



Jastram
ENGINEERING LTD.

Engineered For Life At Sea

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STATEMENT

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Jastram

ENGINEERING LTD.



Engineering for life at sea

Jastram Engineering is built on the understanding of how critical steering is to the operation of any vessel. The comfort and safety of the vessel and crew is in part dependent on how well the steering system functions. Further it can be argued steering is one of the three most important elements of any vessel. These motivating forces are why Jastram is compelled to design and manufacture the highest quality steering systems.

Jastram

Company milestones

1889

Jastram GmbH & Co KG established

1983

Jastram Canada Ltd. established

1984

Jastram St. Catharine's Office opened

1989

Jastram Engineering established



Mr. Peter Jastram

Jastram's Founders History

Mr. Peter Jastram, Jastram Canada Ltd. Founder and Owner

Educated as a Marine Engineer at Technische Universität Berlin Mr. Peter Jastram is the 3rd generation Owner of Jastram GmbH & Co KG a marine equipment manufacturer founded in 1889 specializing in manoeuvring technology. Mr. Jastram established Jastram Canada Ltd. in 1983 when he saw the potential for a Canadian distribution company specializing in European marine equipment.

In 2001, Peter Jastram sold Jastram Canada Ltd. to Mr. Peter Doetsch.

Mr. Peter Doetsch, P.Eng., Owner

Mr. Doetsch received his mechanical engineering degree from Aachen, Germany. He has an extensive background in the design and application engineering of ship components.

In 1983, Peter Doetsch was the first employee of the start up company Jastram Canada, Ltd. Mr. Doetsch was responsible for building this company into the North American distribution company it is today.

Six years later, a sister company, Jastram Engineering, Ltd. was formed, focusing on the design and manufacture of marine steering systems. Jastram Engineering Ltd. is now one of the global leaders in the marine steering market.

Today, Mr. Doetsch remains actively involved with Jastram Engineering, Ltd., Wagner Engineering Ltd. and Jastram Technologies Ltd. (Formerly Jastram Canada Ltd.).

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1991

Jastram launched the SCA fly-by-wire control system

Jastram launched the CCO steering system

1998

Jastram Halifax Office opened

Jastram Shanghai Office opened

1999

Jastram launched the new large hydraulics systems up to 120TM capabilities

2003

Jastram launched the State of the Art Digital control system

2005

Jastram purchased Wagner Brand



Jastram Engineering Profile

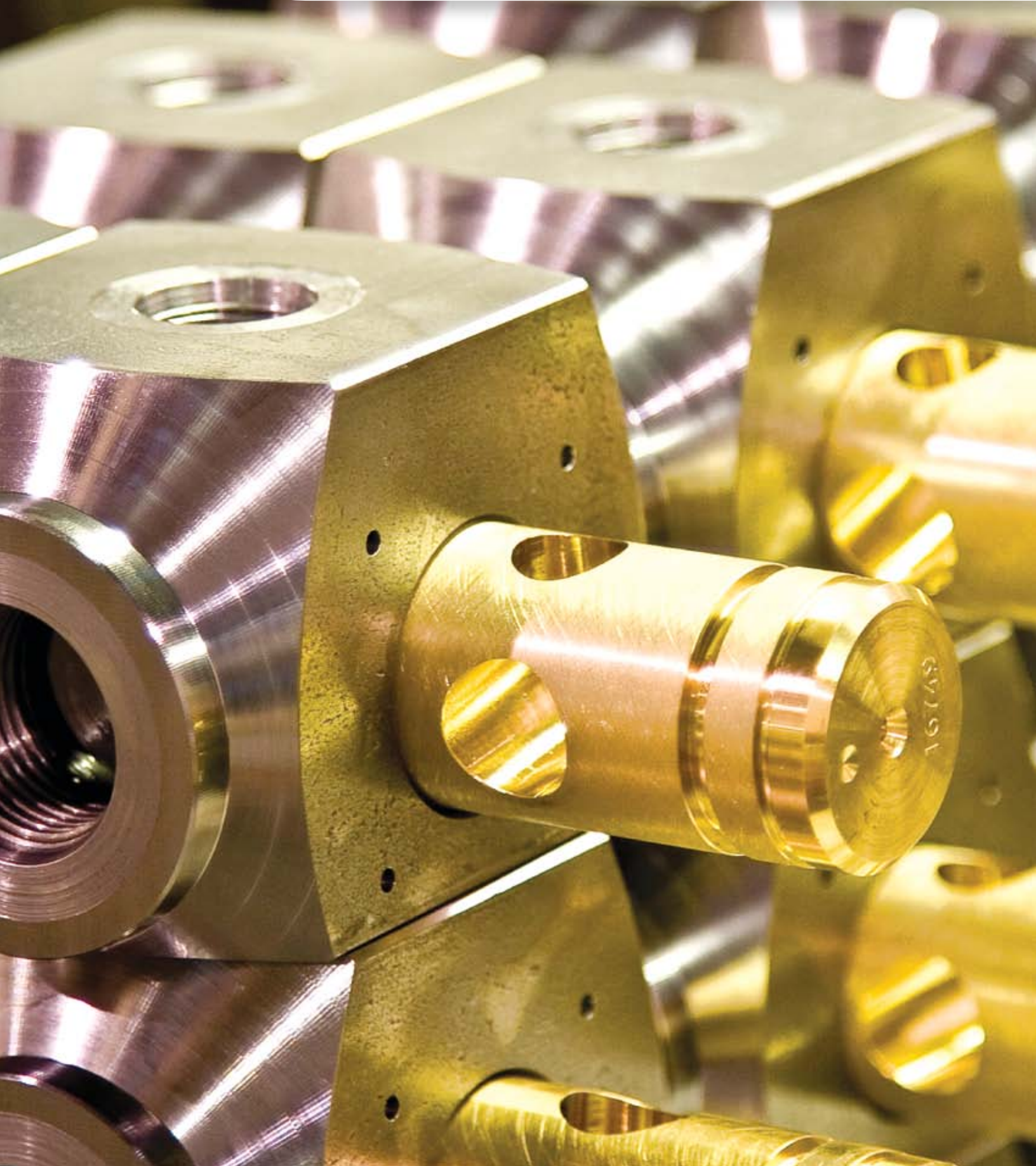
Understanding the critical role of marine steering, Jastram pursues the best steering designs, manufacturing processes and builds to meet or exceed all major classification societies' requirements.

Located in North Vancouver, B.C., Canada, our 4,100 m² factory, houses all engineering design, sales and manufacturing operations. This facility produces a full range of steering systems up to 1,200 kNm, including steering controls and motor starters with integral alarms, ensuring one-source responsibility for the entire steering system.

Working closely with key decision makers during all phases of the vessel building process, Jastram assists Marine Professionals from initial design through to commissioning. This contact with everyone involved, from Naval Architects to Shipbuilders, guarantees that each steering system is designed for optimum performance.

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Engineering

Jastram's engineering background begins with our founder, and is prevalent throughout the entire company.

All steering systems are viewed on a project by project basis, and designed for the unique characteristics of the vessel. Our engineers are available for commissioning and sea trials should either owners or shipyards require factory representation.

Due to the extensive training of our engineering staff, they are able to design your steering system to meet all the world's major classification societies' requirements. This value added service removes the responsibility of obtaining steering gear classification from the customer.



Manufacturing

The Jastram Factory contains a 1,400 m² machine shop and 600 m² electronics shop. These facilities, along with our skilled machinists and technicians, allow us to produce and maintain a high level of quality control. Raw and finished goods are stored in two different onsite warehouses occupying 1,675 m².

Using our own machine and electronics shops allows us to maintain strict control over the quality of the workmanship that goes into our products. When outsourcing, Jastram maintains control of the final assembly and extensively tests the products in-house. This process allows us to maintain our high level of quality assurance and workmanship.



Products

To ensure long life and exceptional performance in all operating conditions, Jastram's products are designed and built with precision machined components. A modular system design concept provides flexibility when applications require unique features.

Decades of experience in marine steering have been acquired by our engineers and production staff. This expertise translates into the development of robust, durable and low maintenance line of steering products.

Our Hydraulic products are machined and assembled by highly skilled machine shop staff. Castings, tube stock, and other raw materials are obtained from some of the best foundries in the world and maintain full traceability as required by all major classification societies.

Jastram's Electronic Controls are a combination of proven products and state-of-the-art developments. Time tested products, such as input devices, have withstood years of continuous use on every major type of working vessel. These products combined with our modern Digital Control system create a dynamic steering system which remains at the forefront of the Marine Steering industry.

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Quality Control

Jastram is committed to quality assurance in the manufacturing of all our steering products. All products are inspected, as per classification standards, by our Quality Control Department.

In addition to being able to offer plan approval by all major Classification societies, Jastram has also gone a step further by obtaining Type Approval. The "type approval" process means the approving classification society has inspected Jastram's production methods, the raw materials used and certify our manufacturing is to their high standards.

The company operates within the guidelines of the ISO QA standard to ensure the continuing leadership in the design and manufacture of steering systems.



Distribution

Jastram's global distribution network is the key to our success in the marine industry. At present there are three Canadian offices and one Sales and Technical Support office located in Shanghai China as well as distributors in over 26 countries. The number of new qualified distributors is continually increasing as Jastram enters new markets and global shipbuilding moves into developing countries.

Factory training for Distributors is our after sales support commitment to our valued customers. Internal sales and engineering staff are regularly dispatched as part of an ongoing process of customer care and Distributor education in the field.

The company sales team is highly trained in marine steering design, and able to address technical details concerning any type of application. Throughout the world, Jastram's staff and Distributors converse in multiple languages, ensuring customer's needs are met and domestic customs are respected.

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■ Offices

Jastram Engineering Ltd. Corporate Headquarters

135 Riverside Dr. • North Vancouver, British Columbia, Canada

Jastram Technologies Ltd.

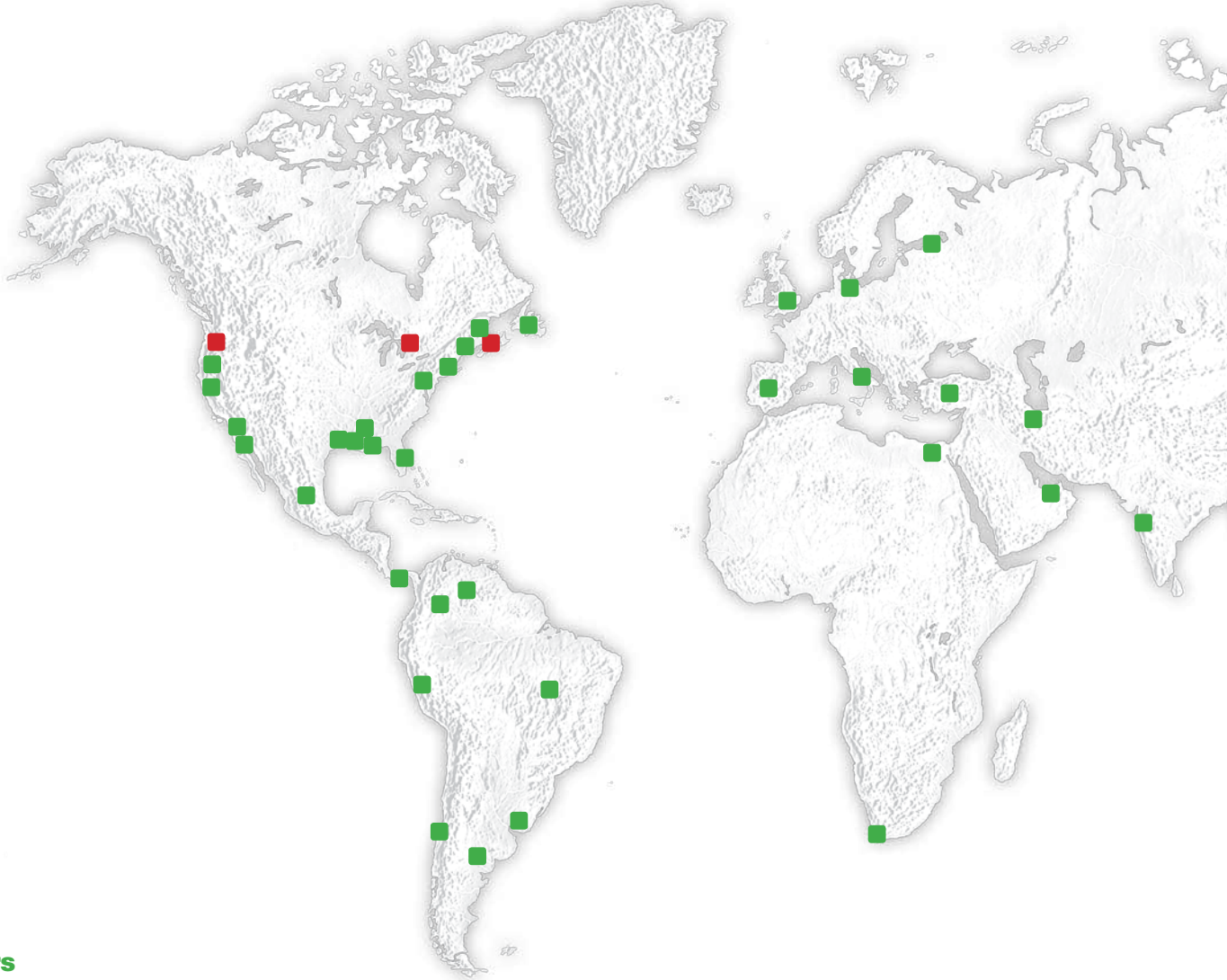
22 Trider Crescent • Dartmouth, Nova Scotia, Canada

Jastram Technologies Ltd.

188 Bunting Road, Unit #7 • St. Catharines, Ontario, Canada

Jastram Shanghai Representative Office

Room 468 - Jingda Office Building • No. 120, Fuzhou Road, Shanghai, China



■ Dealers

USA

Seattle, Washington
San Diego, California
Costa Mesa, California
New York
Kenner, Louisiana
New Orleans, Louisiana
Houston, Texas
Harahan, Louisiana
Mobile, Alabama
Northboro, Massachusetts
Portland, Maine
Ft. Lauderdale, Florida

Latin America*

Panama
Venezuela
Chile
Peru
Brazil
Columbia
Argentina
Uruguay
Mexico

*Most of the reps for these countries live in North America

Canada

Vancouver, British Columbia
Mount Pearl, Newfoundland
Shelburne, New Brunswick
Caraquet, New Brunswick
St. Catharine's, Ontario

Middle East and Asia

Shanghai, China
Hanoi & Ho Chi Minh, Vietnam
Singapore
Manila, Philippines
Seoul, Korea
Kaohsiung, Taiwan
Hong Kong, China
Auckland, New Zealand
Cape Town, South Africa
Cairo, Egypt
Dubai, U.A.E.
Mumbai, India
Perth, Australia

Europe

St Petersburg, Russia
Hamburg, Germany
England
Spain
Turkey
Italy



Jastram Technologies Ltd.

Jastram Technologies Ltd. is a North American distributor of quality marine equipment maintaining warehouses in all three Canadian offices; in North Vancouver, British Columbia, in St. Catharines, Ontario and in Dartmouth Nova Scotia.

The knowledgeable personnel at each JTL office work closely with customers to assist them in designing the best solution for their vessel.

JTL seeks product representation from manufacturers utilizing a strict set of criteria including best-of class technology, quality, overall value and after sales support. As a result, the Jastram name is well respected throughout the Canadian marine industry.

www.jastramtechnologies.com



Jastram GmbH & Co KG

Jastram GmbH & Co KG, founded in 1889 in Hamburg, Germany, is an internationally recognized company in the marine engineering and equipment market. Jastram Hamburg specializes in marine manoeuvring and propulsion systems for ships.

Their product portfolio contains transverse and azimuth thrusters with drives, and a full range of complementary electronic control and monitoring devices. The company developed special applications such as noise reduced thrusters and resiliently mounted drive systems which are innovative and patented solutions.

Jastram Hamburg and Jastram Canada continue to cross-support one another; however there are no corporate links between the companies. Both corporations are completely separate legal entities with different ownership groups.

www.jastram.net



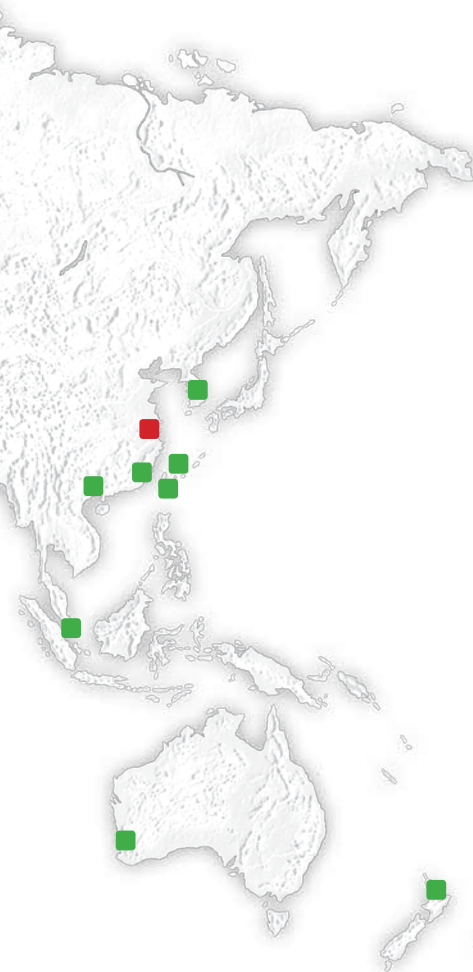
Wagner Engineering Ltd.

Wagner Engineering was established in 1936, with all operations based in Vancouver, British Columbia. Wagner manufactures marine hydraulic steering, which is renowned worldwide for its quality and durability.

Today, Wagner is operated as a division of Jastram Engineering and is designed, engineered, and manufactured in the same facility. Wagner maintains a separate distribution network and works independently of Jastram.

Wagner offers custom system design and professional support to customers with new construction projects or retrofitting existing steering systems.

www.wagnerengineering.ca

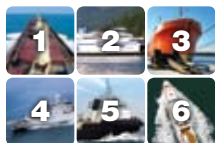




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