

# Envirotainer°

Re: Change to local sales representation in Argentina and Uruguay

22<sup>nd</sup> December 2011

Dear Valued Customers and Partners,

As a result of the increased resources to the Envirotainer Commercial and Sales teams, Envirotainer will no longer be represented locally by a General Sales Agent in Argentina and Uruguay effective Monday, 2<sup>nd</sup> January 2012.

We would like to thank HansaLog SRL for their time and dedication to the Envirotainer sales activities and customer service in their respective markets.

To avoid any business disruption to your air cargo temperature control supply chain, please contact Envirotainer Customer Service and Sales team:

- Johanna Lunar, Operations Coordinator, for all bookings and other daily operational matters  
[opsamerasia@envirotainer.com](mailto:opsamerasia@envirotainer.com) • [johanna.lunar@envirotainer.com](mailto:johanna.lunar@envirotainer.com) • Ph: +1 972 831 3808
- Martina Campos, Regional Partner Manager, for all sales inquiries  
[martina.campos@envirotainer.com](mailto:martina.campos@envirotainer.com) • Ph: +1 972 831 3805
- Berkley Stafford, Head of Healthcare Sales – The Americas, for strategy or management related topics  
[berkley.stafford@envirotainer.com](mailto:berkley.stafford@envirotainer.com) • Ph: +1 910 790 2305 • Mobile: +1 910 297 5325

We look forward to the increased focus gained through the reorganization of the Partner Management and Healthcare Sales teams that will allow us to further develop our logistics partners and sales channels in parallel with the healthcare manufacturers and distributors in this key region.

We value your business and appreciate your understanding during this transition. Please feel free to contact us with any questions or comments.

Sincerely,



Berkley Stafford  
Head of Healthcare Sales, The Americas