

NO. 168 Yu'an Road, Shuofang
Industrial Park, Wuxi New
District, China
无锡新区硕放工业园裕安路
168号

Dear Customer,
致尊敬的客户:

By means of this letter we would like to inform you that Cordstrap's sales and marketing activities will be taken over by Shanghai Atmet Storage Equipment Co.,Ltd, as per December 15th 2015. This decision is taken in the belief that a strong local partner, with good geographical coverage who understands our customers' needs can better provide the sales and support required for the China market.

基于我司经营策略的变化, 我司决定将我司现有在中国市场的所有业务转移给上海奥特玛特物流设备有限公司。此举意在通过强有力的经销商伙伴使我司产品可以更好的满足中国市场的客户需求, 并提供更完善的服务。

Shanghai Atmet has been a Cordstrap distributor for many years and we are delighted that this new agreement further strengthens our co-operation into a true partnership whereby they have now an exclusive distributorship for China. Servicing and supporting our customers is and will remain both Cordstrap's and Atmet's number one priority in the years ahead.

上海奥特玛特物流设备有限公司是我司合作多年的经销商, 今后也将是我司在中国的独家经销商。我们很高兴并且坚信双方将更紧密地合作以给客户提供更优质的服务, 因为“客户第一”一直是固世特以及奥特玛特所坚持的信念。

Local Shanghai Atmet sales staff will contact you in the near future to make their introductions. All existing customer supply agreements including prices and terms & conditions will remain unchanged with this transfer. Kindly arrangement settlement of all Cordstrap Load Securing Systems (Wuxi) Co., Ltd., invoices in the normal payment term to the above address.

上海奥特玛特的销售人员将很快与您联系以进一步向您解释这一变化。所有现有的客户合同包括销售价格和其他合同条款将维持不变。所有由固世特向您开具的发票, 请按原约定的付款期限付至固世特银行账户。

Any future orders, sales / service requests and cargo securing issues that need solutions should be directed to Shanghai Atmet who will be pleased to assist. We kindly request you to update your supplier database to reflect this change. Shanghai Atmet head office contact details are listed below for your information and records:

所有将来的订单, 销售/服务需求以及任何与货物紧固相关的问题咨询, 请直接与上海奥特玛特联系, 他们将会竭诚为您提供服务。烦请贵司及时更新贵司的供应商信息以便我司及奥特玛特能够更好地为您提供服务。上海奥特玛特的总部联系方式如下:

Contact details

Company: Shanghai Atmet Storage Equipment Co.,Ltd
Address: No. 3999, Xiupu Road, #37 Kangqiao Industrial Zone, Pudong, Shanghai 201309 China
Phone: 021-5196 7890
Fax: 021-5196 7878
Contact: Micoo Mei
Email: meiqihua@atmet.cn
Cell phone: 135 2453 5950

单位名称: 上海奥特玛特物流设备有限公司
工厂地址: 上海市浦东新区康桥镇秀浦路 3999 弄 37 号厂房 201319
联系电话: 021-5196 7890 传真号码: 021-5196 7878
联系人: 梅启华 meiqihua@atmet.cn 手机号码: 135 2453 5950

Thanks a lot for your understanding!
非常感谢您的理解和支持!

Jon Blower



VP Sales MEA Asia Pacific

