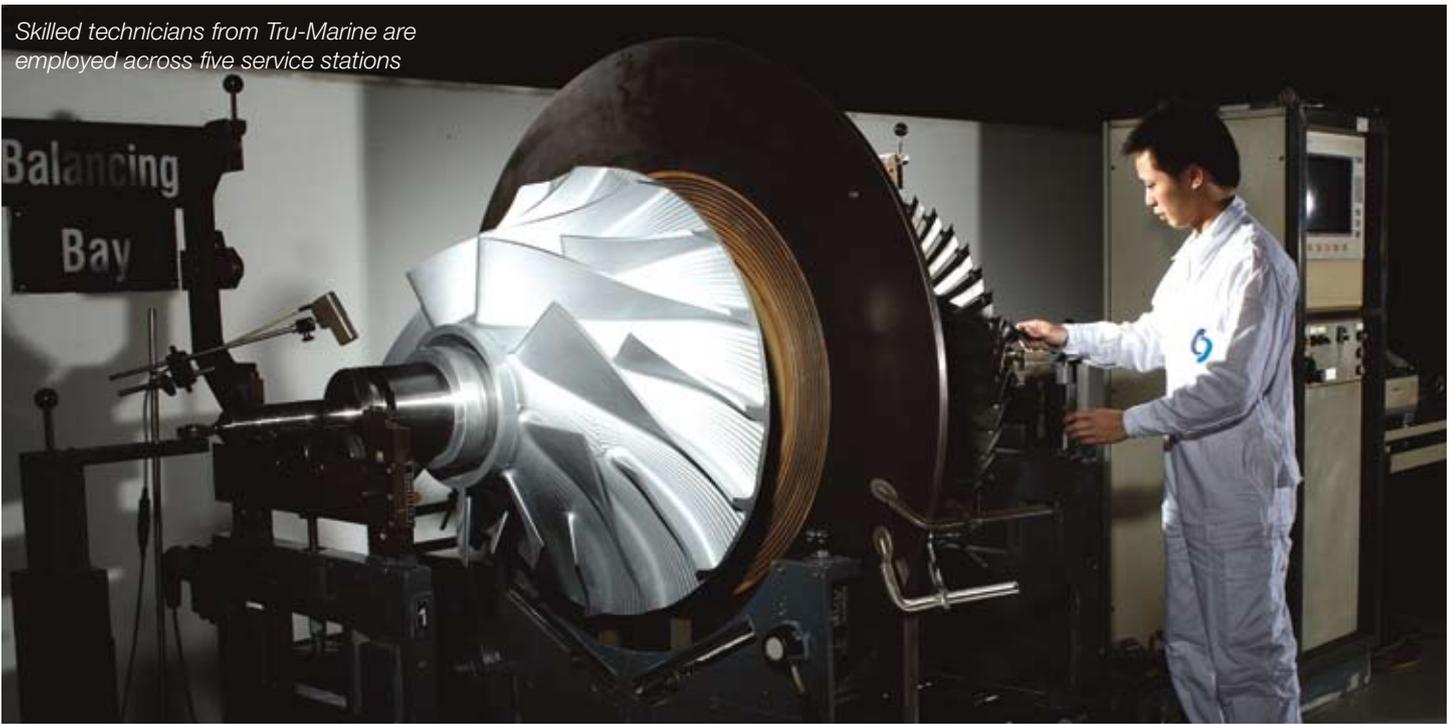


Skilled technicians from Tru-Marine are employed across five service stations



Singapore specialist has 30 years' service experience

Tru-Marine of Singapore, one of the Far East's major turbocharger repairers, is currently celebrating its 30th anniversary. Originally established as a general shiprepairer, the company repositioned itself in 1990. Since then the company has never looked back and is now a full service provider for turbocharger servicing, capable of handling all makes and types of turbochargers.

Tru-Marine is the appointed agent for Napier (Siemens), Mitsubishi and Holset turbochargers and has also been appointed as the authorised repair shop for Kompressorenbau Bannewitz (KBB), Mitsubishi Heavy Industries, Mitsui, MAN B&W and PBS Turbo.

David Loke established Tru-Marine in May 1977, with two partners who are now retired. When he became managing director in 1992, Mr Loke introduced several initiatives including 'total quality management', 'national cost of quality' (a national programme promoted by the Singapore Government) and 'Singapore class accreditations' to improve the quality of the company's management and working practices.

Today, Mr Loke considers one of Tru-Marine's most important decisions was to expand overseas, in particular to China. This was done at a time when few small to medium-sized Singapore companies had the resources or inclination to expand globally. An emphasis on training

has also played a major part in the company's success, Mr Loke believes.

Tru-Marine's philosophy is – wherever possible – to repair rather than replace. In-house competencies include high density arc spraying of worn cover ring areas that were once considered irreparable, also turbo blade welding, shaft end metal spraying, and profile milling of compressor wheels. These have proved to significantly reduce the total cost of repairs and lead times.

Tru-Marine believes that its Singapore repair base is now possibly the busiest in the world, servicing vessels from some of the most prestigious operators. Among many others, these include Hoegh Fleet of Norway, MSC of Hong Kong and Zodiac Management from the UK.

In recent years, the company has expanded into the emerging markets of China and the Middle East, where it now has three bases. Tru-Marine's global expansion was initiated by its Shanghai venture in 1995. In 1998, the company expanded into Tianjin in a joint venture with state-owned shipping company, China Ocean Shipping Co (Cosco), then later in the same year it established its Guangzhou service station.

The latest addition to its service network is the Sharjah workshop in the Arabian Gulf. Tru-Marine has also established a sales office in Mumbai, taking the total number of

establishments to six. Because Tru-Marine's customers are global players, the company feels it is essential to provide round-the-clock service from strategically positioned bases. It additionally believes in maintaining long-term partnerships with customers.

All five of Tru-Marine's service stations are fully-fledged workshops. Each is capable of providing the complete range of turbocharger repairs.

The company currently employs mobile teams of 200 skilled engineers and technicians across the five service stations. It believes this may be the world's largest pool of skilled manpower employed in this field. Tru-Marine's rapid expansion has necessitated a continuous training programme. The commitment to training is demonstrated by allocating 4 per cent of the payroll every year to training.

In March 2000, Tru-Marine set up a new subsidiary, Pmax One Technologies, to provide a repair service for diesel injection equipment and controls. This company's services include governor overhaul, regeneration of pump elements, fuel injection pump overhaul, fuel injector reconditioning, and fuel nozzle reconditioning and regeneration.

Tru-Marine has also established strategic alliances in Melbourne, Copenhagen, Rotterdam and Florida. Three more subsidiaries are planned in the next three to five years in Europe and America.