

## HEIDENREICH INNOVATIONS INC.

### NEW RELEASE

September 26, 2003 --- INTERTANKO announced today an agreement with Heidenreich Innovations Inc. to integrate their questionnaire generating package on Q88.com web site into INTERTANKO's range of services to members, making it available to members at a discount.

Q88.com is primarily an Internet-based tanker questionnaire generator. Creating vessel questionnaires is a daunting task that has to be completed quickly and accurately in the variety of current and constantly changing formats required by charterers and oil terminals in order to conclude a tanker fixture. Many parties need access to the details in order to ensure the ship specifications meet the requirements of the trade as well as the vetting criteria of the charterer, supplier and receiver. Until now, this process has been time-consuming. Q88.com allows tanker owners/managers to quickly and accurately fill out and distribute oil company and terminal questionnaires on-line. The information on a particular tanker is only entered once and is then reused to generate over 250 different questionnaires.

Fritz Heidenreich, President of Heidenreich Innovations, says, "So far we are pleased with the acceptance our website has received in the industry. This agreement with INTERTANKO will almost certainly result in it becoming the industry standard for vessel information and questionnaire completion."

Svein Ringbakken, Deputy Managing Director of INTERTANKO, comments, "Q88.com provides a very effective solution to the time-consuming task of filling in numerous questionnaires and sending them to any number of different charterers and terminal operators. Providing the Q88.com service to the tanker industry creates opportunities to influence the way tanker information is to be shared accurately and efficiently with an increasing number of players in the future. INTERTANKO is pleased to be able to offer this service to our members at reduced prices."

The Q88.com web site was launched in June 2001. There are currently 255 questionnaires available, which are being used by over 125 tanker owners having an aggregate fleet of over 1,450 vessels. Other industry-related companies are also using the service to access the information for vessels posted on the web site.

INTERTANKO is the International Association of Independent Tanker Owners and has been the voice of independent tanker owners since 1970, ensuring that the oil that keeps the world turning is shipped safely, responsibly and competitively.

Membership is open to independent tanker owners and operators of oil and chemical tankers, i.e. non-oil companies and non-state controlled tanker owners,

who fulfill the Association's membership criteria. Independent owners operate some 80% of the world's tanker fleet and the vast majority are INTERTANKO members. The organisation has 242 members, whose combined fleet comprises more than 2,160 tankers totalling 160 million dwt, which is 70% of the world's independent tanker fleet above 10,000 dwt. INTERTANKO's associate membership stands at 273 companies with an interest in shipping of oil and chemicals.

The [www.Q88.com](http://www.Q88.com) web site can be accessed for further information.

Contact:

Fritz Heidenreich / Peter Renehan

Heidenreich Innovations Inc.

Tel: +1 (203) 662-2671

Fax: +1 (203) 662-2783

Email: [support@Q88.com](mailto:support@Q88.com)

Svein Ringbakken

Deputy Managing Director

INTERTANKO Ltd.

Tel: +44 (20) 7623 4311

Fax: +44 (20) 7626 7078

Email: [svein.ringbakken@intertanko.com](mailto:svein.ringbakken@intertanko.com)