



IM DIALOG

MEYER WERFT information for suppliers



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DELIVERY NOTIFICATION ONLINE

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PARTNER DES JAHRES

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INNOVATION 2008

At our "Partner des Jahres 2007" event held on January 24, 2008, where we were pleased to welcome more than 100 of our most important partners, Ralf Sempf announced our new programme "Innovation 2008 – Cost-saving Initiatives". > *Page 7*

> Editorial

SUPPLIERS ARE OUR PARTNERS

Bernard Meyer



Only with strong partners can we secure our joint future success in realising ambitious projects in an increasingly difficult environment.

Since we contract out around 75 per cent of all work for each cruise ship, it is obvious how important it is for us to have good business relations with you, our key partners.

We are continually striving to improve our cooperation with you. The great value that we attach to good, long-standing business relations is demonstrated by our regular supplier ratings which we carry out with the intention of intensifying cooperation, as well as through our newly launched programme "Innovation 2008 – Cost-saving Initiative" and our "Partner des Jahres" award.

Ralf Sempf



As is the custom in any good partnership, your contacts in the shipyard keep you informed at all times of all the news in connection with planned investments, shipyard utilisation rates, logistics news etc.

In future, this new medium, IM DIALOG, will serve as a regular, fast and improved information source, keeping you up-to-date with all the latest news. The newsletter IM DIALOG which we would like to present to you now is supposed to appear at least twice a year in the future.

Please give the IM DIALOG to your employees and colleagues.

We look forward to continuing our pleasant business relationship with you.

Bernard Meyer
Managing Director

Ralf Sempf
Head of Materials Management/Purchasing

NEWS IN BRIEF

Orders up to €1000.00

At the beginning of February 2008, in order to reduce paper consumption, we started to send orders with an order value of under € 1000.00 via our email system. Orders are addressed to the suppliers responsible and are valid without a signature.



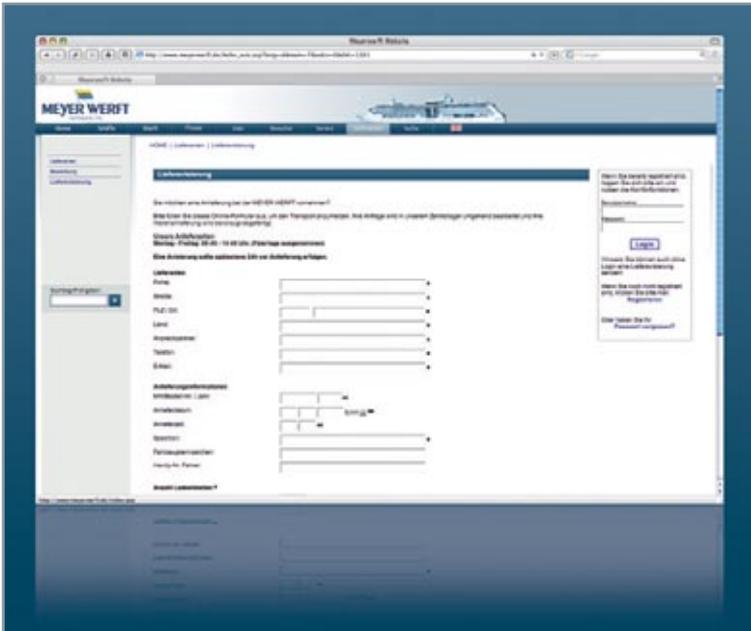
Extensions to the building dock

Construction work on the 120-metre extension to our new building dock, bringing it up to 504 metres, is progressing well and is on schedule. The dock will be ready for use from December 2008.

Delivery dates 2008

S.666	> AIDABELLA	April 2008
S.664	> Gunung Dempo	June 2008
S.681	> Clipper Hermes	July 2008
S.682	> Clipper Hermod	October 2008
S.675	> Celebrity Solstice	October 2008

DELIVERY NOTIFICATION VIA THE INTERNET



In the middle of last year MEYER WERFT added a new function to its website, enabling suppliers to notify us of deliveries in advance and so improve planning for our own transport and personnel.

Of course, suppliers and their forwarding companies also benefit from this Internet-based function. It considerably reduces waiting times for vehicles, since all equipment and personnel required is ready and waiting so that your consignment can be unloaded immediately. We would like to make more use of this mutually beneficial function which is why we are appealing to all our suppliers: Save time and money - go to www.meyerwerft.de/Suppliers and notify us of your deliveries.

DELIVERY OF AIDAbella



On 14 April 2008 MEYER WERFT delivered the 69,200-gt cruise ship "AIDAbella" to the Owner AIDA Cruises in the German port of Emden.

The AIDAbella is the second ship out of a series of six the Papenburg shipyard is building for AIDA Cruises. On this ship luxury interiors are combined with state-of-the-art technical out-fitting.

Along with its new design, the new club ship offers the passengers numerous specialities and a great deal of convenience: Some 65 per cent of the cabins are outside cabins, most of them having their own balconies.

Both safety and entertainment meet the latest technical standards ensured by the diesel-electric propulsion system, interactive communication systems and sophisticated stage technology.

EVENT "PARTNER DES JAHRES"



For the second time MEYER WERFT gave the "Partner des Jahres" award to our best suppliers. More than 100 of our most important partner companies accepted our invitation to the event held at the "Alte Werft" in Papenburg. In their speeches, Bernard Meyer, Lambert Kruse and Ralf Sempf emphasised the importance of our partners for shipyard.

The following award winners were given a valuable prize and certificate.

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- > **Engineering**
Imtech Germany, shipbuilding/dockbuilding technology, Hamburg

 - > **Shipbuilding**
Karat International, Sopot/ Marine Projects, Gdansk

 - > **Interiors**
BSS Metallbau-Schiffsausbau, Lemgo

 - > **Outfitting**
Bolidt Kunststoffoepassing, Hendrik-Ido-Ambacht

The **special prize** was awarded to Rudolf Gauglitz, Moormerland-Oldersum.

Next year, too, we will select our best partners, based on this year's supplier ratings.

> Insurance cover for our contractual partners

DESIGN AND CONSTRUCTION INSURANCE

Since 2002 MEYER WERFT has offered its contractual partners comprehensive insurance cover, the "Design and Construction Insurance", DCI for short.

This insurance, which is available to all suppliers and service partners, provides coverage for all risks arising from the contract, due to the nature of which the supplier is responsible. Risks covered include both risks incurred during the construction period in the shipyard or in Eemshaven/Emden (e.g. fire, damage to property), as well as the many risks that may arise during the warranty period, such as installation and dismantling costs, dock costs, towage costs and consequential damage due to faulty services/delivery. The insurance premium is 1 per cent (plus insurance tax) of the value of the order to be covered. The insurance sum is € 150,000,000 and coverage lasts until the end of the warranty period. If you require any further information, the MEYER WERFT team will be pleased to help you. Moreover please find information for download on www.meyerwerft.de/Service/Download.

> Undergraduate post

PROMOTION OF YOUNG TALENT IN PURCHASING AND MATERIALS MANAGEMENT

Each year MEYER WERFT takes on 120 trainees in various jobs. We also offer work experience opportunities prior to studying or six-month periods of practical training for students.

We are constantly on the look-out for undergraduates who want to write their thesis in the area of purchasing, as recently one student wrote about the launch of a supplier rating system. Interested students can apply for an undergraduate post or find out about training opportunities at MEYER WERFT on www.meyerwerft.de.



> Innovation 2008
**COST-SAVING
INITIATIVE**

At our “Partner des Jahres 2007” event held on January 24, 2008, where we were pleased to welcome more than 100 of our most important partners, Ralf Sempf announced our new programme “Innovation 2008 – Cost-saving Initiatives”.

The sense and purpose behind this programme is MEYER WERFT’s desire, and also the necessity, to increase productivity and improve efficiency in all areas. Since we contract out around 75 per cent of all work for each cruise ship, it is obvious that we can only meet this ambitious target with the help of our suppliers.

Our long-standing partners who, on the one hand, observe our cooperation “from the outside” and who are, on the other hand, very familiar with the work in our shipyard, can make a vital contribution to discovering improvement potential in our work processes. Gradually, we intend to send emails to all the key partners of MEYER WERFT, inviting them to participate in this initiative and make suggestions for improvements, stating the estimated benefits in €, as well as estimated implementation time etc. Management will then evaluate the suggestions submitted and forward them for further processing or implementation to the appropriate employees. All suppliers will be told what was done with their suggestions.

In addition we will award an „Innovation prize” for the best proposal at our next “Partner des Jahres” event. With this award we want to demonstrate how important this initiative is for the shipyard.

TOP SECRET DISNEY CONFIDENTIALITY AGREEMENT



> Imprint

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further informations
www.meyerwerft.de

Confidentiality declarations have been an integral part of the terms and conditions of purchasing for new ships for many years.

For reasons of trademark protection, we have had to alter our procedure in connection with the new ships for Disney Cruises, No. S.687 and S.688, in order to take into account the increased confidentiality requirements of the shipyard.

Even before inquiries, invitations to tender, specifications etc. for these new ships are sent out to you, our suppliers, you must sign an unconditional confidentiality agreement. The same also applies, of course, in the event of a contract being awarded.

Apart from the standard obligation to maintain secrecy, this agreement also includes a specific prohibition to advertise unlawfully with the name DISNEY, as well as a lump-sum contractual penalty in the event of any infringement of the agreement.

It is also very important that you ask your suppliers to sign an agreement with the same wording. You can obtain appropriate agreements in German and English from your contact person in Purchasing.