



Action code: **COMMERCIAL**

Fees for Technical Assistance and Advisory Work

MAN PrimeServ, Copenhagen

SL11-549/PMN
December 2011

Concerns

Owners and operators of MAN B&W two-stroke low speed MC/MC-C/MC-S, ME/ME-C/ME-B and ME-GI engines.

Dear Sirs

The purpose of this service letter is to inform operators of MAN B&W engines of PrimeServ's prices on service rendered from Denmark and our service centres around the world.

The fees are valid from 1 January 2012 for assistance rendered by personnel based in Denmark.

Any questions regarding our fees for technical service can be directed to PrimeServ, dept. DT-CPH, at PrimeServ-Cph@mandieselturbo.com

Yours faithfully

Per Rud
Vice President
PrimeServ Two-stroke

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Senior Manager
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Fees in Euro for Technical Service

Superintendent engineers and advisory work, testing, trouble-shooting, and waiting

Weekdays (within normal working hours, 07-17.00)			Saturday, Sunday, and local holidays			Waiting and travelling time
Full day (4-8 hrs)	½ weekday (0-4 hrs)	Rate after normal working hours	Full day (4-8 hrs)	½ day (0-4 hrs)	Rate after 8 hours' working day	Per hour
1,200	650	220	1,730	900	270	140

Fitting work, attending repair jobs, erecting new engines, overhaul work, etc., travelling and waiting, per service call

Weekdays (within normal working hours)		Saturday, Sunday, and local holidays		Waiting and travelling time	
Full day (8 hrs)	Rate after normal working hours	Full day (8 hrs)		Waiting days, idle days	Travelling time
960	175/hour	175/hour		735/day	115/hour

Terms and conditions

For service rendered outside the home base of the respective service personnel, a per diem charge of EUR 85 will be added, together with expenses for hotel and transportation. In addition to the service fees, customers will be invoiced for travel expenses.

Flight tickets as well as hotel accommodation will be booked by MAN Diesel & Turbo. A 10% administration fee will be added to our outlays (hotel, air ticket, taxi, train, ferry, etc.).

Supporting documents, i.e. documentation for flight tickets and hotel accommodation, will only be made available if requested when the service visit is ordered. If such documents are ordered after the service attendance, a fee of EUR 350 will be charged.

Expenses related to special visa requirements, as regards the ISPS Code, etc., are added on actual cost basis + 10%. The exchange rate is fixed on the date of issue of the order.

No deductions are to be made in the service fees in regard to the engineer's meal breaks as these breaks have already been provided for in the fees. As a guiding principle, the duties of our engineers cannot be extended beyond 16 hours a day.

A minimum charge of 12 hours per day is applicable when engineers are requested to sail with the vessel.

Please note that our personnel are not authorised to sign any forms releasing the customer/ship/power plant from its responsibility towards our representative. In case any doubt occurs, our representative will be entitled to leave the site, and the customer will be invoiced in accordance with our normal fee, including travel expenses.

Invoices are exclusive local taxes, such as VAT and sales tax (e.g. in China).

Each service call will be followed up by a report covering the service rendered.

We reserve the right for our engineers to decline boarding/disembarking a vessel in case weather conditions, poor boarding facilities, seaworthiness of the launch boat or if other safety issues warrant it.

Service will be rendered in accordance with our General Terms and Conditions, a copy of which is enclosed. The terms of payment are net cash within 30 days from the date of the invoice.

Other services

- The fee for engine performance evaluations and crankshaft alignment calculations is EUR 850.00 for each evaluation.

The data necessary for carrying out the performance analysis are described in our Service Letter SL89-250/UM.

- Analysis of replicas sent to MAN PrimeServ Copenhagen in connection with cylinder condition inspection due to suspicion of catfines:

Price: Basic analysis EUR 500/unit
Full analysis EUR 2,500/unit (1,450/unit after first)

- Our services also include a large number of retrofit products available for engines in service. These products are upgrades to enhance engine performance and reduce emissions. The products are constantly updated and new ones are added. For further information, see the webpage Retrofit and Upgrade under the heading PrimeServ at www.mandieselturbo.com.



Worldwide

We recommend to liase with the nearest PrimeServ Centre in order to reduce travelling time and costs. However, attendance is always subject to availability and capability. In this case, the service fee will be in accordance with the rate charged by the service centre in question.

The latest update of our contact details for our service network can always be found at <http://www.mandieselturbo.com/worldwidenetwork>

For your information we enclose our general terms and conditions.



MAN Diesel & Turbo

General Terms and Conditions – PrimeServ Copenhagen

1 INTERPRETATION

- 1.1 In these Conditions the following words will (unless the context otherwise requires) have the following meanings:
- »**Buyer**« means the person, firm or company that has requested any Work identified in the Order;
 - »**MDT**« means "MAN Diesel & Turbo, Filial af MAN Diesel & Turbo SE, Tyskland" (a Danish registered branch of MAN Diesel & Turbo SE, Germany);
 - »**Conditions**« means the General PrimeServ Terms and Conditions set out herein;
 - »**Contract**« means any contract for Work between the Buyer and MDT;
 - »**Goods**« means goods supplied by MDT (as defined in MDT's tender or order acknowledgement);
 - »**IPRs**« means any intellectual property rights of any nature including without limitation any and all inventions, patents, utility models, design rights, copyright, know how, trade secrets, confidential information, trademarks, service marks, trade names and goodwill;
 - »**Order**« means an order placed by the Buyer with MDT for Work;
 - »**Services**« means services supplied by MDT (as defined in MDT's tender or order acknowledgement);
 - »**Site**« shall mean the place where the Services are to be performed by MDT together with so much of the area surrounding the said place as MDT shall actually use in connection therewith
 - »**Work**« means Goods and/or Services.

The headings in these Conditions are for convenience only and shall not affect their interpretation.

2 FORMATION

- 2.1 All tenders are made and Orders are accepted by MDT subject to the Conditions and they shall apply to all Contracts to the exclusion of any other terms and conditions including without limit those which the Buyer purports to apply under any Order. Variations to the terms of any Contract will only be effective if agreed in writing. If any such agreed variation increases the time or cost to MDT of performing the Contract then the Contract price and/or programme will be adjusted accordingly.
- 2.2 Orders from Buyer are only binding on MDT after a written order acknowledgement has been issued and only on the conditions stated in the order acknowledgement.
- 2.3 All information on weight, dimensions, capacity, price, technical and other data stated in catalogues, prospectuses, circulars, advertisements, illustrated matter and price lists is to be considered approximate. Such information is only binding to the extent expressly stated in the order acknowledgement or in other documents forming part of the Contract expressly referring to such information.

3 DELIVERY AND NON-DELIVERY AND DELAY

- 3.1 Unless otherwise expressly agreed in writing by MDT – delivery times accepted by MDT are given in good faith but are an estimate only; and delivery of the Goods is made „Ex Works“ in accordance with Incoterms 2000, but the delivery price is exclusive of packing, which will be charged extra.
- 3.2 Performance of the Services shall be at the Site specified in MDT's tender or order acknowledgement.
- 3.3 MDT may deliver Goods in instalments and perform Services in sections in any sequence. Default by MDT, howsoever caused, in respect of one or more instalments and/or sections shall not entitle the Buyer to terminate the relevant Contract as a whole.
- 3.4 Where:
- (a) the Buyer fails or refuses to accept delivery of any Goods when they are ready for delivery in accordance with the relevant Order; or
 - (b) MDT agrees (at its sole discretion) to postpone delivery of the Goods at the request of the Buyer; or
 - (c) the Buyer fails to provide any instructions consents or authorisations required to enable the Goods to be delivered on the due date;
- the risk in the Goods shall pass immediately to the Buyer, delivery of the Goods shall be deemed to have taken place and MDT may store or arrange for storage of such Goods and charge the Buyer for all related costs and expenses (including storage and insurance) and may sell such Goods after expiry of 28 days following such failure or refusal and deduct any monies payable to MDT by the Buyer from the sale proceeds and charge the Buyer for any shortfall below the Contract price.
- 3.5 Upon delivery to the Buyer, all Goods should be examined. MDT shall not be liable for any shortages in, damage to or non-delivery of Goods unless the same is notified by the Buyer to MDT (together with all specific details) in writing within 10 days of the actual or anticipated date of delivery (as relevant). Subject to such notice being provided MDT shall, if it is satisfied that any Goods have not been delivered and the cause thereof being beyond the reasonable control of MDT, at its sole discretion, either arrange for delivery as soon as reasonably possible or give credit to the Buyer for such Goods and this shall be the Buyer's only remedy and in lieu of all other rights and remedies which might otherwise be available to the Buyer. Shortages in, or non-delivery of some or part of the Goods shall not affect the Contract in respect of the other or other parts of the Goods.
- 3.6 If the contractual delivery time for the Work or part of the Work is delayed and this delay was caused by negligence or intention of MDT and if the Buyer has suffered a loss caused by such delay, the Buyer shall be entitled to liquidated damages for delay. Such liquidated damages for delay shall amount to 0.5% of the contract price of the delayed part of the Work concerned per each full week of delay considering a grace period of 2 (two) weeks. The liquidated damages for delay will be limited to a maximum of 5% (five per cent) of the Contract price of the delayed part of the Work.
- 3.7 Liquidated damages shall be Buyer's sole and exclusive measure of damages and remedy against MDT with respect to the failure to achieve the contractual delivery time for the Work.

4 TITLE

Unless MDT has been paid in full in advance, the Work will be considered as having been made with MDT retaining the ownership until full payment has been effected by the Buyer under all contracts between MDT and the Buyer. If the Buyer does not pay when due, MDT is entitled to take back the Goods without a court judgement in accordance with the applicable law.

5 PRICE AND BINDING PERIOD OF QUOTATIONS AND TENDERS

- 5.1 Unless otherwise agreed, quotations and tenders lapse after 30 days from their date.
- 5.2 Unless fixed prices have been agreed in writing by MDT, all sales are made at the prices valid at the date of MDT's tender or the date of MDT's order acknowledgement (as the case may be).
- 5.3 MDT shall neither be entitled nor obliged to implement changes in the scope of supply, before the Parties have reached an agreement regarding the corresponding adjustment of the Contract price and the delivery time.
- 5.4 Unless otherwise agreed in writing by MDT prices set out in any of MDT's price lists, tenders or order acknowledgement are Ex Works (Incoterms 2000) and exclusive of any taxes, duties, fees, charges or similar and any costs of carriage, package and insurance which shall be payable in addition to the price.
- 5.5 Unless otherwise agreed by MDT in writing, sums payable by the Buyer to MDT shall fall due and be effected by the Buyer net cash not later than 30 days after the date of the invoice. If any sum payable under the Contract is not paid when due then without prejudice to MDT's other rights under these Conditions, such sum shall bear interest from the due date until payment is made in full, both before and after any judgement, at 8% per annum over the rate of the main refinancing facility of the European Central Bank in force on the due date of payment.

6 PROVISION OF SERVICES

- 6.1 Unless otherwise expressly agreed in writing Services rendered by MDT shall be charged on time basis in accordance with MDT's general rates for personnel at the date of the provision of the Services. Such rates are exclusive of board, lodging and transportation and such other facilities as are to be provided by the Buyer free of charge. All travelling expenses and costs of carriage of luggage, instruments and tools incurred by MDT's personnel shall be finally borne by the Buyer. Unless otherwise agreed MDT's execution of Services is subject to manual assistance being rendered by the Buyer either through engine room staff or other persons made available by the Buyer.
- 6.2 The taking-over of the Works by the Buyer shall be deemed to have taken place at the latest, when the Buyer has received MDT's notice that the Work has been completed, provided that the Work is as required for taking-over according to the Contract. Minor deficiencies which do not affect the efficiency of the Work shall not prevent taking-over. The period, referred to in Condition 7.1 shall start to run at the latest when the Work is ready for taking-over in accordance with this Condition 6.2.

7 WARRANTY

- 7.1 MDT warrants for a period of 12 months from the date the Goods were delivered or the Services rendered, that such Goods and/or Services are free from substantial defects in materials or manufacture and that such Services were carried out with reasonable skill and care.
- 7.2 All conditions, warranties or other terms whether express or implied, statutory or otherwise, inconsistent with Condition 7.1, are hereby expressly excluded to the fullest extent permitted by law.
- 7.3 The warranty given in Condition 7.1 will not apply:
- (a) where the defect complained of arises from any drawing, design, specification or intellectual property right supplied by the Buyer or arises from normal wear and tear, willful damage, the Buyer's negligence, abnormal working conditions, or misuse or alteration or repair of the Goods without MDT's approval or arises from any failure to follow MDT's advice (whether oral or in writing or whether relating without limit to the fabrication, operation, use or maintenance of the Goods), or misuse or alteration or repair of the Goods without MDT's approval;
 - (b) if MDT or its agents is not given a reasonable opportunity to safely inspect the Work;
 - (c) if the total price for the Goods or Services has not been paid by the due date for payment;
 - (d) if the Goods supplied by MDT are mounted in a MDT engine for which the Buyer has also used original parts (i.e. parts which have not been supplied through MDT or through a MDT licensee), in which case MDT does not assume any liability for any damage which may arise.
- 7.4 The obligations of MDT under the Contract are limited such that in the event of a breach by MDT of the warranty in Condition 7.1 or any defect in any Goods or Services MDT shall only be obliged (and shall have no further liability in contract, tort, law or otherwise for any defect in quality of the Goods and/or Services) at its option either to:
- (a) credit the price (if already paid) attributable to the faulty Goods or Services; or

- (b) repair, rectify or replace the faulty Goods or Services provided that such Goods are returned to MDT in their delivered state at the Buyer's expense if so requested by MDT within 12 months from the date of their delivery. MDT shall especially not be responsible for offloading of cargo and/or any precondition works necessary to repair and/or rectify the defect. Condition 7.4 shall be the Buyer's only remedy and in lieu of any other rights and remedies which might otherwise be available to the Buyer.
- Any replacement Goods will be warranted on the terms set out in this Condition 7.

8 FORCE MAJEURE

- 8.1 In case of Act of God, labour disputes, civil commotion, governmental or official actions or any other event which was unforeseeable or outside the reasonable control of the Party affected, the Parties shall be temporarily relieved from their obligations during the period of time such events continue and to the extent their liabilities are affected. The afore-stated shall also be applicable to MDT if a subsupplier of MDT is affected by such event and/or in case the Party concerned is already in default.
- 8.2 The Parties are committed to give each other the necessary information which may reasonably be expected without delay, and to adjust their obligations in good faith to the changed circumstances.

9 INTELLECTUAL PROPERTY RIGHTS AND CONFIDENTIALITY

- 9.1 The Buyer shall not, under any circumstances acquire any right in or to any of the IPRs (including, without limitation, copyright) subsisting in, resulting from or relating to Work, or any plans, descriptions, blue-prints, designs, technical information, software, documents, drawings and/or specifications relating thereto either (a) supplied by or on behalf of MDT to the Buyer in connection with Work, or (b) resulting from Work, unless otherwise expressly agreed by MDT in writing. If the Buyer shall in any way acquire any such rights then the Buyer shall immediately inform MDT and shall forthwith take such steps as may be required by MDT to assign such rights or vest such title in MDT.
- 9.2 MDT shall have the right to apply any trade marks, trade names and/or service marks to the Goods. The Buyer acknowledges that no rights are granted to the Buyer by the use by the Buyer of such trade marks, trade names and/or service marks. The Buyer shall not deface, remove or obliterate any trade marks, trade names or logos applied by MDT on or in relation to the Goods.
- 9.3 The Buyer shall keep confidential and not use, without the prior written consent of MDT, all or any information including without limit, those supplied by MDT to the Buyer or disclosed to or obtained by the Buyer pursuant to or as a result of the Contract, and shall not divulge the same to any third party except to the extent that any such information is or becomes public through no fault of the Buyer, or disclosure of the same is required by law or by any other governmental or other regulatory body.
- 9.4 In the event that MDT bases the production of the Goods on its own specifications, MDT shall under the exclusion of any further liability warrant that such Goods do not interfere with IPRs published in USA, Denmark and/or by the European Patent Office. This shall not apply, if MDT has manufactured the Goods in accordance with drawings, models or other equivalent descriptions or information provided by the Buyer. As far as MDT is not liable pursuant to this Condition 9.4, the Buyer shall release MDT from all third-party claims. In case an infringement of such third parties' IPRs appears to emerge, the Parties will enter into negotiations with due consideration of such situation and jointly agree on the consequences.

10 LIMITATION OF LIABILITY

- 10.1 Nothing in these Conditions shall exclude or limit the liability of MDT for death or personal injury or damage to other property than the Goods caused by MDT's gross negligence or fraudulent misrepresentation.
- 10.2 MDT shall not be liable to the Buyer in contract, tort, law or otherwise howsoever and whatever the cause thereof, (i) for any loss of profit, hire, business contracts, revenues or anticipated savings, or (ii) for damage to the Buyer's reputation or goodwill, or (iii) for any loss resulting from any claim made by any third party, or (iv) for any special, indirect or consequential loss or damage of any nature whatsoever.
- 10.3 Without prejudice to Conditions 7.3, 10.1 and 10.2 MDT's total liability for each Order in contract, tort, law or otherwise shall be limited to the value of that Order.

11 TERMINATION

- 11.1 If the Buyer fails to make any payment when due or to perform any of its other obligations on time, MDT shall be entitled to suspend its performance of the Contract until the failure is remedied; and regardless of whether MDT elects to suspend performance:
- (a) the time for performance of the Contract by MDT shall be automatically extended accordingly; and
 - (b) any cost (including financial costs and storage, demurrage or other charges) thereby incurred by MDT shall be paid by the Buyer.
- 11.2 Without prejudice to any of its other rights MDT may immediately terminate the Contract if any of the following occurs or is likely to occur:
- (a) suspension under Condition 11.1 continues for more than 120 days;
 - (b) the Buyer is in breach of any of its obligations under the Contract which, if capable of remedy, the Buyer has not remedied within 30 days of receiving written notice from MDT; or
 - (c) the Buyer is wound up or becomes insolvent or has a receiver or administrative receiver appointed or any equivalent or analogous event occurs in any other jurisdiction or the Buyer ceases or threatens to cease to carry on business or otherwise is unable to pay its debts when they fall due.
- 11.3 Upon termination, howsoever arising, MDT shall be entitled forthwith to suspend any further work under the Contract without any liability to the Buyer. Without prejudice to MDT's other remedies under the Contract, within 14 days of such a notice of termination, howsoever arising, the Buyer shall pay to MDT:
- (a) the outstanding balance of the Contract price of the Work which has been delivered or performed, and
 - (b) the costs incurred or committed by MDT up to the date of notice of termination in performing such work which is not yet completed plus a reasonable margin to be agreed between the parties which shall not be less than 15% of the Contract price, and
 - (c) the costs reasonably incurred by MDT as a result of the termination.
- 11.4 Termination, expiry or completion of the Contract or any part of it, shall not affect or prejudice the provisions of Conditions 9, 10, 11, 12 and 13.

12 BUYER'S OBLIGATIONS

- 12.1 The Buyer shall provide MDT's personnel with assistance in obtaining official entry, exit or working permits required in the country where the Services are to be carried out and ensure that they have free access to the Site.
- 12.2 The Buyer shall provide MDT's personnel with unobstructed and safe access to the Site to enable them to perform the Work in accordance with the Contract.
- 12.3 The Buyer shall be responsible for ensuring the health and safety of MDT's personnel whilst on the Site. The Buyer shall take appropriate measures to protect MDT's personnel from risks associated with lone working, working in confined spaces and with substances hazardous to health. When MDT is to carry out the Work on the Site, the Buyer shall make available and bear the costs of an adequate number of lifters, local transport, lifting gear, towing, dockage, supply of electricity and similar supplies.
- 12.4 The Buyer shall assume all responsibility for all acts or omissions of the Buyer's personnel and MDT shall have no liability with respect thereto.
- 12.5 The Buyer shall provide all tools, test equipment and test facilities unless specifically stated otherwise in the Contract. Where MDT does supply tools then the Buyer shall give all necessary assistance with the customs formalities required for the import and re-export of MDT's tools and equipment free of all taxes.
- 12.6 The Buyer shall to the best of its ability assist MDT in obtaining all necessary information concerning such local laws and regulations as are applicable to MDT's performance of the Services.
- 12.7 MDT may, at its sole discretion, refuse to perform the Services in conditions or surroundings that it considers may be prejudicial to the health and/or safety of its personnel and/or where the Buyer is in breach of this Condition 12 and MDT shall not be liable under the Contract for any delay in or failure of delivery in such event.
- 12.8 The Buyer shall specify a firm delivery address for the ordered Goods at least within 3 weeks after receipt of MDT's written confirmation of the date of readiness for dispatch. In case Buyer fails to do so, MDT is entitled to sell the Goods selected for delivery to the Buyer to a third party and to set forth a new delivery time to be forwarded to the Buyer for information. In such case the Buyer is not entitled to claim liquidated damages according to Condition 3.6.

13 GENERAL

- 13.1 MDT and the Buyer shall only be entitled to assign or sub-contract any of its rights or the obligations under the Contract with the prior written consent of the other.
- 13.2 If any term, clause, condition or part of these Conditions is found by any court, tribunal, administrative body or authority of competent jurisdiction to be illegal, invalid or unenforceable then that provision shall, to the extent required, be severed from these Conditions and shall be ineffective without, as far as is possible, modifying any other provision or part of these Conditions and this shall not affect any other provisions of the Contract which shall remain in full force and effect. The Parties are committed to replace the invalid provision by another – with respect to the commercial effect – equivalent provision, in so far as this is possible.
- 13.3 The Contract and these Conditions shall be construed in accordance with and governed in all aspects by the laws of Denmark, however, excluding the rules of conflicts of law and excluding the Convention of the United Nations of 11.4.1980 on Contracts for International Sale of Goods.
- 13.4 If a difference of opinion cannot be settled by the Parties themselves, the dispute shall be finally decided by arbitration in accordance with the Rules of Conciliation and Arbitration of the International Chamber of Commerce in Paris (ICC), by three arbitrators, appointed under such Rules. The arbitration proceedings shall take place in Copenhagen, Denmark in the English language. However, MDT shall not be prevented from choosing, at MDT's own discretion, to bring an action against the Buyer in any ordinary courts of law having jurisdiction over such action.

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