



Diesel United, Ltd.

After Sales Service Div.

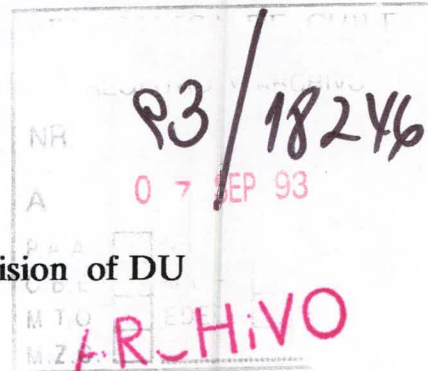
AIOI OFFICE : 5292 Aioi, Aioi-shi, Hyogo-ken 678, JAPAN
TEL (07912)2-1991~3 FAX (07912)2-6062
TOKYO BRANCH : 7th Floor, Prime Kanda Building,
8, 2-chome, Kanda Suda-cho, Chiyoda-ku, Tokyo 101, Japan
TEL (03)3296-5754~7 FAX (03)3296-5361
TELEX 2223354(SESTKY J)
KOBE BRANCH : 2nd Floor, Kaigan Building
3 Kaigan-dori, Chuo-ku, Kobe-shi, Hyogo-ken 650, JAPAN
TEL (078)321-3881~3 FAX (078)391-2050

Date : 25 August, 1993
Our Ref : 5KT-0802

Messrs.
GOVERNMENT OF THE REPUBLIC OF CHILE
Att. Technical Department

Dear Sirs,

Subj : Introduction of After Sales Service Division of DU



Taking an opportunity to start new Diesel United, Ltd. by absorbing DU Technoservice, Ltd. as After Sales Service Division from 1st April, 1993, we are pleased to send you herewith a pamphlet which introduces mainly an activities of the said Division briefly.

The new Division provides all kind of after-sales service activity such as technical consulting, technical engineering and parts supply for those Engines manufactured by Diesel United brand from its delivery to the Client and, IHI brand, SHI brand and NKK-Sulzer brand diesel engines as well.

After sales Service Dept. of Diesel United and Engineering Dept. of DU Technoservice are merged into new Engineering Dept. of the Division, it will serve the Clients with improved quality of services and speedy response.

As to an organization and persons in charge, please refer to the enclosure and refer to pamphlet for addresses and phone numbers of each office.

In this connection, we understand that under mentioned vessels installed with SHI-Sulzer main engine are (is) now under your operation or management, and we would offer you our heartfelt thanks for such grate patronage given us.

Further, we also very much appreciate your kindness of having ordered various maintenance parts for main engines from us so far.

(to be continued)

Diesel United, Ltd.
After Sales Service Div.

Our company would pray for safe voyage of every vessel and consider that it should be our major mission as an engine maker to timely supply customers with various technical services and advices as well as genuine engine parts in high quality matching with market needs.

These days, however, such maintenance parts as called "pirated items", which may cause various problems in quality, specification, or in maintenance of engine performance, have been appearing on the market, and we have even got some information of a serious engine trouble originated from such situation.

This embarrasses us of countermeasures to be taken as an engine maker.

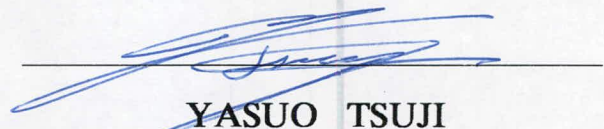
We would therefore sincerely entreat you to directly contact our company for any advice on technical problems regarding main engines as well as for any order for supply of maintenance parts, as we believe that we would surely be able to comply with any of your request.

M/V TOCOPILLA Main Eng.Type 6RND68 (Eng.No.E1041)
(Yard.No.NKK Shimizu 343)

We thank you in advance for your kind attention to the above and sincerely solicit your continued favor.

Very truly yours,

Diesel United, Ltd.
After Sales Service Division
Kobe Branch


YASUO TSUJI
Manager

2nd Floor, Kaigan Building,
3, Kaigan-dori, Chuo-ku,
Kobe-shi, Hyogo-ken 650 JAPAN
FAX.(078)391-2050
TEL.(078)321-3881

Organization of After Sales Service Division

(As of 1st April, 1993)

Diesel United, Ltd.

- * T.Imai, Director
- * T.Takano, Director
- * M.Hirao, Director
- (Board members After Sales
(Service Division concerned)

After Sales Service Division (Aioi)

- * T.Imai, Director cum General Manager

Sales Department (Tokyo)

- * T.Takano, Director cum Manager

Tokyo Branch Office

- * T.Takano, cum Manager
- * Y.Yasukawa, Section Manager

Kobe Branch Office

- * Y.Tsuji, Manager

Aioi Branch Office

- * F.Sato, Manager

Engineering Department (Aioi)

- * K.Yamada, Manager
- * Y.Moriwake, Deputy Manager

Consulting Group (Tokyo)

- * T.Nishiwaki, Manager
- * M.Itoh, Section Manager

Engineering Group (Aioi)

- * K.Hirayama, Manager
- * M.Nakamura, Section Manager
- * K.Inoue, Section Manager

Field Service Group (Aioi)

- * M.Takeuchi, Section Manager

Procurement Department (Aioi)

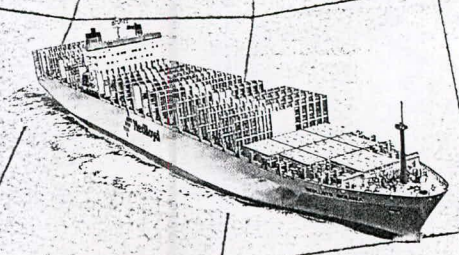
- * M.Hirao, Director cum Manager

Enviar folletos explicativos de
las actividades de After
Sales Service Division of
DU. - (Diesel United)

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DIESEL UNITED, LTD.

After Sales Service Division



株式会社ディーゼルユナイテッド
■サービス事業部