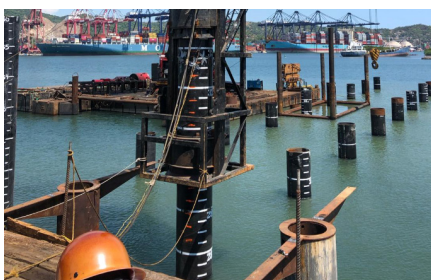


JUNE 2020

THE ESC TIMES

DELIVERING GLOBAL
ENGINEERED
SOLUTIONS TO
THE GLOBAL
MARKET
SINCE 1986



ESC BUSINESS ENTITIES

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ESC[®]
GROUP

An affiliate of:

 **MARUBENI
ITOCHU
STEEL**

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INTRODUCTION

ESC Group continues to achieve significant milestones as it goes beyond 30 years since it's first sheet pile was driven at Magnetic Island, Australia in 1986.



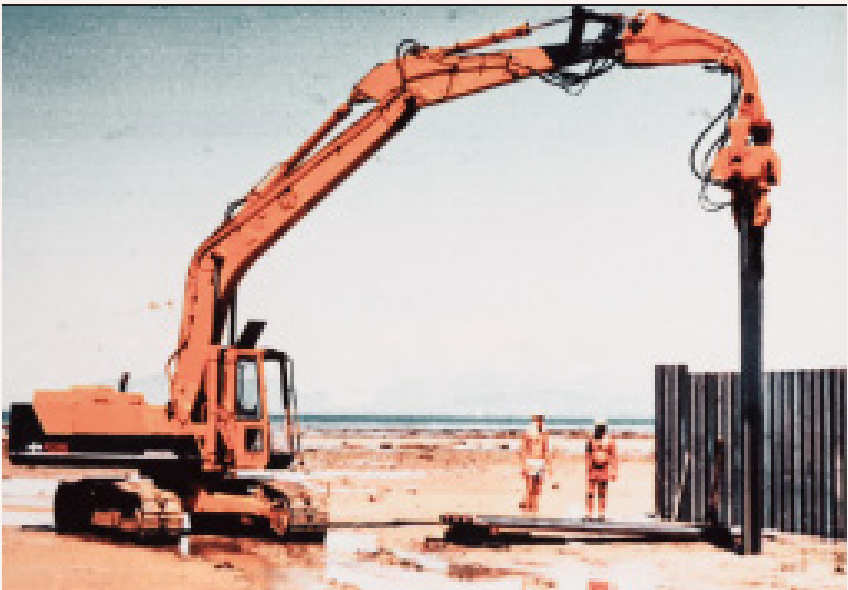
Mr. Milton Colson (on the left) and Mr. Bruce Colson

It has now been more than 5 years since one of the founding fathers, Milton Colson, decided to pass his Management responsibilities to his son Bruce Colson while the other - John Yeates Sr. is still very much active in overseeing Corporate Operations.



The diverse shareholding (Hong Kong, New Zealand, China, Japan and Australia) in the Group also allows a full range of expertise and experience to be drawn on to take the Group forward. Now located in twenty (20) countries and counting, ESC has so far established

manufacturing and engineering offices in different regions primarily in Asia, the Middle East and North America. This growth through project awards and market footprint set up ESC's recognition and popularity in the global market in becoming one of the trusted product and service providers culminating in the delivery of significant projects all over the world.



ESC, over the years, has evolved into an internationally certified organization with full capacity in Engineering and Design, Project Management, Research and Development, Manufacturing, Supply, and Construction.

The scope includes but is not restricted to marine piling & furniture, steel structures, excavation retention and safety as well as corrosion protection amongst others.

ESC BUSINESS ENTITIES

From its humble beginnings as a manufacturer-supplier of steel sheet piles, ESC has successfully incorporated Engineering Support and Design to its discipline as a systematic approach to Foundation Solutions, Marine Equipment, Trench Safety, Corrosion Control, and diversified Structural Steel Fabrication. ESC has delivered to every continent in the world.

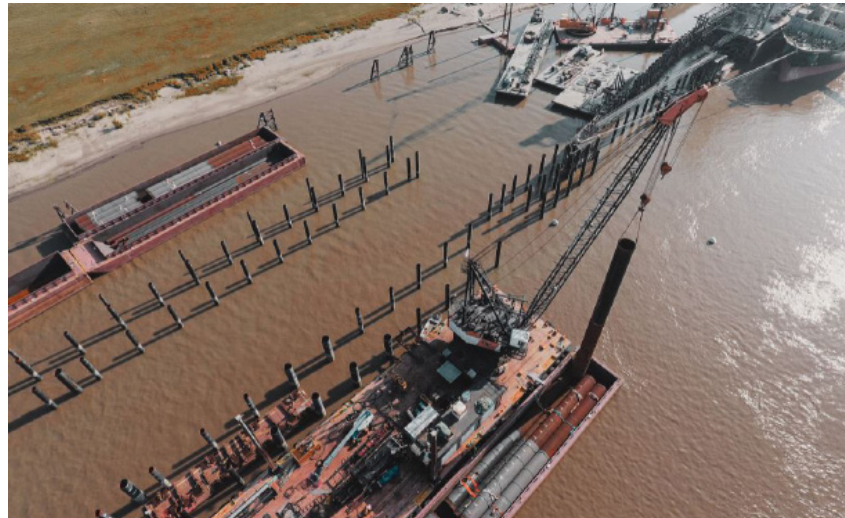


MARINE & FOUNDATION PILING

ESC's Marine & Foundation piling product range consists of Steel Sheet Piles and Vinyl Sheet Piles, Combination Wall, Steel Pipe Piles, Strutting Systems, and Tie-rod Systems.

ESC's 450 profiles of sheet pile is the largest range in the world. ESC has supplied sheet piles from as few as 8 tons to as much as over 20,000 tons for port and harbour structure projects, river revetments, retaining walls, cut-off walls, slope protection, and cofferdams.

Vinyl Sheet Piles completes the product line of sheet piling solutions from ESC. These materials are designed to address corrosion issues on steel with a promising life span of over 50 years in terms of structural integrity and appearance.



ESC Combination walls have 2 types: H Pile combi-wall and Pipe Pile combi-wall. Combi-walls are employed when standard sheet piles do not have the strength against design load requirements for deep ports and alike.

ESC produces a wide range of steel pipe piles of up to 4,267mm diameter and 100mm thickness by LSAW, SSAW and ERW manufacturing processes. In 2015, ESC delivered its longest pipe pile so far at 65m length, which was successfully



delivered and installed off a 50m high crane in an offshore application. Another recent order of pipes has a record of 120 metric tons per piece.

Strutting systems such as the pre-fabricated ESC-PST series are introduced to supplement ESC's sheet piling solutions. ESC is experienced in both conventional and unconventional strutting design and has successfully completed complex projects requiring innovative approaches to strutting design and installation.

TRENCH SHORING

ESC has fully developed its Trench Box Series (Trench Shields) as a two-sided, high-quality and economical excavation support system that provides a safe working environment in trenches up to

ESC BUSINESS ENTITIES

TO SUPPLEMENT ITS MARINE STEEL PILING SOLUTIONS, ESC ALSO PROVIDE MARINE SYSTEMS E.G. MOORING BOLLARDS AND MARINE FENDERS, THROUGH ITS PIANC-REGISTERED PARTNERS.



MARINE SYSTEMS

ESC offers high-grade mooring bollards and marine fenders which are designed and manufactured in accordance with international standards and guidelines.

Mooring bollards are manufactured with ratings from 10 to 300 Tons and many different types - the T-Head, T-Horn, Kidney, Cleat, Double

Bitt, Single Bitt, and Pillar. Marine rubber fenders have a variety of over 50 profiles, 5 rubber grades, and types such as the Cone Fender, Cell Fender, Element Fender, Arch Fender, Cylindrical Fender, Square Fender, Pneumatic Fender, and Foam Filled Fender.



5.6 metres (18.37 feet) deep. ESC's trench safety product line is comprised of Standard Trench Boxes, Manhole Trench Boxes, Adjustable Trench Boxes, and Trench Sheets. Applications over of 2.4m (8 ft) excavation depth are aided by Top Extension Boxes which are compatible to all standard Base Boxes in the product line.



ESC BUSINESS ENTITIES

STEEL STRUCTURES

Capabilities of ESC in Structural Steel Fabrication includes Steel Bridge Structures, Pre-engineered Steel Buildings / Prefab Steel Buildings, Offshore Steel Structures, Heavy Steel Fabrication, Pressure Vessels, and Material Handling Structures.

ESC supplies steel columns, purlins, frames, trestles, beams, trusses, conveyor gantries, mineral processing plants, crusher and screening structures, bridges, walkways, ROM bins, stairs, platforms, handrails, guards, grating, conveyor supports, frames, towers, pipe racks and mechanical support steel.

CORROSION PROTECTION

One of ESC's commitments is to provide high quality Corrosion Protection Systems that maximizes the life of its steel products whether in the



form of sheet piles, combined walls, tie rod systems, marine equipment, or fabricated steel structures or components. Corrosion Protection Systems are achievable by means of coatings: Coal Tar Epoxy, Glass Flake Epoxy Coating, Hot Dip Galvanizing, and Duplex Coating System; and Cathodic Protection; or the combination of both.



An affiliate of:



AFFILIATION WITH MISI

steel trading Companies in Japan and in the world, with local entity in the USA known as Marubeni-Itochu Steel America (MISA). MISA has a significant footprint in steel processing and sales in North America - a common region of interest for ESC.

In its bid for a strong global business network, ESC Group sold a 10% share to Marubeni-Itochu Steel, Inc. (MISI) in 2018. ESC is expected to benefit significantly from this joining between two success-driven Corporations due to MISI's outstanding reputation, large financial capability, and universal sales networks. MISI is one of the largest

With MISI's expertise in mobilizing its worldwide network and effective integration of information, logistics, finance, and human resources in mounting optimal responses to customers' business needs, ESC's coverage is set to increase significantly not only in North America but wherever MISI has established its influence, credibility, and investment.

NEW OFFICES



ESC Trench Shoring, Inc., North Carolina, USA (2019)

Last year (2019), a new office was set-up in Charlotte, North Carolina, USA, the second in the country, the inauguration of which is expected to strengthen the Company's competitiveness in the growing and ever robust market in North America and nearby regions. Targeting the region to be ESC's market stronghold especially for

Trench Shoring and Shielding Solutions, Bruce Colson himself - the President of ESC Trench Shoring, Inc., has to lead the Team Operations besides his immense Corporate Role. This office is also the new East Coast sales office for ESC Steel LLC to complement the existing set up in Houston, Texas.

NEW OFFICES

ESC'S WORLDWIDE EXPANSION IS TAKING PLACE RAPIDLY IN RECENT YEARS.

PT ESC Steel Indonesia, Jakarta, Indonesia (2018)

Prior to the inception of PT ESC Steel in Jakarta, Indonesia in 2018, business operations of ESC within the country already existed through agents and partners.



The change in the Company's strategy for global approach led to the installation of a domestic office for faster response, direct communication with clients and better coverage and penetration into the local market. Chan Hon Kit is assigned the responsibility as the Director of the Indonesian Office as well as the Malaysian Office.

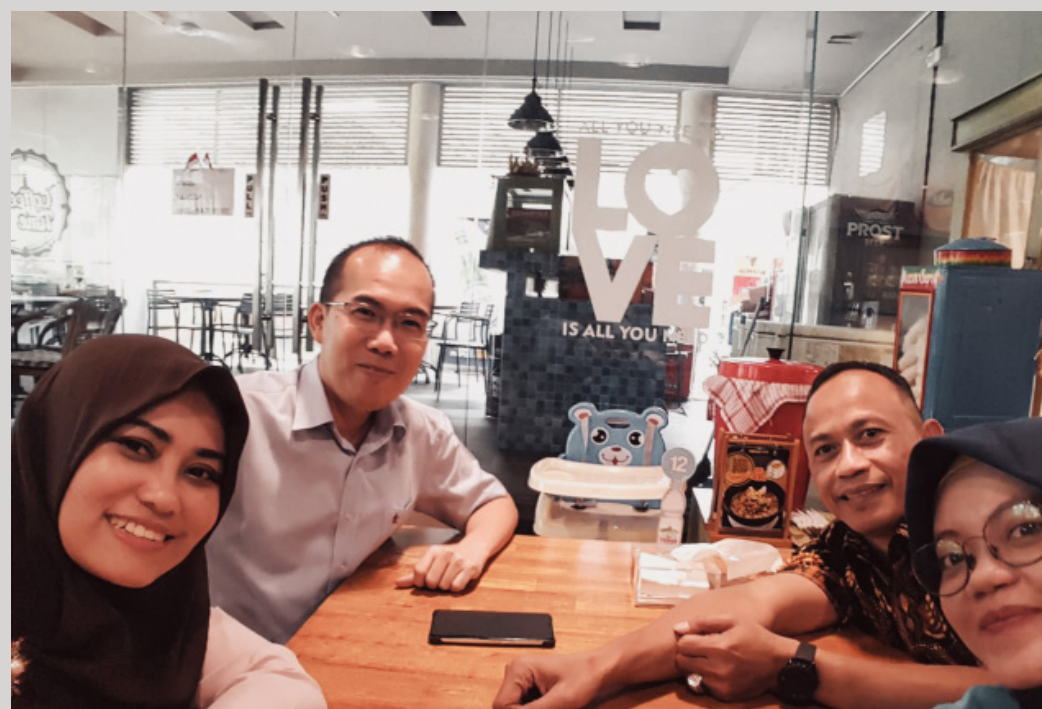
ESC Steel Philippines, Inc., Manila & Cebu, Philippines (2017)

ESC Steel Philippines was established in the year 2017, when the Philippines' new political regime initiated the "Build, Build, Build" Program as a hopeful move to boost and transform the country's economy.

With eyes locked on the promising opportunities brought by the government scheme, John Yeates, Jr. - son of one of the ESC founders, stepped-up to the occasion and orchestrated the formation of the new branch office in Metro Manila.

After a short period of operation, significant projects including a monumental infrastructure in the Visayas Group of Islands intensified the engagements of the Team. The growth and positive market response must be sustained, thus, a branch office was set-up in Cebu City in early 2019 along with an increase in workforce.

ESC Philippines as of today have successfully obtained patronage on a wide variety of products and are swiftly becoming a trusted provider by prestigious Companies all over the country.



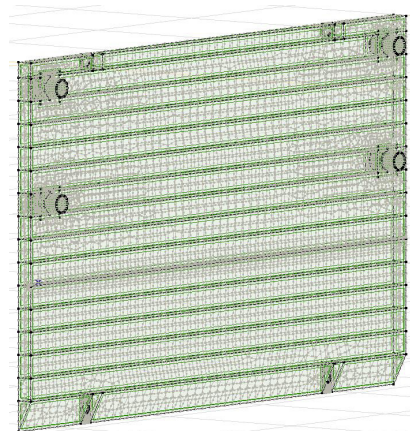
FEATURED PRODUCT:

TRENCH SHIELD

ESC's world-wide acclamation is sustained by its experience and product contribution in excavation and trench safety. The range of products that includes sheet piles, tubular piles, struts, trench shields/boxes, and tie-rod systems exhibits an undisputed level of commitment to system development and perfection. ESC is devoted to continual exploration of the versatility and possible combinations of these solutions that may lead to more effective, safe, and time saving project executions.

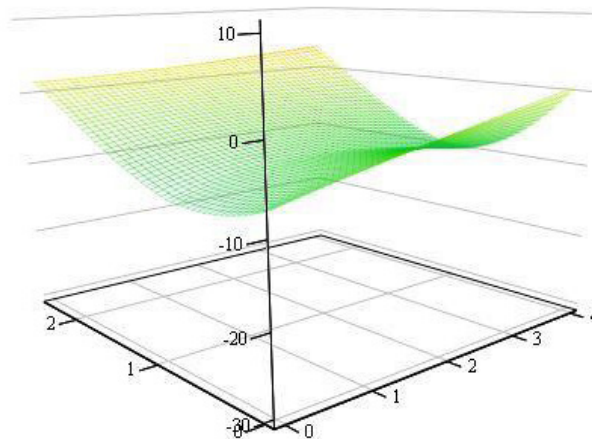
GLOBAL CHALLENGE

Construction projects keeps coming in larger and more complex packages and with intensified statutory restrictions. Timetables however are not becoming flexible but instead are constantly compressed in efforts to reduce costs. These constraints create conflict and heighten the challenge of maintaining a safe but productive working environment.

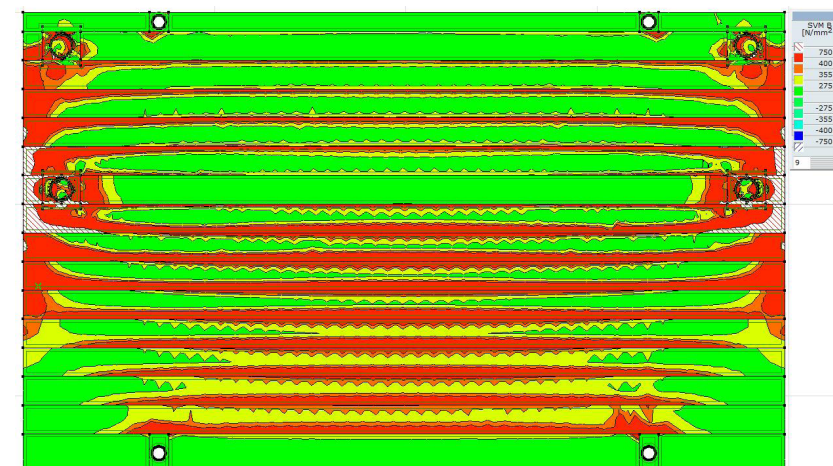


HOW CAN YOU BUILD BETTER, SAFER, AND FASTER?

This question was on the table when Kevin Ashdown – Managing Director of ESC Group Middle East, founded and led the Design Development Team of the ESC Heavy Duty Trench Shield in 2015.



BUILT TO LAST ROBUST CELLULAR DESIGN



The next year (2016), the first unit of the proprietary Trench Shields - designed to International Standards EN 13331-1 & 2 - was produced in ESC's 400,000 square feet manufacturing facility in Abu Dhabi, UAE. A third party engineering company was commissioned to test and certify the boxes. This included full scale destructive testing, and intensive three dimensional finite element modelling, after which the designs were endorsed and certificates for each of the shields were issued.

Following the initial launch, the first batch of shields was provided free of charge to local contractors, and the development team worked closely with the contractors to monitor product performance and customer feedback. This feedback was then used to make improvements to the designs and then full production started. Continuous improvement has been ongoing ever since. In 2018, adjustable strut (or spreader) system were introduced as an addition to the fixed strut system. The manually adjustable strut is designed to

provide a width matrix of close increments that corresponds to actual trench widths and shapes. Subsequently, Manhole Trench Shield/Trench Box were developed in 2019 in response to unceasing pipeline network projects. Manhole Trench Shields are used in conjunction with regular trench shields and acts as a transition piece that provides a wider section shoring to accommodate the presence of a manhole, basin, or pit.



TRENCH SHIELD



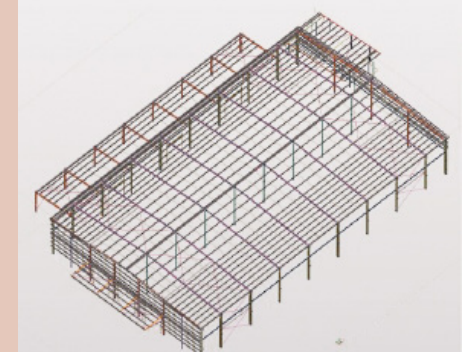
Going worldwide in the same year-2019, ESC Trench Shoring, Inc. developed a version of these Trench Shields in the U.S.A. with emphasis on compliance to Safety Specifications such as OSHA 29 CFR 1926.650, 29 CFR 1926.651 and CFR 1926.652, Subpart P. The US product range is specifically designed to cater for the unique requirements of the US market and construction practices.

As with the original shields, the US range has been verified and certified by a third party professional engineer in the USA. And in the early 2020, ESC has obtained qualification and became a member of NAXSA (North American Excavation Shoring Association).

To date, ESC Group Middle East has produced 900 shields. Nearly 300 of these are maintained in ESC's extensive rental fleet and the balance have been sold to local contractors and throughout the GCC. However, with ESC's venture in North America, the real extent of the product's success is yet to be measured.

CHINA: ISLINGTON WAREHOUSE

One of the most recent accomplishments of ESC-Asia is a package of material design and supply for the Islington Warehouse located in 17 Islington Avenue, Christchurch, New Zealand. The client – Pinnacle Rigging contracted ESC to provide 151 metric tons of structural steel on May, 2020. Structural analysis and 3d modelling was performed using BIM Software – TEKLA Structures.



PROJECT HIGHLIGHTS

ESC Al Sharafi General Contracting were approached by Arabtec Engineering Services LLC (AES) and asked to design an alternative shoring system to replace the traditional secant piling methods. The project was a deep sewerage system for the Dubai Municipality and required a series of driving and receiving pits for the micro tunnelling. Normally, these pits would be done with circular secant piling pits, however, AES wanted

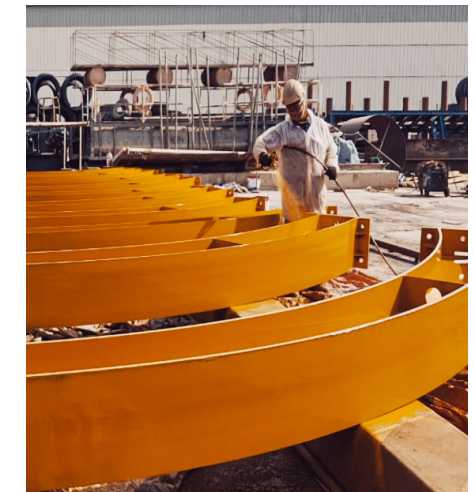
to know if it was possible to provide a circular pit with the reusable, steel shoring system.

The shafts were 9.0m in diameter and up to 26m deep. Soil was dune sand overlying consolidated sands. ESC had the idea of using heavy king posts with circular ring beams as a support system. The design was quite technical, so the expertise and experience of ESC Group Chairman, John Yeates, in the Hong

Kong office was called on to provide the calculations. The system was approved by Dubai Municipality, the first time that any system other than secant piles or diaphragm walls have been approved for deep shaft excavations.

Installation of the system was undertaken by the ESC Team, led by Operations Manager, Thomas Pivovarov, who had just joined ESC. Thomas brought a wealth of

experience with him when he joined ESC, as well as several key personnel such as Alex George and Emmanuel Ashok. With their experience and piling knowledge, Thomas and the team quickly had the project moving. A total of 32 pits were successfully installed, and since then, ESC have been approached by several other contractors who are interested in using the same system on other projects.



DUBAI: DS-189 DEEP SEWERAGE SYSTEM



HIGHLIGHTS

PROJECT HIGHLIGHTS

BO-MAC CONTRACTORS

ESC Steel supplied Bo-Mac Contractors with Ø48" Variable thickness pipe piles for the YCI Methanol One Plant located in St. James, Louisiana. The pipes were used for water intake structure. The pipes were delivered to the Port of New Orleans, Louisiana early April and the job was completed 2019.



CLEARWATER CONSTRUCTION

ESC Steel has just recently completed a delivery to Clearwater Construction for 190 MT of Cold Rolled sheet piles. The sheet piles were delivered in the first quarter of 2020 to Fairfax, Virginia to be used as temporary excavation support for the I-66/Route 50 Interchange. The sheet piles specified were ESC CRZ 17-700 but due to lead time issues this changed to a suggested a DZ80 Cold Rolled Sheet Pile.

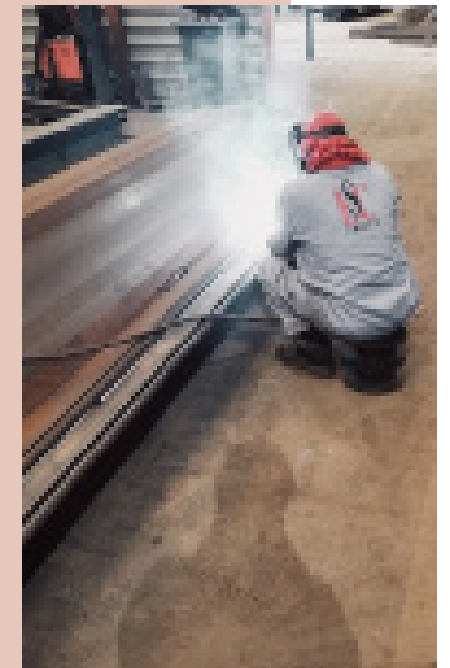
ESC's sheet piles helped Clearwater's construction of two bridges along the route, formally referred to as Segment 2, B606 Braddock Road and B637 Braddock Ramp and the substructure units on four bridges at the I-66/Route 28 interchange, known as B634, B639, B640, and B643.



ABU DHABI: MUBARRAZ ISLAND

Target Engineering Construction Company commissioned ESC Al Sharafi General Contracting to supply and install the temporary shoring system for two new culverts on Mubarraz Island, an oil field off the coast of Abu Dhabi. The project consists of approximately 400m of temporary shoring works. ESC have mobilised one of the ABI rigs and a crew to the island and work is ongoing. At the same time, ESC Al Sharafi Steel secured contracts on

the same project for National Marine Dredging Company to paint the permanent sheet piles, fabricate waling systems and supply the tie rods. Under the leadership of the new Senior Factory Supervisor, Nawas Khan, all works were completed smoothly and the Client was very satisfied. A great example of both UAE companies coordinating to supply clients with complete shoring solutions.



NEW PRODUCT

UAE: ESC AL SHARAFI STEEL

ESC Al Sharafi Steel have introduced a new product to the fabrication line. A new range of rubbish skips has been designed and the first orders have been completed. Under the guidance of Operations Manager Grace Agullana, the ESC rubbish skips have been designed in accordance with the German standards and look set to become a major product in the future.



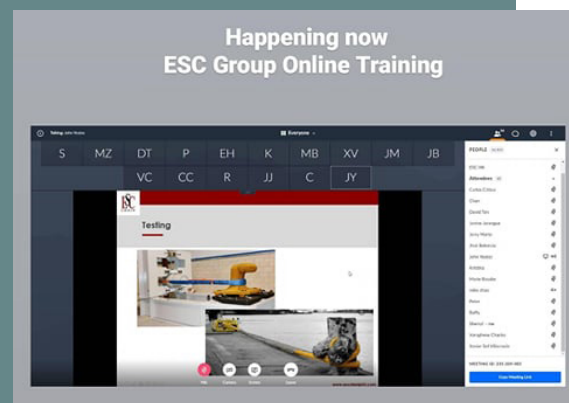
NEWS

ESC GROUP ONLINE TRAINING DURING THE CORONAVIRUS OUTBREAK

As a part of the plan to maintain productivity amidst the quarantine, ESC Group has embarked upon a two-week online training course that tackled a syllabus focused on Sales, Marketing, Customer Service, Project Management, Time Management, and Accounting. Special topics about Product Familiarization, Import and Export Operations, Logistics, ISO requirements, and Taxation were also provided including some subjects in Computer Software and Application.

To optimize the result, the training was synchronized among ESC branches belonging to common time zones, and in this case, for Philippines, Hong Kong, China, Malaysia, Indonesia, and the UAE. It was conducted via video conference with the employees taking turns to present on assigned topics

according to familiarity and work inclination. The entirety of the training is considered a huge success especially because of the quality presentations brought by guest speakers who were highly experienced and experts in their fields.



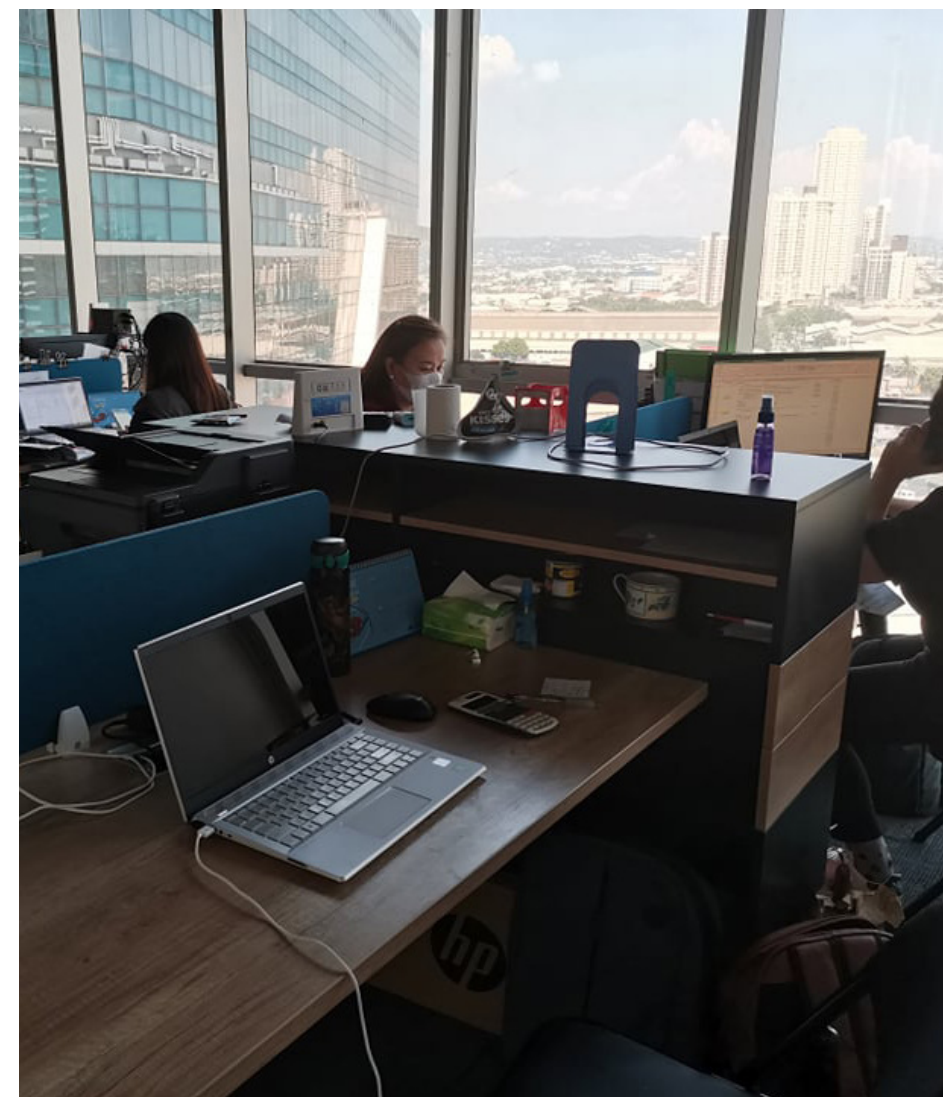
FEATURE

TEAM SPOTLIGHTS

“Two is company, three is a crowd”?



NEWS FEATURE



The first part makes sense, such as when the duo of John Yeates Jr. and his Assistant demonstrated the capability to create a strong and well established ESC Group in the Philippines 3 years ago.

The other statement however was never the case. Even a Team of 3, at the early stage, was too little to handle a rapidly-growing business. Being the fastest-growing team among ESC Groups world-wide, ESC Philippines has grown its multi-skilled workforce to 10 employees and counting. The Branch Company at its young age operates not just in one but two offices with locations in Metro Manila and Cebu.

ESC PIONEERS

20 YEARS



BIN AMAQ SUMARDI
FOREMAN, MIDDLE EAST

Sumardi joined the ESC team in the late 1990's, when we were only operating in Malaysia and had a small but dedicated team. It is true to say that Sumardi and myself have been with ESC since the Company was a baby, and we have worked together to help it grow. When we made the move to Abu Dhabi, we needed to bring an experienced team with us and Sumardi was one of those who we asked to come over. Sumardi has always had a reputation as the guy who can get the job done, and that is what was required when we set up the ESC branch in Abu Dhabi. I probably wouldn't trust Sumardi to look after my whiskey or my wife, but he would certainly be the guy that I would trust on our construction sites. Thanks for everything Sumardi, and I look forward to another 20 years working with you.

Kevin Ashdown
Managing Director, ESC Group (Middle East)



CHAN HON KIT
ENGINEERING DIRECTOR,
MALAYSIA & INDONESIA

18 YEARS



AMANDA GUO
COMMERCIAL MANAGER, CHINA



KEVIN WU
OPERATIONS DIRECTOR, CHINA



WONG KAY HON
FINANCE MANAGER, MIDDLE EAST



CHEW V. LIC
QUALITY MANAGER, CHINA



ROGELIO CATINDIG
FOREMAN, MIDDLE EAST

12
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ESC PIONEERS

8 YEARS



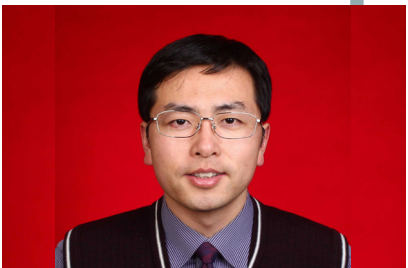
MIKE ZHAO
LOGISTIC MANAGER,
HONG KONG

7 YEARS

JOHN LUIS YEATES
COUNTRY MANAGER,
PHILIPPINES



JASON LAN
SENIOR FINANCE MANAGER,
CHINA



CHRISTIAN GRACE AGULLANA
OPERATIONS MANAGER,
MIDDLE EAST



GET TO KNOW ESC EMPLOYEES

Mr Tan Hun Kin (David), a graduate from University of Science, Malaysia with a Bachelor of Engineering in Civil and registered Professional Engineer with Board of Engineers Malaysia.

David Tan was project engineer in civil consultant firm for 5 years before he joined ESC at year 2006.

David Tan has extensive experience in geotechnical and structural design and project management skill for construction works of retaining structures including slope stabilization, cofferdam, quay wall, jetty, river protection, basement and various other wall systems.



TAN HUN KIN
PROJECTS MANAGER,
MALAYSIA

GET TO KNOW ESC EMPLOYEES



RAFFY MANALANSAN
BUSINESS DEVELOPMENT AND
SALES MANAGER

Raffy is an experienced Business Development and Sales professional including strategy management in Construction, Real Estate, Food Industry and Fuel Trading company locally and internationally. He brings more than 10 years of extensive experience in local and international clients plus various commercial segments in negotiation management. He held supervisory and managerial positions within Regency Group Holding (Al Asmakh Group Qatar), Mercury Group Holding (Food Group Manila) and recently in Aboitiz Group (Real Estate & Construction Cebu).

At Regency Group & Aboitiz Group, he held key managerial positions on the local &

international clients in Strategy Management (Business Continuity Management, Safety & Risk Management) and Business Development & sales teams. He helped Aboitiz Construction in securing significant projects with international steel fabrication (Heaters & Furnace) worth around 2M USD in Canada as one of the key milestones during his stint. Also, he increased revenue on the Power & Energy Sector in the construction group of Aboitiz.

Raffy holds an Bachelors of Arts in Management – Major in Industrial Engineering (CHED Accredited as BSIE) from the Technological University of the Philippines – TUP Manila Main. He graduated his Bachelor's degree as Cum Laude.

EMPLOYEE STORIES



JOHN CARLOS CRITICA
SALES ENGINEER
ESC GROUP, PHILIPPINES

At exactly one week before the enhanced community quarantine in Luzon, I was luckily hired by ESC Steel Philippines. I am very thankful to Sir John Luis Yeates to accept me on board because of that I still managed to sustain my everyday needs even though there is a pandemic. I could also help my family during this difficult time when their work has stopped.

I thought the Philippine team could not accomplish anything significant during this lockdown but in a span of one month I already learned so many things during our online training. Topics that covers the highly technical part of the work even to the simplest subject of "How to Work Remotely". It is very clever to take the opportunity to learn during this time that everyone is at home.



LESLIE CORDOVA
PROJECT ADMINISTRATOR
ESC STEEL, USA

I joined the ESC Team in 2017. While my previous experience in the steel industry focused on dealing with US mills and foreign brokers, ESC has given me the opportunity to work directly with foreign mills and manufacturers.

My work at ESC has also given me the ability to work with a diverse group of people and to learn about other

cultures and work ethics. From working across time zones to interacting with a wide variety of professional groups, I have grown personally and professionally.

Working for ESC has been a great experience, and I look forward to being part of the continued growth of the US division.



CICI XIE
COMMERCIAL SPECIALIST
ESC TRADING (SHANGHAI) CO., LTD.,
CHINA

I have been working in this company for more than three years, but I'm still a junior as my colleagues are all five years and ten years or longer. And what impress me the most is that every time I encounter new difficulties or problems in my work, my superiors and colleagues are always ready to help me solve the problem right away and I always learn a lot from them, which makes me feel warm. I really enjoy every minute in ESC, a united and harmonious family.



CHADI CASTRO
ADMIN EXECUTIVE/
HR OFFICER
ESC GROUP, MIDDLE EAST

Hello everyone! I have recently joined ESC Middle East, I am Chadi.

I would like to take this opportunity to express my heartfelt thanks to my Head Managers and our Managing Director for giving me the opportunity to work as Admin Executive and accounts Assistant.

When Covid-19 started in the UAE our Managing Director Mr. Kevin Ashdown implemented immediately a 'work from

home' protocol and set up remote access to everyone from that decision I know that ESC's top priority is the welfare of their people. I am so blessed to be part of ESC Middle East I remember one of my manager told me in everything "Family First". ESC is always there to support staff in whatever way it can. Their guidance and support have been instrumental in helping me achieve my professional goals, and for that I am forever grateful.

Thank You.

EMPLOYEE

THOMAS PIVOVAROFF PROFILE



Everyone, Meet Thomas Pivovarovff!

Thomas is the Operation Manager for ESC-UAE construction division, and when you say Operation Manager, it is not an ordinary job. It includes project acquisition, provision of technical solutions, proposal submittal, contract negotiations, project execution till completion. Before he joined ESC, Thomas ran a successful piling company, Prime Piling and Foundations which was a competitor to ESC and used to take a lot of our work away. Thankfully Thomas has now joined our team, and is making a significant contribution to the Construction activities. Everyone looks up to someone as his/her mentor and for Thomas, it is Dr. Toth who is a retired Austrian Geotechnical Engineer born in Czech Republic.

Thomas also enjoys a lot of things outside his work and to his personal life. He enjoys listening to rock music and plays sports from time to time, especially his favorite, Tennis. Although he considers himself as a sports fan, he does not cheer for any team or single sports figure. He only likes to see his own country, Austria,

winning and achieving victory. He also likes to read papers with an objective perspective written under "the freedom of speech", as well as educational books whose contents are proven to be correct, and probably because he loves reading so much, he could speak two languages namely, German and English. Even though Thomas is already a very talented man, he would play the guitar and the piano if he was given the chance to be born with such talent.

Just like any of us, Thomas also has an idea of a perfect day. Waking up at 6.45 am without an alarm, being called at 8:30 in the morning by a client thanking him for the great progress of work on site the day before, getting a major job assignment before lunch, having a successful progress meeting in the afternoon, finishing all scheduled works with his team for the day and ending it without any complications and machine breakdowns on site.



"Here's the real deal, standing up at 9:00 am, having a light breakfast and a challenging tennis match, a delicious

lunch at a nice restaurant at 1:00 pm, a power nap till 3:30 pm, time for myself until 18:00 pm, have a beer and meet some friends or family until midnight. Once in a week I will fill up a winning lottery ticket, which provides me the luxuries I need. How exciting to live a life like this, however, sometimes expectation does not meet reality."

-Thomas Pivovarovff

There's no doubt how hard Thomas' job is, and you would be questioning, "What keeps him going to work?" He is really motivated when the people he works with are asking him for advice, completing a job which couldn't have been done better by anyone else, satisfied clients from the past which paid their bills and always return with new challenging tasks of our nature of works, in the future. He is mostly inspired by young unknown self-made millionaires, or billionaires, who made their fortune while not harming the poor and are able to enjoy their privacy. Lastly, he is probably influenced greatly by someone he has been looking up to, for so long that he would like to meet this person if given a chance, and that is George Soros, who helped him to be the person who he is today.

And that's it! That is all that you have to know about Thomas Pivovarovff. So, if ever you meet him anywhere, make sure to introduce yourself and ask more questions to get to know him better.

DAY IN THE LIFE OF

ACERLUM MEXICO TEAM



fractions we can add, and what the procedure is.

14:40 PM

We joke about topics related to social networks and some political things.

15:00 PM

New information is commented on how the merchandise comes.

15:45 PM

Time to contact customs agents to inform them about new merchandise information for the next day's quotation.

16:30 PM

Generate email to all Acerlum-ESC members to relay tele-conversation details.

17:00 PM

We call it a day, say "goodbye for now" to everybody at Acerlum-ESC ends.

9:00 AM

To start the day, there is a morning meeting to catch up and talk a little about everyone's weekend. We joke about personal stuff which makes the work environment more comfortable for everybody. Then, duties and activities for the day are assigned.

10:35 AM

Time for a short tea break, we agree who will put on a music to get going and re-started. This is where we tease about everyone's taste of musical genres which is a favorable moment for everyone to lighten up the morning.

11:45 AM

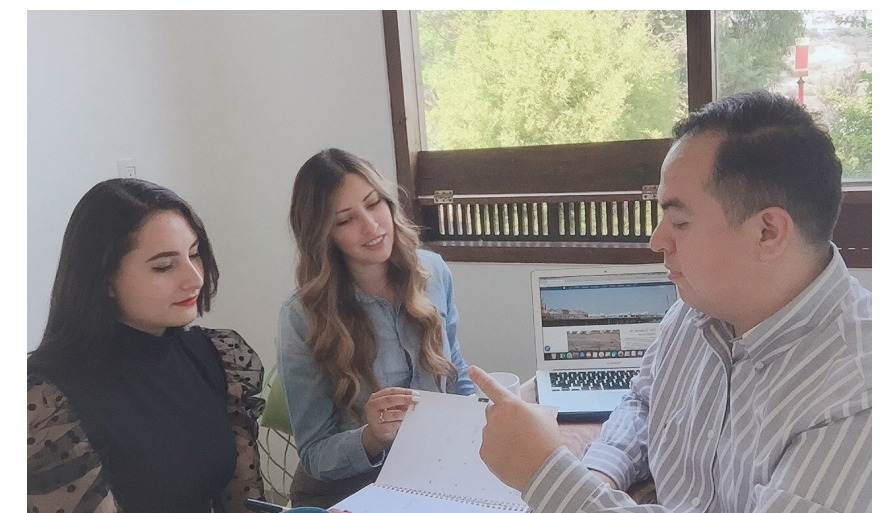
Time to call customs agents, who usually ask for more information about the merchandise. Without delay, we send them photographs, descriptions, and certificates of origin of the merchandise.

12:50 PM

We check government pages, forums, and news with updates on the general rules of foreign trade and customs law and if there have been any updates for the fractions we are dealing with.

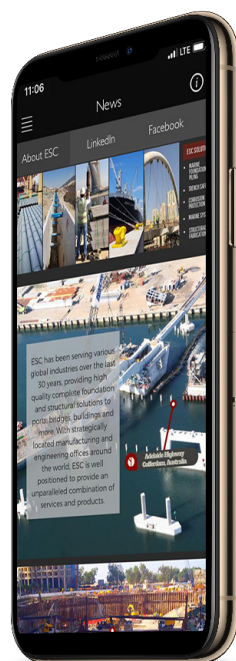
13:00 PM

We comment that an LDA (place other than the authorized one) will be needed for the next import, check whether extra documentation is needed, how long it takes, how many





Many thanks to Bruce Colson and Kevin Ashdown for their great job to help launch the issue.



Next volume will be issued December 2020, email anything you would like to contribute, or suggestions and comments to sherryl@escpile.com. Thank you.





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