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## VANGUARD'S PRESS RELEASE (For immediate release)

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### SPREADING FAR AND WIDE

Singapore's only Lifeboat manufacturer, Vanguard is stepping up its game with its penetration into the various markets through many processes, one of which is listing herself as an approved vendor for shipyards, oil and gas companies as well as offshore companies globally.

Being listed as an Approved Vendor, it adds credibility and assurance to our clients new and old of Vanguard's capability in supplying quality products, which in this case would be Vanguard's range of lifeboats, rescue boats, hyperbaric lifeboats and davits.

The greatest challenge in this lies not in the registration process with the various companies but more to do with maintaining Vanguard's high quality standards of her lifeboats and services as well as the competitiveness of Vanguard's pricing.

Each project is as important as the last and it is of utmost importance for Vanguard to provide lifeboats that meet expectations, not just in the compliance with the regulations set by the governing bodies such as the International Maritime Organisation (IMO) but also in fulfilling the requirements of the projects in a timely and precise fashion.



These projects are usually a make or break for manufacturer as a good experience will lead to more opportunities for future orders while the reverse might be detrimental to the reputation of the company in this industry.

Therefore, for Vanguard to maintain its position on the Approved Vendor List of its premier clients, she will have to ensure that not only does she supply high quality of lifeboats with competitive prices, but also to place emphasis on the services and after sales support provided thereafter.

Currently, Vanguard is listed as an approved vendor for numerous companies including shipyards, offshore and Oil & Gas companies such as Chevron, Swire Offshore, Petronas, Keppel Fels, BW Offshore, Bumi Armada etc.

The latest to join it's ever growing Vendor Approval List is, Petrobras .

Vanguard succeeded in entering Petrobras's VAL, after many months of liaising with the company in the supplying of information required.

A reputable Oil & Gas company based in Brazil, Petrobras has stringent criteria for their vendors selection. Needless to say, being a premier player in the Oil & Gas industry, Petrobras has stringent criteria for all vendors listed in their approved makers' list. High standards and having a good track record in various aspects of their operation such as financing, sales, supplies of products to date and most importantly, compliance with the regulations stated by governing bodies.

Vanguard met all the criteria expected of her and is now proud to be an approved vendor of Petrobras.

This is a good testimonial of Vanguard's credibility and reputation as a premier lifeboat manufacturer.

As Vanguard spreads her name far and wide in this industry, she aims to serve the industry not only by her consistency in the quality of services and products offered, but more importantly to always raise the bar for this industry to ensure the well being and safety of our seafarers.

With Vanguard, Seafarers will always be 'Safe at sea'.

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