchange)

J. STOCK PURCHASES

1. This New company has the right to purchase or fabricate from any sources where necessary for the sales of lashing systems and materials with solely INTER design and drawing.

to read:

J. STOCK PURCHASES.

1. This New Company has the right to purchase or fabricate from any sources where always the Price would be cheaper and with understanding that only original "INTER" design is being used and same material and quality standard is guaranteed.

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ADDITION.

K. Territory of Operation.

1. It is well understood that the territory of operation for the proposed joint venture is limited to the following countries:

- | | |
|--------------|----------------|
| a) Singapore | f) Brunei |
| b) Malaysia | g) Hong Kong |
| c) Thailand | h) Taiwan |
| d) Vietnam | i) South Korea |
| e) Indonesia | j) Japan |

All other countries we clearly excluded and no operation at all will be undertaken by any of the parties involved neither direct or indirect by third parties in the program of "Lashing Systems". Also it is agreed that all fabrication drawings and designs will be not transferred to other company remaining only at the new company disposal. INTER will be informed, as well of all planned fabrication prior to ordering, to compare costs accordingly.

===== 00000000 =====

Exhibits VICENTE HERNANDEZ SANCHEZ

Agreed
bundle of
documents
marked AB
Page 82

Letter
Mr. Hock Cheong' & Co
Hernandez- 138 Kallang Place
to SINGAPORE 12

Defendants Attn : Mr Michael Lew - Managing Director
19th May Mr Ong G Quee - General Manager
1978

Dear Sirs,

Re : Joint Venture In Singapore.

As a minor shareholder of the proposed joint venture and, also, as an appointed future Managing Director of the above mentioned future company I like to notify that in my opinion there is no possible success for the new company because of following points :

- 1 After 4 months of personal experience, as delegate to control Inter's consignment stock and sales program for the Far East and South East Asia, I have noticed myself that my presence and my information has never been precise nor complete to comply properly with my job.
- 2 I was very disappointed when I noticed that, although against the agreement between Hock Cheong & Co and Inter, Jurong office for Hock Cheong & Co was under-cutting the work of Kallang office.
- 3 For several times Hock Cheong & Co has tried to produce the same equipment as Inter without their consent.
- 4 After following the discussions between major shareholders, certain restrictions have been done to my housing expenses and personal capability for employing the staff whom I may consider the best.

To conclude, and re-affirm my conversation with your Mr Jimmy Lew and Mr G Q Ong and Inter's Managing Director Mr B Merten at the Singapore Hilton Hotel coffee house, on today's date, I do not accept my share on the proposed new venture nor my employment as Managing Director.

Please take due note that since 18 May 1978 housing expenses are supported by myself.

Regretting all possible inconveniences caused I remain,

Yours sincerely,


V HERNANDEZ



INTER

EQUIPOS NAVALES, S. A.

CALLE DE FERRAZ, 2 - SEGUNDO IZQUIERDA
TELEFONOS: 241 93 91 - 247 94 00 - 247 94 09 - 242 47 34
TELEX: 22884 RETNI E - 43848 INEN E - TELEGRAMAS: INTENASA
MADRID-8
C/G. BANCO POPULAR ESPAÑOL
C/G. BANCO EXTERIOR DE ESPAÑA
C/G. BANCO DE BILBAO

Exhibits

Agreed bundle of
documents marked AB
Pages 83 & 84, Letter
Plaintiffs to Defendants
20th May 1978

Attn : M/s Mike Lew / Managing Dire.
G Q Ong / General Mgr.

Hock Cheong & Co
138 Kallang Place
SINGAPORE 12

su ref.: su carta nuestra ref.: fecha: 20 May 1978

Dear Sirs,

Re : Joint-Venture.

We have to confirm our today's meeting at the Singapore Hilton Hotel which took place in the presence of Mr G Q Ong, Mr Jimmy Lew, Mr V Hernandez and the under-signer. It was informed to Mr G Q Ong and Mr Jimmy Lew that Mr Hernandez is declining to be shareholder and Managing Director in a joint-venture between Hock Cheong & Co and Inter. The reasons have been explained and will be confirmed by written letter by Mr Hernandez himself.

Inter facing this new situation has been forced to decline participation in the joint-venture as to the conditions negotiated with you previously in the past days. We have therefore taken following decision :

- 1 Removing the consignment stock from your premises to a bonded warehouse.
- 2 Engaged Mr Hernandez until further decision with the administration of this material.
- 3 Registering our name as private company in Singapore to provide legal backing of our interest.
- 4 Authorise Mr Hernandez to keep contact with all customers on Inter's behalf to secure orders of pending projects.
- 5 Give guarantee to Hock Cheong & Co for their commission on all projects pending until your no. 1068-5-78.
- 6 Provide the supply of possible orders to Hock Cheong & Co if any order would be booked by them ex our bonded stock at same price as indicated in your price list for consignment stock, granting your full commission.
- 7 The board of shareholders of Inter Spain will be informed of the new situation and authorisation will be asked for to re-negotiate with Hock Cheong & Co new conditions.
- 8 The undersigner suggest to meet Mr Lew or Mr Choo in Madrid or London in Mid-June for new negotiations

Exhibits - Agreed bundle of
documents marked AB - Pages 83 & 84
Letter, Plaintiffs to Defendants
20th May 1978

(cont'd)



INTER

EQUIPOS NAVALES. S. A.

CALLE DE FERRAZ, 2 - SEGUNDO IZQUIERDA
TELEFONOS: 241 93 91 - 247 94 00 - 247 94 09 - 242 47 34
TELEX: 22864 RETHIE - 43848 INEN E - TELEGRAMAS: INTENASA
MADRID-8
C/c. BANCO POPULAR ESPAÑOL
C/c. BANCO EXTERIOR DE ESPAÑA
C/c. BANCO DE BILBAO

L

su ref.:

su carta

nuestra ref.:

fecha:

We trust that you will understand that without having a man of our confidence in a joint-venture where we are supposed to have 51 percent we cannot go on for the time being. Besides it is of essential condition to have a technical standard and service guaranteed to the client which requires an adequate trained man in our systems.

We regret the actual situation and sincerely hope that a solution will be found quickly to satisfy all parties.

We remain Dear Sirs,

Yours faithfully,
INTER EQUIPOS NAVALES, S. A.

B MERTEN

Exhibits

Agreed bundle
of documents
marked AB
Page 85, Telex
Defendants to
Plaintiffs
29th May 1978

GA
05222864+
22864 ABKCO G
GA
05222864+
NC

GA
05222864+
NC

10 GA
05243848+06.01
43848 INEN E
HCC RS23437

TX 624 29-5-78

ATTN: MR MERTEN

IN/OUT

Joint Venture

[Handwritten signature]

I AM REALLY SURPRISED AT THE CHANGE OF SITUATION IN REGARDS TO OUR JOINT VENTURE. I THOUGHT DURING OUR MEETING FOR 2 DAYS WE HAVE CLARIFY EVERYTHING N ALL SET FOR THE NEW VENTURE.

THE REASONS GIVEN BY YR MR. HERNANDEZ IS OF NO SIGNIFICANCE N REASONS 20 TO HIS RESIGNATION. HE WAS PRESENT AT THE MEETING N WITH GOOD FAITH WE CONCLUDED N CELEBRATED THE SUCCESS OF THE MEETING. A PERSON DOES NOT CHANGE HIS MIND JUST OVER NIGHT, ESPECIALLY WHEN THIS PERSON IS SENT BY U, FIRSTLY AS A TECHNICAL REPRESENTATIVE OF INTER TO GIVE TECHNICAL ADVICE N TO BOOST INTER'S PRODUCTS IN THE FAR EAST.

THE WAY I SEE THINGS IS THAT THE WHOLE STARTED FROM YR DELEGATE. IF HE REFUSES TO HANDLE THE NEW VENTURE, I SUGGEST THAT U EITHER RECALL HIM BACK TO MADRID N RE-DELEGATE SOMEONE ELSE WHOM U CAN HANDLE N IN THE MEANTIME WE, HOCK CHEONG WILL CARRY ON SELLING INTER PRODUCTS AS AGENT UNTIL A LATER DATE WHEN WE CAN AGAIN DISCUSS ONE 30 JOINT VENTURE.

HOWEVER IF YR DELEGATE HAS IDEAS OF HIS OWN BY DISREGARDING HOCK CHEONG N START ON HIS OWN THEN U TELL ME IF THIS MOVE IS BUSINESS-LIKE. FOR YR INFORMATION, WHEN WE WERE IN JAPAN YR PEOPLE CALL MR. NISHIKAWA N TOLD HIM THAT IF I HAVE NO SHARE IN HIS BUSINESS THEN MR. HERNANDEZ IS PREPARED TO BUY SHARE IN MR. NISHIKAWA'S COMPANY N HE ALSO WILL LET MR. NISHIKAWA HANDLE THE AGENCY OF INTER FOR THE WHOLE OF SOUTH EAST ASIA.

ACCORDING TO YR LETTER U HAVE SUGGESTED THAT SINCE THE SITUATION WAS CREATED BY YR DELEGATE AND THAT U WILL MEET EITHER MYSELF OR 40 MR. CHOO IN MID-JUNE FOR NEW NEGOTIATION, I FIND THIS MOVE TO OFFER MR. NISHIKAWA THE AGENCY VERY PRECULIAR. PLSE LET ME HAVE YR VIEWS REGARDING THE WHOLE MATTER.

REGARDS
HCC/MICHAEL LEW

Exhibits

Agreed bundle
of documents
marked AB - Page 86
Letter, Chua Hay &
Wee to Allen &
Gledhill

20th December
1978

Our Ref SM/ls/733/78
Our Ref RC/502-38/HC

CHUA HAY & WEE

718 Colombo Court/S'pore 6/Tel: 39347/Cable: Juschwee
Advocates / Solicitors / Commissioner for Oaths
Chua Keng Loy / Stanley SK Hay / Patrick CS Wee

December 20th, 1978

Messrs. Allen & Gledhill,
1st Floor,
OUB Chambers,
Raffles Place,
Singapore, 1.

21 DEC 1978
ALLEN & GLEDHILL
11 12 1
9 1 2

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Dear Sirs,

Re: Inter Equipos Navales (F.E.) Pte. Ltd.

We refer to your letter dated 18th October, 1978.

It is obvious that your clients are not interested in settling this matter, and we have instructions from our clients to commence proceedings against your clients for damages for breach of contract.

Kindly let us know within seven (7) days hereof whether you have instructions to accept service on behalf of your clients. If we do not hear from you within the time stipulated, we will assume that you have no such instructions and will then proceed accordingly.

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Yours faithfully,


c.c. Clients

JB

Exhibits

Agreed bundle
of documents
marked AB
Page 87
Letter, Allen &
Gledhill to
Chua, Hay & Wee
11th May 1979

SM/cp/733/78
RC/502-38/HC

11th May 1979

Messrs Chua Hay & Wee
718 Colombo Court
Singapore 6

Dear Sirs,

re: Hock Cheong & Co

10 The writer spoke to Mr Roy Chua in regard to this matter this afternoon. We understand that you have instructions from Messrs Hock Cheong & Co to accept service of this process. Would you kindly let us have confirmation of this in writing and we will then take steps to serve the Writ on you as solicitors for the Defendants.

Yours faithfully,

(Sd.) ALLEN & GLEDHILL

Exhibits

Agreed bundle
of documents
marked AB

Page 88

Letter, Allen
& Gledhill to
Chua Hay &
Wee

16th May 1979

SM/cp/733/78

RC/502-38/HCC

16th May 1979

Messrs Chua Hay & Wee
718 Colombo Court
Singapore 6

Dear Sirs,

re: Suit No. 1092 of 1979
Inter Equipos Navales SA
vs
Hock Cheong & Company

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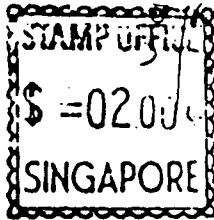
We thank you for your letter of 11th
May 1979. We note your comments in the
last paragraph of your letter under reply
and steps will be taken to serve Suit No.
1092 of 1979 on you as solicitors for the
Defendants.

Yours faithfully,

(Sd.) ALLEN & GLEDHILL

LETTER DESPATCHED ON 16/5 -

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FORM 6

THE COMPANIES ACT, CHAPTER 185

Section 16 (2)

STATUTORY DECLARATION OF COMPLIANCE

INTER EQUIPOS NAVALES (FAR EAST) PTE. LTD.

In the matter of the Companies
Act, Chapter 185 and
In the matter of Inter Equipos
Navales(Far East)Pte.Ltd.


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I, TAN KAY BIN of 430, 3rd Floor, People's Park Complex,
Singapore 1, I/C No.0036645/E do solemnly and sincerely
declare :-

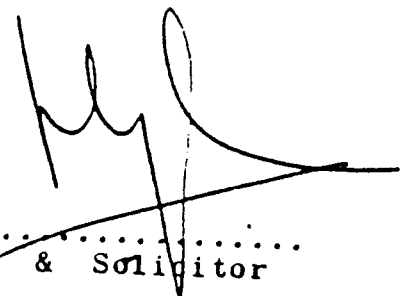
1. That I am Advocate and Solicitor engaged in the formation of Inter Equipos Navales(Far East)Pte.Ltd.
2. That all the requirements of the Companies Act, Chapter 185 and of the Companies Regulations in respect of matters precedent to the registration of the company and incidental to its registration have been complied with.

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And I make this solemn declaration conscientiously believing the same to be true, and by virtue of the provisions of the Statutory Declarations Act, 1835.

 *Adv. Spne*

9 NOV 1981


.....
Advocate & Solicitor

Declared at *Spne* this *20th* day of *MAY* 1978.

Before me -



Exhibits

Agreed bundle of documents marked AB
Page 98 - Register of Companies form
of Certificate of Identity
20th May 1978

FORM 7

THE COMPANIES ACT, CHAPTER 185

Section 16(3)

CERTIFICATE OF IDENTITY
(Pursuant to Section 16(3))

I, TAN KAY BIN, Advocate and Solicitor of 430, 3rd
Floor, People's Park Complex, Singapore 1, I/C NO. 0036645/E
do certify to the best of my knowledge and ability that -

1. Mr. Khoo James of 193A Guillemard Road, Singapore
14, I/C NO. 0210248/Z
2. Mr. Vicente Hernandez Sanchez of Luchana 15,
Madrid 10, Spain, Spanish Passport No. 141464-77
3. Mr. Karl-Friedrich Birger Merten of Madrid 16,
Abedul 9, Spain, Spanish Passport No. E 1677496
German

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are identified by me as Subscribers/Officers to the Memorandum
and Articles of Association of INTER EQUIPOS NAVALES (FAR EAST)
PTE. LTD.

Dated this 20th day of MAY 1978.

Advocate & Solicitor

20

Exhibits - Agreed bundle of THE COMPANIES ACT, CHAPTER 185.
 documents marked AB -
 Page 99 Registry of
 Companies Consent to act
 as Director - 20th May 1978

Section 123(1)

CONSENT TO ACT AS DIRECTOR

INTER EQUIPOS NAVALES (FAR EAST) PTE.LTD.

Registrar of Companies,
 Rooms 312/316, 3rd Floor,
 Colombo Court,
 Singapore 6.

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I/We, the undermentioned person(s) hereby consent to act as
 director(s) of INTER EQUIPOS NAVALES (FAR EAST) PTE. LTD.

Full Name	Address	Description	Identity Card No Citizenship No. Passport No.
KHOO JAMES	193A Guillemard Road Singapore 14.	Manager	Singapore I/C No 0210248/Z
VICENTE HERNANDEZ SANCHEZ	Luchana 15 Madrid 10 Spain	Real Estate Agent	Spanish Passport No. 141464-77
KARL-FRIEDRICH BIRGER MERTEN	Madrid 16 Abedul 9 Spain	Industrialist	German Spanish Passpor No. E 1677496

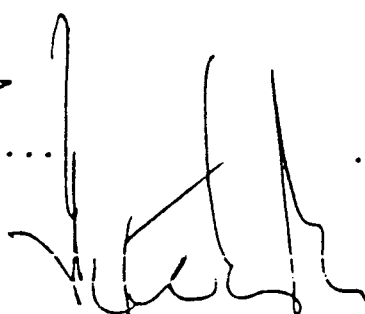
20


Dated this 20th day of May 1978

10 NOV 1981



 KHOO JAMES





 VICENTE HERNANDEZ SANCHEZ

.....
 KARL-FRIEDRICH BIRGER MERTEN

THE COMPANIES ACT,

Section 54 (1)

Exhibits

Agreed bundle of documents marked AB Pages 100 and 101 Registry of Companies form of Return of Allotment of shares 16th June 1981

RETURN OF ALLOTMENT OF SHARES.

Inter Equipos Navales (Far East) Pte. Ltd.

8702
23

The shares referred to in this return were allotted, or are deemed to have been allotted under subsection (6) of section 54 of the Companies Act, 196

* between the day of 19.....
and the day of 19...../ on
the 16th day of June 19 81

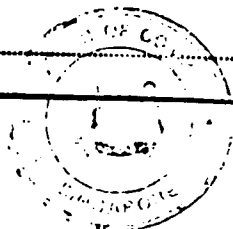
1. † Number of shares allotted payable in cash	99,900	10
Nominal amount of each of the shares so allotted	\$ 1/-	
Amount paid or due and payable on each of the shares so allotted-		
paid	\$ 1/-	
due and payable on allotment	\$ Nil	
Amount of premium paid or payable on each share	\$ Nil	

2. † Number of shares allotted for a consideration other than cash	Nil	
Nominal amount of each of the shares so allotted	\$ Nil	
Amount to be treated as paid on each of the shares so allotted	\$ Nil	20

The consideration for which the shares have been so allotted is as follows:—

Nil

.....
.....
.....



Certified True Copy

Signature

3 1 The names and addresses of the allottees of shares in the company and the numbers and classes of shares allotted to them are as follows

Surname	Christian or other Names	Address	Number of Shares Allotted						
			Preference		Ordinary		Other kinds		
			Cash	Otherwise	Cash	Otherwise	Cash	Otherwise	
Birger Merten	Karl-Friedrich	Madrid 16, Abedul 9 Spain			99,900 -----				



Certified True Copy

[Handwritten Signature]

- 9 NOV 1981

Exhibits Agreed bundle of documents
 marked AB - pages 100 and 101 - Registry
 of Companies form of Return of
 Allotment of Shares - 16th June 1981
 (cont'd)

Dated this 16th day of June 19 81

Exhibits

Agreed bundle of documents
marked AB - Pages 102 & 3
Registry of Companies form
of Return giving particulars
of Directors

0649
29/6/87

FORM 49
COMPANIES ACT, (CAP-185)
RETURN GIVING PARTICULARS IN REGISTER OF
DIRECTORS, MANAGERS AND SECRETARIES, AND CHANGES OF PARTICULARS
INTER EQUIPOS NAVALES (FAR EAST) PTE. LIMITED
DIRECTORS

224.

Present Names	Former Names	Residential Address	Business Occupation (if any)	Particulars of Other Directorships	Nature of appointment or change and relevant date	Identity Card No. Citizenship No. Passport No.	Nationality
James Khoo	-	193A Guillemard Road Singapore 14	Manager	-	-		Singapore Citizen
Karl-Friedrich Birger Merten	-	Madrid 16, Abedul 9, Spain	Industrialist	-	-	I.C. No. 0210248/Z Passport No. E 1677496	German
Javier Goyoaga	-	24A Cairnhill Court Cairnhill Road Singapore 9	Manager	-	Resigned : 4/5/81	Passport No. 510/78	Spanish



True Copy
Asst. Secy
Registry of Companies
Singapore

Exhibits
 Agreed bundle of documents
 marked AB - Pages 102 & 3
 Registry of Companies Form of
 Return giving particulars of
 Directors (cont'd)

MANAGERS AND SECRETARIES

Office in Company	Full Name	Address	Other Occupation (If any)	Nature of Appointment or Change and Relevant Date	Identity C Citizensh. Passport
Managers					
Secretaries	Javier Goyoaga James Khoo	24A Cairnhill Court, Cairnhill Road Singapore 193A Guillemard Road, Singapore	Manager Manager	Resigned : 4/5/81 Appointed : 4/5/81	Passport No. 510/78 I.C. No. 0210248/2



Certified True Copy
Asst. Secy

225.

Dated this 10th day of June 1981

9 NOV 1981

[Signature]
 Director/Secretary

189 244/122/104-106 Annual Return of Inter Equipos Navales (Far East) Pte. Ltd. (Section 165(2))

Exhibits

Agreed bundle of documents marked AB
 Pages 104-106
 Registry of Companies form of Annual Return of Inter Equipos Navales (Far East) Pte. Ltd.

EIGHTH SCHEDULE

FORM OF ANNUAL RETURN OF A COMPANY HAVING A SHARE CAPITAL

Annual Return of ~~the~~ INTER EQUIPOS NAVALES (FAR EAST) PTE. LTD. Berhad
 made up to the 19th day of March, 1981, (being the date or a date not later than the fourteenth day after the date of the Annual General Meeting in 1981).
 The date of the Annual General Meeting of the Company was 19th March 1981
 The address of the registered office of the company is Room 403, Sin Chew Jit Poh Building, 19 Keppel Road, Singapore
 The address of the place at which the register of members is kept if other than the registered office is Nil

SUMMARY OF SHARE CAPITAL AND SHARES

Nominal Share Capital \$ <u>25,000</u> divided into <u>25,000</u>	{	shares of \$ <u>1/-</u>
		shares of \$ <u>-</u>
Total number of shares taken up ¹ to the day of <u>19th March</u> , 19 <u>81</u> (being the date of the return or other authorized date)	{	100
Number of shares issued subject to payment wholly in cash		Nil
Number of shares issued as fully paid up otherwise than in cash		Nil
Number of shares issued as partly paid up to the extent of \$ _____ per share otherwise than in cash		Nil
² Number of shares (if any) of each class issued at a discount		Nil
Total amount of discount on the issue of shares which has not been written off at the date of this return		Nil
³ There has been called up on each of <u>100</u> shares,	\$	1/-
³ There has been called up on each of <u>-</u> shares,	\$	Nil
³ There has been called up on each of <u>-</u> shares,	\$	Nil
⁴ Total amount of calls received including payments on application and allotment	\$	100/-
Total amount (if any) agreed to be considered as paid on _____ shares which have been issued as fully paid up otherwise than in cash	\$	Nil
Total amount (if any) agreed to be considered as paid on _____ shares which have been issued as partly paid up to the extent of _____ per share otherwise than in cash	\$	Nil
Total amount of calls unpaid	\$	Nil
Total amount of the sums (if any) paid by way of commission in respect of any shares or debentures since the date of the last return	\$	Nil
Total amount of the sums (if any) allowed by way of discount in respect of any debentures since the date of the last return	\$	Nil
Total number of shares forfeited		Nil
Total amount paid (if any) on shares forfeited	\$	Nil
⁵ Total amount of the indebtedness of the Company in respect of all charges which are required to be registered with the Registrar of Companies	\$	Nil

Registered No. _____ Date of Registration _____ Amount of the indebtedness at date of return _____

- 9 NOV 1981

Nil



Certified True Copy

[Signature]
 Registrar of Companies

- Where there are shares of different kinds or amounts (e.g. Preference and Ordinary, or \$ _____) state the numbers and nominal values separately.
- If the shares are of different kinds, state them separately.
- Where various amounts have been called, or there are shares of different kinds, state them separately.
- Include what has been received or forfeited as well as on existing shares.
- State in respect of each charge the registered number thereof, the date of registration, and amount of indebtedness at the date of the return.

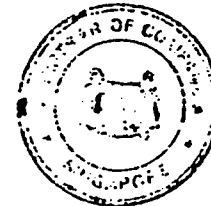
Signature *[Signature]*
 I. Soyoaga (Secretary)

Particulars of the *Directors, Managers, Secretaries and Auditors of the

INTER EQUIPOS NAVALES (FAR EAST) PTE.

LIMITED, at the date of the Annual Return

	The Present Full Name	Any Former Names	Usual Address	Other Business Occupation and in the case of Directors Particulars of Other Directorships required to be shown by Section 141 (2) (b) and (3) If none, state so
D	James Khoo Karl-Friedrich Birger Merten Javier Goyoaga	Nil Nil Nil	193A Guillemard Road, Singapore 14 Madrid 16, Abedul 9, Spain 24A Cairnhill Court, Cairnhill Road, Singapore 9	Manager Industrialist Manager
M	Nil	-	-	-
S	Javier Goyoaga	Nil	24A Cairnhill Court, Gairnhill Road, S'pore 9	Manager
A	M/s. Turquands Ernst & Whinney	Turquands Youngs & Co.	19th Floor, Ocean Building Collyer Quay, Singapore 0104	Chartered Accountants P. A. S.



Corrected True Copy

Reg. of C. Singapore

- 9 NOV 1981

Exhibits - Agreed bundle of documents marked AB
Pages 104-106 - Registry of Companies Form of
Annual Return of InterEquipos Navales (Far East)
Pte. Ltd. (cont'd)

* "Director" includes any person who occupies the position of a director by whatever name called and any person in accordance with whose directions or instructions the directors of a company are accustomed to act.

† In the case of directors the address given must be the usual residential address. See Section 141 (2) (a).

Signature J. Goyoaga (Secretary)

INTER EQUIPOS NAVALES (FAR EAST)

PTE. LTD.

Exhibits

Agreed bundle
of documents
marked AB
Pages 104-106
Registry of
Companies
form of
Annual Return
of Inter
Equipos
Navales
(Far East)
Pte. Ltd.
(cont'd)

List of persons holding shares in the
on the 19th day of March 1981 (being the date of the return or other authorized date
and an account of the shares so held

Note.- If the names in this list are not arranged in alphabetical order, and index sufficient
to enable the name of any person in the list to be readily found must
annexed to this list.

Folio in Register Ledger Containing Particulars	Names and Addresses	Number of Shares held by Existing Members
A 1	Felipe Areal Alvarez Francisca, Moreno 6 Madrid 1	4
C 1	Quintin Narciso Navarro Campa Conrado Del Campo 2 Apartment A, Madrid 27	4
M 1	Karl-Friedrich Birger Merten Madrid 16, Abedul 9 Spain	92 100 =====



Certified True Copy
[Signature]
Registrar of Companies
Singapore.

- 9 NOV 1981

* The aggregate number of shares held, and not the distinctive numbers, must be stated, and the column must be added up throughout so as to make one total to agree with that stated in the summary to have been taken up
† When the shares are of different classes these columns may be subdivided so that the number of each class held may be shown separately. Where any shares have been converted into stock particulars of the amount of stock must be shown.

[Signature]
J. Goyonga (Secretary)

HOCK CHEONG & CO.,

3, SECOND CHIN BEE ROAD, JURONG TOWN, SINGAPORE 22. TEL: 2611588/9, 652488, 652954.
138, KALLANG PLACE, SINGAPORE 12. TELEPHONE: 2585033, 2926620.

Date: 28th February, 1978.

Jurong Alloys Pte. Ltd.
6, Gul Circle
Singapore 22.

HOCK CHEONG & CO.	
to S 1012/74	P1
Date 11/11/81	<i>[Signature]</i>

Attn: Mr. Wong Chong Wee
Marketing Executive

10 Dear Sir,

Please acknowledge receipt of the following items:-

1. 1 pce. - Model EAT-3 Special Transversal Lashing Assemblies.
2. 1 pce. - Model GG-6A Securing Pads.
3. 1 pce. - Model AF-1 Lashing Eyes. (Breaking Strength 36-42-50 Tns)
4. 1 pce. - Model FCM-2 Dovetail Foundations FCM Type.
5. 1 pce. - Model CIE-1D (1R) Intermediate Stacking Cones, CIE Type.
6. 1 pce. - Model CIE-2D Intermediate Stacking Cones CIE Type.
7. 1 pce. - Model TP-5 Bridge Fittings.

Thank you.

20 Yours faithfully,
HOCK CHEONG & CO.

[Handwritten Signature]
ONG HOCK CHEONG

I, *[Handwritten Name]* received the above mentioned items from
Hock Cheong & Co. on 28th February, 1978 in good conditions.

Signature

Date : 28/2/78

508/8/WCW/ks

10 March 1978

Hock Cheong & Co.
138 Kallang Place
Singapore 12

ATTENTION MR ONG GEOK QUEE

Dear Sirs

Container Fittings

With reference to the above, we are honoured to have the opportunity to quote you. Our best price is as follows:- 10

1. 200-only Model EAT-3 Special Transversal Lashing Assemblies consisting:
 - (a) Threaded Hook complete with nut and a plain washer
Price each: \$ 68.41
Pattern cost for once: \$726.00
 - (b) Retaining Block
Price each: \$ 21.00
Pattern cost for once: \$1,140.00
2. 200-only Model GG-6A Securing Pad. 20
Price each \$ 10.00
Pattern cost for once: \$1,380.00
3. 200-only Model AF-1 Lashing Eyes complete with Pad Plate. \$ 17.70
Pattern cost for once: \$1,320.00
4. 200-only Model FCM-2 Dovetail Foundations.
Price each: \$ 30.50
Pattern cost for once: \$ 682.00
5. 200-Only Model CIE-1D(1H) Intermediate Stacking Cones. 30
Price each: \$ 10.00
Pattern cost for once: \$1,320.00
6. 200-only Model CIE-2D Intermediate Stacking Cones.
Price each: \$ 24.00
Pattern cost for once: \$1,320.00
7. 200-only Model TP-5 Bridge Fittings.
Price each: \$ 56.10
Pattern cost for once: \$1,320.00

Exhibits

Plaintiffs'
Exhibits
P2 Letter
Jurong Alloys
Pte Ltd. to
Defendants
10th March 1978
(Contd.)

Jurong Alloys Pte Ltd
Hock Cheong & Co

All our castings prior to delivery would be painted with one layer of lead-oxide paint.

Delivery terms of payment are to be negotiated.

Material: Cast Steel to our equivalent specification JA 142.

We trust that our foregoing is acceptable and await your favourable reply.

Yours faithfully,

I. W. Irving
Manager

Exhibits

EXHIBIT D.5
DATE 13 MAR 1978

GA
05222864+
08.44
22864 RETNI E

Defendants Exhibits
D5. 2 Telexes, Defendants
to Plaintiffs - 13th
March 1978

IN/OUT

DATE RECEIVED	
GENERAL MANAGER	<i>[Signature]</i>
TECHNICAL ADVISOR	<i>[Signature]</i>
SALES & MARKETING MANAGER	<i>[Signature]</i>

HCC RS23437

328 13.3.78

ATT MR MERTEN

1039-3-78.

RE: INDONESIAN NATIONAL LINE - 25 VESSELS
UNDER NEGOTIATION

10

PLS ADVISE MORE INFOR. RE A.M. AS WE'RE PLANNING O
TO VISIT INDONESIA VERY SOON - PROBABLY AFTER 15-3-78.

MANY THANKS

RGDS
HCC/JAMES KHOO
INTER/HERNANDEZ

SH
Please have
a copy of
for j's file
thanks.
[Signature]

331 13.3.78

ATT MR MERTEN - URGENT

REF: SPARE PARTS FOR V. **▼ SAMJOHN GOVERNOR ▼** FROM
JOHN SAMONAS N SONS. LONDON.

0/1030-3-78.

HCC S'PORE HAVE QUOTED, FOR IMMEDIATE DELIVERY INTER'S
EQUIPMENT FOR A.M. VESSEL.

THEY ASKED FOR OUR BT-5 (36 T) LENGTH APPROX. 4.2 M.
BUT THEY DON'T HAVE EX-STOCKS S'PORE. THEY WANT SPECIAL
ALLOWANCE FOR MANUFACTURE THEM IN S'PORE N SUPPLY A.M.
VESSEL. PLS. NEED YOUR OPINION IMMEDIATELY.

UN ABRAZO,

HCC/JAMES KHOO
INTER/HERNANDEZ

30

22864 RETNI E

HCC RS23437
VVVV
00.03.06

Z 426

6-04-78

ATT HR DE ANDRES

RE: "BUNGA TERATI"
O/1046-3-78
YR/8032-3-78

RECEIVED	6 APR 1978
GENERAL MANAGER	<i>[Signature]</i>
TECHNICAL ADVISOR	<i>[Signature]</i>
SALES & MARKETING MANAGER	<i>[Signature]</i>

[Handwritten notes and signatures]
 11/4
 11 a.m.
 7/4 4 samples

Exhibits
 Defendants
 Exhibits
 D6: Telex,
 Defendants to
 Plaintiffs
 6th April
 1978

RE YR TXS 1434 N 1495, 31-3-78 N 5-4-78, RESPECTIVELY.
 WE DON'T UNDERSTAND DIFFERENCE ON DELIVERY DATE.
 DO PLS UNDERSTAND THAT A.M. BT-2 MUST BE SHIPPED IN S'PORE ON
 THE 29 APRIL.

10 IF WE ARE NOT ABLE TO SUPPLY THIS IN TIME N TO GIVE HCC 8 PER CENT
 COMMISSION, ORDER IS LOST.

I INFORM U THAT HCC HAS THE ORDER ALREADY N IS ABLE TO MADE THE
 RODS IN S'PORE WITH A 50/50SPLIT BENEFITS.

PLS DO UNDERSTAND THAT HCC IS NOT WILLING TO ACCEPT INTER'S
 BILLING N SPREADER WAS SOLD FROM JURONG OFFICE WEEKS AGO N
 NOTHING CAN BE DONE NOW.

TO AVOID MISUNDERSTANDINGS SEND, IN ENGLISH LANGUAGE, LAST
 PARAGRAPHS OF YR TX. 1495 OF 5-4-78.

UN ABRAZO.

20 INTER/HERNANDEZ
 HCC/JAMES

VVVVV
 00.05.33

SH
 Please file
 a copy in sales
 file & a copy
 for me.
 Thanks

Defendants Exhibits
D7. Letter, Defendants
to Plaintiffs - 6th
April 1978



MEMORANDUM

Business Reg. No.015926/OOA

Your Reference

Our Reference **029/4/78**

Date **6th April, 1978**

To : Mr. Merten

From : Mr. V. Hernandez

Attached you received photostated copies of prices for several different INTER's items, as per enquiry from HCC.

This information has to do with my teleconversation report to you on March this year, about samples sent to Singapore Steel Pte Ltd and Jurong Alloys Pte Ltd.

10

Your comments would be appreciated.

VH/sh

enc

IN THE JUDICIAL COMMITTEE OF THE PRIVY COUNCIL

O N A P P E A L
FROM THE COURT OF APPEAL IN THE REPUBLIC OF SINGAPORE

B E T W E E N :-

INTER EQUIPOS NAVALES, S.A.

Appellants
(Plaintiffs)

- and -

1. LEW KAH CHOO

2. LEW KAH HOOK

3. LEW KAH HOO

4. LEW LAY BENG (f)

All trading under the name and style of
HOCK CHEONG & COMPANY

Respondents
(Defendants)

RECORD OF PROCEEDINGS

EXHIBITS - VOLUME II

COWARD CHANCE,
Royex House,
Aldermanbury Square,
London EC2V 7LD

Solicitors for the Appellants

JAQUES & LEWIS,
2 South Square,
Grays Inn,
London WC1R 5HR

Solicitors for the Respondents
