



Shell International Petroleum Limited

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12th June , 2012

To:
Mr Huang Guohong
**Jiangyin Nanfang Pipe Fitting Making Co.
Ltd**
No 99 Panlongshan Road
Binjiang Development Zone
Jiangyin
Jiangsu P.R.C

cc: Lydia Qin – Senior Sourcing Manager - China
Sumantra Dasgupta – Category Manager

Subject: Shell Enterprise Framework Agreement – Pipe Fittings- (Butt Weld Fittings)

Dear Huang,

I am pleased to inform you that the contract was signed by Shell Executive Management last week and copy of the signed contract has been dispatched via courier service to your office.

It gives me great pleasure to welcome Jiangyin Nanfang Pipe Fitting Making Co Ltd, as an official Enterprise Framework Agreement supplier to Royal Dutch/ Shell Group of Companies. As you know from our previous meetings and engagements, your company will now be a Strategic Partner in our Supply Chain for Butt Weld Fittings.

The critical success factors for this long term relationship can be summarized by achieving three simple objectives: Competitive Best Pricing, Reliable Product Quality and On-time Delivery Performance.

To mark this occasion, I have requested that Lydia Qin – Senior Sourcing Manager in our China office, invite you and your management team to a lunch to mark this important event and to celebrate the occasion.

I look forward to meeting you and your team, again when I am next in the region later this year.

You are reminded that any Public Press Release shall require prior approval of Shell before publication and should be directed to our China Office.

I look forward to a long and mutually beneficial commercial relationship between our two companies.

Yours sincerely,

Shell International Petroleum Limited

Andrew I. Laird
Enterprise Category Manager MRO/PVF Equipment

FRAMEWORK AGREEMENT

FOR PURCHASE OF GOODS AND SERVICES

between

Shell Global Solutions International B.V.

and

Jiangyin Nanfang Pipe Fitting Making Co.,Ltd.

CMS #PT78903

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