

news@brigantinegroup

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## Welcome!

Dear Customers,

We are pleased to see that 2010 has started stronger than 2009 and we are hopeful that the development will continue. With the Chinese forecast in exports we are ready to receive your empty containers positioned into Chinese ports to cater for the export demand. With our huge geographical spread in China including Hong Kong and Taiwan, do not hesitate to send the damaged units to Asia and we will ensure a fast and cheap repair for you compared to repair the units at origin and send out empty. For further details and to cater for big volumes via extra-loaders please do contact us.

In the respect please also note that we have changed our email addresses to be more personalized and you can now email us via our name @ Brigantinegroup.com (example: [Paul.Erik.Andersen@Brigantinegroup.com](mailto:Paul.Erik.Andersen@Brigantinegroup.com) ).

We wish you a healthy and prosperous year of the Tiger.

Yours faithfully,

Paul Erik Andersen  
Deputy Managing Director

The success of the development in Ningbo CIMC should be attributed to BDCS strong background, superior market fame and reliable service. As a joint venture company of Brigantine Group and Dewell, BDCS was born with a stronger background than other market players. Thanks to years of operation excellence, BDCS is equipped with a strong team with capability to provide all kinds of EMR services to fit its customers' needs. Moreover, BDCS is renowned in the market and has sound customer networks. With these advantages, BDCS actually plays a role as business partner more than a mere service provider who helps Ningbo CIMC develop its own business.

This will be the way for BDCS to gain more business and acquire access into more depots. And we are willing to service you.

Should you have any queries, please call Victor Yang at:  
Office Tel : **+86 574 2769 8863**

## BDCS Captures New 3<sup>rd</sup> Party Business in Ningbo CIMC Depot

Ningbo, one of the biggest ports in China, has witnessed vigorous growth in the past decade. Being second only to Shanghai in east China, Ningbo serves as an important container hub in the Yangtze River Delta area where the market for container service is huge and still growing.



BDCS has been attentive to the Ningbo market all along and taken every opportunity to strengthen our presence and expand the business.

Ningbo CIMC Depot, a subsidiary company of China International Marine Container (Group) Ltd.(CIMC), was established in Ningbo Beilun in 2005. In 2009, its container turnover was about 200,000 TEU. In the Summer 2009, BDCS firstly started equipment maintenance repair (EMR) service for Maersk in Ningbo CIMC. In December 2009, BDCS successfully acquired EMR business of other 3P customers including Triton, CSAV, Hamburg Sud, MSC.

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## BDCS Service Enhanced in Suzhou Modern Terminal Limited



Modern Terminal has been Brigantine Group's strategic business partner for a long time. Besides Hong Kong, co-operation between MTL and Brigantine was extended to Suzhou Taicang in 2006, where SMTL is located.

As member of Brigantine Group family, BDCS values the sound relationship with SMTL and makes continuous efforts to enhance the services and the cooperation.



From January 2010, BDCS has fully taken over the gate-inspection for SMTL. Previous to this the gate-inspection was performed by another subcontractor, whose service level did not match the requirement. SMTL communicated the request of gate-inspection improvement to BDCS. Upon receipt of the request, BDCS dispatched an inspector team, consisting of an experienced leader and skilled members to SMTL. With a short handover, the BDCS inspectors quickly familiarized themselves with the working environment and inspection standard. Accuracy and efficiency of gate-inspection work have been greatly enhanced according to feedback from SMTL and the Lines calling at Taicang.

BDCS also strengthened its technical reefer force in SMTL. Today, both reefer monitoring and gate-inspection at SMTL are conducted 24/7 every day.

Moreover, SMTL and BDCS have agreed to allocate more resources to joint sales work in order to better servicing our customers in the Yangtze River Delta.

If you have interest in BDCS services in SMTL, please contact Mr. Hanson Sheng.

Tel : +86 21 6182 0185  
Cell : +86 138 0199 6848  
Email : [hanson.sheng@brigantinegroup.com](mailto:hanson.sheng@brigantinegroup.com)



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## New TRADING Department to Serve You Better

We are glad to update you that Brigantine has formed the TRADING Department to serve you better.

Despite the core container and marine repairing business, Brigantine has been actively developing container and spare parts sales for the past decade. It was run under two separated sales departments before – Container Equipment Trading and Spare Parts Sales. To better utilize our expertise and our network, we have decided to merge the two sale functions into one unified business unit, i.e. our new TRADING Department. This change shall bring better services to our customers and more convenient cooperation with our business partners.

We have dedicated salespersons to serve your worldwide needs. Our sales teams will contact your esteemed company soon to discuss how our products and services can support your business. You are welcome to contact our sales teams for any inquiries on containers sales and spare parts sales.

### Hong Kong

Ms. Terrie Ng

+852 3765 7783

[Terrie.Ng@Brigantinegroup.com](mailto:Terrie.Ng@Brigantinegroup.com)

### South East Asia

Ms. Ronnie Yiu

+852 3765 7781

[Ronnie.Yiu@Brigantinegroup.com](mailto:Ronnie.Yiu@Brigantinegroup.com)

### South China, Middle East & Oceania

Mr. Stanley Gu

+86 755 2527 9635

[Stanley.Gu@Brigantinegroup.com](mailto:Stanley.Gu@Brigantinegroup.com)

### East China, America & Africa

Ms. Mia Song

+86 755 2527 9171

[Mia.Song@Brigantinegroup.com](mailto:Mia.Song@Brigantinegroup.com)

### North China, Europe & India

Ms. Mary Li

+86 755 2527 9996

[Mary.Li@Brigantinegroup.com](mailto:Mary.Li@Brigantinegroup.com)

### Taiwan

Mr. Michael Han

+886 7 813 2345 Ext.796

[Michael.Han@Brigantinegroup.com](mailto:Michael.Han@Brigantinegroup.com)