

Press Release

CS Leasing opens up new markets through collaboration with ISG

CS Leasing has appointed Intermodal Solutions Group (ISG) as its leasing agent in Argentina, Chile, Paraguay and Uruguay. As a global provider of container rotation systems for the mining and grain industries, ISG has helped develop the containerised movement of bulk cargoes throughout the region, creating deep connections with a wide variety of customers and markets. By leveraging ISG's local expertise and CS Leasing's access to capital as well as offering a diverse range of containers and leasing solutions, CS Leasing looks forward to further supporting both new and existing customers as it opens up new markets in the region.

Additionally, CS Leasing will collaborate with ISG by working with any of their global customers who require a leasing option with ISG's innovative containerised bulk handling solutions. CS Leasing will use its expertise to match the desired container solution to the best leasing product, delivering the right containers ready for use at the customer's site. CS Leasing and ISG have already collaborated on projects in South America and Northern Europe

ISG provides Pit-to-Ship solutions and specialises in containerised mining equipment and containerised bulk handling solutions. Established in 2005 and based in New South Wales, Australia, the company services customers in Australia, the Asia-Pacific region and Latin America.

As mines become located in increasingly inaccessible areas, the Pit-to-Ship supply chain is becoming the main cost factor that determines whether or not a project is financially viable. Containerised bulk handling (CBH) can offer a cost effective and environmentally friendly solution that can be scaled up as production increases.

The containerised solution, which is suitable for both road and rail, prevents waste and spillage during the transport and loading process. The system also removes the need for conveyers, shiploaders and storage sheds and can turn standard container ports into



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bulk handling ports, creating new revenue and traffic. CBH is particularly well suited to environmentally sensitive cargoes and suits a diverse range of commodities across different regions of the world.

The CS Leasing team has established a close working relationship with the team at ISG, led by its founder Garry Pinder. “We are delighted to have signed this agency agreement,” said Rick Reid, VP Americas. “ISG offers innovative, environmentally sound logistics services and has great connections throughout Latin America. CS Leasing saw strong growth throughout last year and, with this new collaboration in place, 2017 is already looking very promising” added Rick.

“CS Leasing’s expertise in managing the leasing of non-commoditised containers will be invaluable for us as we grow our offering,” said Garry Pinder. “The CS Leasing team shares the same objective of providing the excellent level of flexible, customer-focused service that we pride ourselves on offering at ISG”.

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About CS Leasing

CS Leasing (Caru Specialized Leasing) focuses on leasing non-commoditized containers while providing the extensive product expertise and high service levels required by the operators of specialized equipment.

In a market that has seen a lot of consolidation, CS Leasing stands out for its customer-focused, flexible and knowledgeable service. The firm is growing fast and has ambitious plans to become a global company while maintaining the flexibility and personalised service of a boutique business.

The management team is led by Frank Vaughan, Tim May, Rick Reid and David Sprod, who have on average over 25 years of container leasing experience, including specialized



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container leasing. The company was formed by Caru Containers and TCG (Transportation Capital Group) in September 2015.

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