



The Brent Tracker

A Year in Review



Brent Packaging & Logistics "Where Packaging & Logistics Meet" – Since 1948

July 2011 Issue #1

Message from the President

Steve Warwick



This past year **Brent Packaging & Logistics Ltd. (Brent)** experienced many changes, challenges and exciting opportunities. In August of 2010, Edward Perdue, one of our senior sales personnel, unexpectedly resigned from **Brent**. In September of 2010 Dorine Duquet, another member of our senior sales team, retired from **Brent** after almost 20 years of service. As well, in September 2010, we were informed by one of our inside sales personnel, Sandy Santos, that she was pursuing other ventures. Although these departures were a shock at the time, they provided opportunities for others to shine and lead the way.

I am pleased to announce the following Personnel Changes;

Alison Warwick-Fernandes was promoted to full time Outside Sales Representative in September 2010. During the two plus years **Alison** has been at **Brent** she has filled many roles, from Human Resources to Marketing and now on to Outside Sales. **Alison's** hard work and dedication to customer service has allowed her to exceed expectations and will contribute to her success in her new role. Congratulations **Alison!**

Mike Tomkin joined **Brent** in January 2011 as an Outside Sales Representative. **Mike** brings years of sales experience as well as a proven track record for customer service, problem resolution, and on time customer delivery. Welcome aboard **Mike!**

Ravie Ramanand was promoted to Production Supervisor after being a dedicated employee of **Brent** for over 15 years. Throughout his tenure at **Brent**, **Ravie** has displayed outstanding commitment and loyalty to all of our customers. He has proven to be a positive leader and role model to employees and we couldn't be more fortunate to have him on board our team. Congratulations **Ravie** on your new position!

Tony Cochrane was recently promoted from Production Coordinator to Purchasing Supervisor after being with **Brent** for 2 years. We are excited to have **Tony** in this role as he brings over 16 years of Purchasing experience. We wish him well on his continued success in this department!

After being a member of the **Brent** team for a total of ten years, **Rosa Moniz** has been assigned to the position of Inside Sales and Project Coordinator. **Rosa** brings a wealth of knowledge to her new role as she previously worked as a Project Administrator and Purchasing Supervisor at **Brent**. We are excited to have her shift into the Sales aspect of the company to further display her commitment to meeting customer needs and requirements. Congratulations **Rosa** on your new position!

Although **Brent** has experienced some changes over the past year, our production team remains intact, and our continuity and expertise is second to none.

Mission Statement

At Brent we strive to exceed our customers expectations in quality, delivery, and cost through continuous improvement and constant customer interaction

Our Company

Incorporated in 1948, **Brent** has grown into one of the largest export packaging companies in Canada, providing complete packaging solutions to domestic and global corporations.

Over the years we have emerged as a leader in Domestic, Export, Military, Mining and Nuclear Packaging, including Plant Relocations, Sea Containerization, Warehousing and Project Management.

We Have Expanded...

Being one of the largest Exporting, Crating and Packaging companies in Canada, with many of our clients having locations in both the Toronto and Montreal area, we at **Brent** felt the need to expand to better service our customers. We now have locations not only in Mississauga, Ontario but also in Terrebonne, Quebec, and feel we have the necessary foot print to provide the best and most economical solutions to our customers.

Brent's Mississauga, Ontario location has more than 85,000 sq. ft. of production and storage space, 10 truck-level loading docks and two drive-in docks with 25-ton crane lifting capacity.



Our **Terrebonne, Québec** location has 45,000 sq. ft. of production and storage space, three truck-level loading docks, and two drive-in docks with 50-ton crane lifting capacity.

Brent is designed to handle all aspects of receiving, inspection, consolidation, shipping, customs clearance, warehousing and packaging of your product. **Brent** is ISO 9001 certified and offers a Duty and HST Tax Free warehouse for goods imported into our facility for ultimate export.

In essence, we can import items into our facility, warehouse, pack and export with no Duty or Tax triggered. As the Importer of Record, Brent would be responsible to ensure that there is proper documentation and an audit trail for all goods entering our facility to be packed and eventually exported within a prescribed time limit.



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Ground Breaking Ceremony for Emballages & Logistique BRENT (Brent)- March 2010

Together with the Mayor of Terrebonne Mr. Jean-Marc Robitaille, promoters from Le Groupe Montoni Division Construction Inc., Mr. Stephen Warwick President & CEO of BRENT and the entire Management team at the time attended a ground breaking ceremony for the construction of the new Terrebonne facility, our Quebec Division.

"We chose Terrebonne because of its strategic location. It is a beautiful city, close to the Port of Montreal, Mirabel and a modern sports complex and vocational training center". **Stephen Warwick**

Quebec's rapidly growing packaging and logistics market offers Brent good prospects for development. In January 2010, operation began at our temporary location with great success within the Quebec Market. We are excited for the new opportunities and ventures while moving into the City of Terrebonne. Terrebonne is close to many highways and is an ever developing community for business growth.



Brent chose to locate the new 45,000 sq. ft. plant in the industrial park on the east side of Highway 640, in Terrebonne, where it has been operating since July 1, 2010. This multi-million dollar investment would not have been possible without the assistance of The Business Development Bank of Canada, and Investissement Quebec, an arm of the Quebec Government. Our expansion has led to the creation of many jobs from the area as we service not only new customers, but also those customers who have been clients of Brent for many years and who have operations in Quebec. Article from CLDEM Terrebonne Mascouche

"It is a very strategic location. Besides that, the presence of a number of companies working in the aerospace and pharmaceutical fields, two types of industries that are among our principal customers, gives us access to a large pool of prospective clients."
Giovanni Di Girolamo, Director of Operations Emballages & Logistique BRENT

Brent Packaging is Using EDI!!

Brent Packaging is proud to be one of the first Crating/Packaging companies to employ the newest e-commerce communications technology from GXS.

What is GXS? GXS is an award-winning Business to Business (B2B) e-commerce company that provides e-commerce solutions that enables businesses to create, send, receive, print and manage EDI documents

What is EDI? EDI or Electronic Data Interchange is the structured transmission of data between organizations by electronic means.

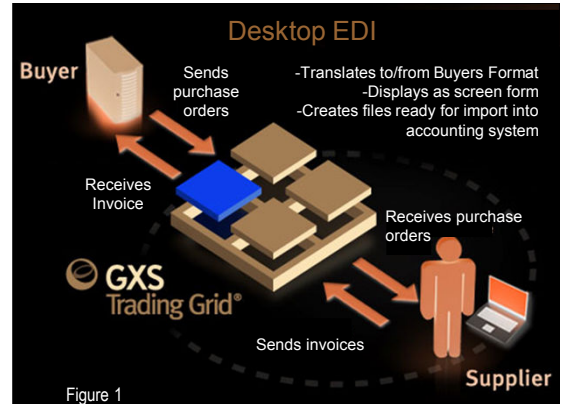


Figure 1

What we bring to the Table

Export Crating & Packaging

Brent specializes in packaging and crating for air, ocean, rail or road, commercial, military and nuclear.

Sea Containerization

Brent provides complete loading, blocking and bracing services, including 20 foot and 40 foot Sea Containers, Flat Racks, Rail Cars.

On Site Packaging

Brent's mobile pack crews will provide our services at your location, eliminating the need to move your product to our facility for crating & packaging.



Type A Containers

Brent Packaging & Logistics Ltd. is now able to provide exceptional nuclear storage and transportation containers manufactured in Canada

UN/EDIFACT or United Nations/Electronic Data Interchange for Administration, Commerce and Transport is the international EDI standard and has been adopted by the International Organization for Standardization (ISO) as the ISO standard ISO 9735. UN/EDIFACT is the only international standard.

Brent's facilities are equipped with leading edge technology such as "Desktop EDI" and "Translator" software which is PC-based software solution that translates documents to and from our customers' EDI format via easy-to-use desktop forms. At Brent we use Desktop EDI to send and receive electronic documents with our customers including purchase orders, invoices, shipment notices and remittance advices.

Benefits of Integrating GXS e-Commerce

- Increased productivity by using a single system to handle messaging between internal applications and external trading partners.
- Fast integration of standard documents, as well as fast adoption of new documents through receive & print and data entry
- Reduced cost of processing orders due to better turnaround time and less document errors
- Cost avoidance by maintaining your investment and growing with your EDI and electronic commerce business needs

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