

Carrier Marine Wins Cruise Ship Orders Totaling \$19 Million

Building Systems and Services (BSS) Carrier Marine Systems group finished a successful second quarter and are off to a strong start in the third quarter.



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In the past three months the team won five orders, totaling more than \$19 million dollars, for the supply of thirty-eight 19XR Evergreen chillers, all to be built at the Montluel plant in France.

Two orders from the Italian shipbuilder, Fincantieri, included twelve chillers for installation in new vessels being built for Holland America and Oceanic cruise ships. The team also won a contract for six chillers to be installed on Stena

ferries under construction by Noske Kaeser. The remaining 20 centrifugal machines will be installed on two Celebrity and two Aida ships being built by Meyer Werft in Germany.

Chris Spunar, general manager Marine Systems, said, "The Marine sales team, based in Rotterdam, has worked hard over the years to establish a strong business relationship with its customers and drive Carrier equipment specification. This dedication to customer satisfaction and designing solutions to meet unique marine conditions is a hugely important ingredient for our sales success. The entire Rotterdam-based sales team is to be congratulated."

Spunar also acknowledged the valuable support received from BSS's two applied factories in Montluel and Charlotte to help position Carrier against increasingly aggressive competition.

The balance of the year continues to look strong for the Marine Systems Group with an order from Meyer Werft for an additional 12 centrifugal chillers for two new cruise ships being built for Disney.

A new Meyer Werft contract makes Carrier the shipyard's sole chiller supplier. Options for three more vessels are included with the contracts. "This new supply contract will carry our relationship with Meyer Werft into the next decade," said Diederik van Steenis, European Operations manager, Marine Systems. "We will continue to work very hard to ensure the next decade continues to be as successful as the first for the cruise lines, for Meyer Werft and for Carrier!"

With the inclusion of the Disney vessels in the supplier agreement also comes the good news that the BSS' service organization in Orlando, Florida, which currently holds service agreements for the two existing Disney vessels, will expand their agreement with Disney. According to Spunar, the strength and global reach of Carrier's commercial service organization has always been an important ingredient of the Marine division's success and now the Orlando team has a revised agreement with Disney which covers the three vessels under construction in Germany.

Carrier equipment orders won in the second quarter of this year will be installed in cruise ships over the next three years.