

ECC 2005 Organisation Committee
c / o Outokumpu Technology GmbH
Ludwig-Erhard-Str. 21
61440 Oberursel / Germany



ENGINEERING CHALLENGE CUP 2005

Dear Sirs,

The **Engineering Challenge Cup** is an annual 7-day sailing event with engineering and consulting companies from the metallurgical, chemical and petrochemical sector competing against each other in a competitive yet friendly manner. The event has been staged successfully for 12 years now in various locations throughout the Mediterranean. The participants represent various business disciplines and functions, including engineers, technicians, secretaries, managers as well as directors and board members.

The Engineering Challenge Cup is a non profit-making event and in general, with the exception of sponsorship items, the cost of entering the event are fully met by the participants without any corporate subsidy.

We are contacting you with this letter because we would like to give interested companies the opportunity to increase its name recognition and possibly to generate direct contacts with the participating engineering companies and its employees by actively promoting and supporting this event.

Your contribution to this year's ECC becoming a success could for example be the provision of promotional items that the crews of the participating companies may wear / use during the course of the event. In previous years, various sponsors have provided a variety of items such as caps, T-shirts, polo shirts, rugby shirts, windbreakers, scarves, bags, mineral water, wine, etc. in order to support the happening. Apart from the official ECC logo, all such items would be equipped with the sponsor's name and logo.

It is our aim to provide a counter value for the financial support of the ECC by ensuring that these items are of superior quality which typically will be used by the participants not only for the event itself but also for the following years.

The 11th Engineering Challenge Cup in May 2004 off the shores of Split, Croatia included a total fleet of 53 yachts with 350 sailors. The event was won by Andreas Klein, skipper of the Outokumpu Technology yacht.

The general rule of the ECC and the point of honour requires the winner of the preceding year to be appointed Commodore of next year's ECC and to assume the duty, together with his crew, to organise next year's event.



Due to the continuous popularity of the ECC, it is envisaged that approx. 60 yachts with some 380 participants will convene for the ECC 2005. Due to the marvellous sailing area, the outstanding infrastructure and of course the excellent experience this year we have decided to visit Croatia again and plan to stage the event in May 2005 in Biograd na Moru. Our currently planned itinerary will, apart from Biograd, also take us to Tribunj, Šibenik, the Kornati Islands (Marina Piškera), the Telašćica bay and Hramina on the island of Murter.

The previous years have shown that this sailing week not only features a sportive competition but also provides the basis for both social and professional contacts over the years which may eventually lead to a constructive networking and finally the initiation of professional contacts and projects.

By sponsoring the ECC event, the involved companies have the chance to obtain a remarkable name recognition which not only provides the opportunity for later contacts but could eventually also facilitate interesting business perspectives.

If you are interested in a financial contribution to the Engineering Challenge Cup 2005, we can make available the following alternatives:

- display of your company flag at the welcome and prize giving / farewell party: 250 Euro
- display of your company flag on board of the accompanying organisation boat during the daily events: 500 Euro
- advertisement / presentation of your company in the ECC 2005 logbook (half a page – DIN A4). The logbook is compiled every year by the organising committee and includes information regarding the harbours, waypoints, routes, weather reports as well as a presentations of the participating crews / companies and supporting sponsors. The logbook will be distributed to all skippers / crews and is not only meant to provide practical hints for the event itself but also as a souvenir / memento thereafter: 500 Euro
- fixation of stickers to be provided by the sponsor with your company logo and name on every participating yacht (both sides; 2 stickers per yacht; 120 stickers; size 60 cm x 30 cm; this form of advertisement is naturally limited): 2.000 Euro
- multi colour presentation of your company logo and name on the official 380 ECC polo shirts and on the backside of the 60 logbooks (size 10 cm x 5 cm): 2.000 Euro
- presentation of your company logo and name on the official ECC internet homepage and hyperlink to the homepage of the supporting 2.500 Euro



companies:

- over the preceding years, the provision of rugby shirts and / or polo shirts for all participating crew members with printed / embroidered company logo and name has proven to be the most attractive manner of sponsoring. The costs depend on the quality and the number of participants and amount to approx. 16,- Euro / shirt for polo shirts and approx. 27,- Euro / shirt for rugby shirts.

For your information, the following is a list of those companies that have attended ECC 2004 and have contributed to the ECC becoming a well established international sailing event with 19 participating nations.

ABB Lummus Global B.V., The Hague / NL
Aker Kvaerner Netherlands B.V., Voorburg / NL
Aker Kvaerner, Port Solent / UK
Alstom Power, Zurich / CH
Büro Becker & Gedusch, Flensburg / GER
Combined Companies, NL
CB&I John Brown, London / UK
Dr. Braune & Partner, Essen / GER
E.B. Badger & Son, The Hague / NL
envia Mitteldeutsche Energie AG, Chemnitz / GER
Foster Wheeler Energy Ltd., Reading / UK
GEA AG, Dortmund / GER
Holcim Group Support Ltd., Holderbank / CH
Ingenieursbüro Heinrichs, Hannover / GER
Intecsa Uhde, Madrid / ES
Intra Automation HTP, Oudenbosch / NL
John Brown Hydrocarbons, London / UK
Kellogg, Brown & Root, London / UK
Metzeler, Milan / IT
Novolen Technology, Mannheim / GER
Outokumpu Technology GmbH, Oberursel / GER
Owens Corning, Brussels / BE
Parsons E&C, London / UK
Pirelli Pneumatici, Milan / IT
PM & LSMW, Emsworth / UK
Poerner Ingenieurgesellschaft mbH, Linz / Austria
Siemens, Ratingen / GER
Siemens VDO Automotive AG, Wetzlar / GER
SNC Lavalin Inc., Istanbul / TR
STORK Bronswerk b.v. / NL

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Sulzer Chemtech Ltd., Zurich / CH
The Firm B.V., Rotterdam / NL
Thyssen Krupp Elastomertechnik, Hamburg / GER
Thyssen Krupp Uhde GmbH, Dortmund / GER
Technip Germany, Duesseldorf / GER
UHDE GmbH, Dortmund, GER
UHDE Arabia Ltd, Al Jubail / Saudi Arabia
UHDE High Pressure Technologies, Hagen / GER
UHDE Nora Spa, Milan / IT
vetoria Consulting S.L., Madrid / ES
WVW Wärmeverwertung, Maital / GER
Zimmer AG, Frankfurt / GER

Further information on last year's ECC may be taken from our homepage www.ecc-sailing.com.
This homepage will shortly be expanded for next year's event.

Should you be interested in taking this further and supporting the event in general and the organising committee in particular, we would be grateful if you contacted the present Commodore of the ECC 2005.

We thank you for your interest and look forward to hearing from you.

Best regards,

ECC 2005 Organisation Committee

Andreas Klein
ECC Commodore 2005

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