

From: Allan Boon
To: iwhite@amanresorts.com
Cc: John Lundin
Sent: Saturday, April 22, 2006 12:29 PM
Subject: Suzuki Outboards from North Sea Boats

Dear Mr. White,

My name is Allan Boon and I am the Technical Advisor and Production Manager for North Sea Boats. As well as building CE Certified 10.3 m high-speed sports boats for export, we are also the Authorised Dealer for Suzuki Marine, for Bali and East Java. We have our production facility in Banyuwangi, East Java and our Suzuki Dealership, Showroom and Sales office in Jl Sunset Rd. Kuta, Bali.

We offer Sales, Service, Installation and Spare Parts and can arrange Basic Service & Maintenance Training seminars for our customer staff from outlying areas. There is a course scheduled to be held in Bali around the end of May this year. North Sea Boats works closely with Suzuki and are giving them constant feedback to ensure they carry the necessary spare parts for regular servicing and maintenance.

I understand from Mr. Hans Lambert of Fitch Indonesia that Aman Resorts is looking at replacing it's existing Yamaha 2 stroke engines with 4 stoke models. I have tried several times to contact you by phone but have unfortunately been unsuccessful so have enclosed some information in this email.

I have attached the standard Retail engine prices for you, which are ex. Jakarta. With bulk purchases we will be happy to negotiate a favourable discount and will be happy to also arrange for a technician to assist in the engine change overs and installation.

If you are using the 200 hp Yamaha, you may be interested to know that the newly released DF 175 hp. "Big Block" 4 cylinder - 4 stroke Suzuki produces the same amount of power at the prop and weighs approximately the same. They also use 30% less fuel, produce almost no smoke and are so quiet you have to look to see if they are running, when at idle.

I know some people have reservations about the complexity of these engines, but the truth is they are well thought through and easy to service. There are many in-built features to automatically protect the engine from overheating, over-revving and low oil pressure using rev

limiters and alarms. They even have a warning light system to alert you when it's time to change the engine oil.

We have supplied 4 dive boats using the twin DF140 Suzuki's to outlying areas such as Sorong in Papua, Wakatobi in Sulawesi and Komodo to WWF, TNC and Conservation International and they are very happy with the engines.

Knowing that watered down fuel is a problem in Eastern Indonesia, this can be overcome with care, by decanting and filtering the fuel, using fine gauze and sponges when filling tanks. We also recommend using the Fitch Fuel Catalyst elements, which improve the octane rating of the fuel as it enters the engine. Giving the added benefit of cleaner burning, added power and better fuel economy.

Please feel free to call at any time. My boss John Lundin or myself will be happy to arrange a meeting to discuss things in more detail.

Thanks and best regards

Allan Boon

Production Manager
North Sea Boats
Jl. S. Parman 1
Singojuruh - Banyuwangi
Indonesia
PH. +62 333 633 422
Fax +62 333 633 104
Email allan@northseaboats.com