

## Erwin Muljosantoso

---

**From:** Yul F Rusli  
**Sent:** Tuesday, May 16, 2017 10:03 AM  
**To:** Erwin Muljosantoso  
**Cc:** David Freddynanto  
**Subject:** FW: Marine DAT June 7-8  
**Attachments:** Hotel requirements.xlsx; Tianjin DAT participant list.xlsx

Mas Erwin,

FYI and follow up on the visa administration process.

Regards,

---

**From:** Kody Chan [mailto:Chan\_Kody@cat.com]  
**Sent:** Saturday, April 15, 2017 9:12 PM  
**To:** James C Johnson; Jonathan P. Jackson; Gary Lee; Albin Skoglund; Johnny Li; Peter XY Pan; Ivan.Koh@cat.com; ROBERT.WIKLUND@cat.com; xiaohua wang; ronald.pang.kaho@simedarby.com.hk; clement.lo.kinwing@simedarby.com.hk; Joe Tracy - LSHM(SH); Hyman Ma - LSHM(SH); Andrew Melvin - LSHM(KS); michielhankel@phuthaimarine.com; falcobrands@phuthaimarine.com; hubertgoodman@phuthaimarine.com; Yul F Rusli; Heru Hermawan; John Noreiks; Ho Kah Huat; Jin Pei  
**Subject:** Fw: Marine DAT June 7-8

Gentlemen

Thank you for your confirmation to participate the coming Marine DAT to be held in Tianjin Caterpillar facility. I would like to share with you the following information for your logistic planning:

1. The meeting will be held from June 6 to 8. Only activity in June 6 will be a welcome dinner at hotel around 7pm. DAT meeting will be June 7 to 8, targeting 1.5 days to 2 days depends on agenda.
2. All traveling participants will put up at the Crowne Plaza Tianjin Binhai hotel which is very near to Cat Tianjin facility for easy logistics. Please complete the hotel requirement form and email to Peter Pan as copied in this email by end of April to secure the booking. The hotel requirement form is printed in English and Chinese and with Chinese hotel name and address which you can use with the taxi driver in case you prefer to come by taxi.
- 3.
4. Please plan to arrive June 6 before welcome dinner and depart the earliest June 8, 6:00pm onwards flight.
- 5.
6. It is recommended to come in from Tianjin airport, either direct or via HK, Guangzhou or Shanghai, etc. If you choose to come in from Beijing airport, it will take another 3 hours by car (if traffic is good) to reach Tianjin hotel. If you really need to come from Beijing airport, please contact Peter for logistic arrangement or advice
- 7.
8. We have good blend of sales, product support, manufacturing plus financing experts in this meeting. Trust it will be a very interesting and successful meeting. We will finalize the DAT topics in couple weeks. Please feel free to submit your input on discussion topics within these couple weeks.
- 9.

*(See attached file: Hotel requirements.xlsx)(See attached file: Tianjin DAT participant list.xlsx)*

- 1.

Please let me know if you have any question.

Best regards,

Kody Chan  
Regional Sales Manager  
Caterpillar Marine - Asia Pacific  
5 Tukang Innovation Grove  
Singapore 618304  
Off: +65-68293118  
Mob: +65-81235067  
Email: [chan\\_kody@cat.com](mailto:chan_kody@cat.com)

**From:** Kody Chan [[mailto:Chan\\_Kody@cat.com](mailto:Chan_Kody@cat.com)]

**Sent:** Thursday, March 30, 2017 1:39 PM

**To:** Joe Tracy - LSHM(SH) <[joe.tracy@lsh.com](mailto:joe.tracy@lsh.com)>; [ronald.pang.kaho@simedarby.com.hk](mailto:ronald.pang.kaho@simedarby.com.hk); [franky.cheung.chifai@simedarby.com.hk](mailto:franky.cheung.chifai@simedarby.com.hk); Ho Kah Huat <[ho.kah.huat@tractors.simedarby.com.sg](mailto:ho.kah.huat@tractors.simedarby.com.sg)>; [michielhankel@phuthaimarine.com](mailto:michielhankel@phuthaimarine.com); [falcobrand@phuthaimarine.com](mailto:falcobrand@phuthaimarine.com); [yusli@trakindo.co.id](mailto:yusli@trakindo.co.id); [heru.hermawan@trakindo.co.id](mailto:heru.hermawan@trakindo.co.id); Hyman Ma - LSHM(SH) <[hyman.hjma@lsh.com](mailto:hyman.hjma@lsh.com)>; Gary Lee <[Lee\\_Gary@cat.com](mailto:Lee_Gary@cat.com)>; Frank Kircher <[KIRCHER\\_FRANK@cat.com](mailto:KIRCHER_FRANK@cat.com)>; John Noreiks <[janoreiks@trakindo.co.id](mailto:janoreiks@trakindo.co.id)>; [irwansya@trakindo.co.id](mailto:irwansya@trakindo.co.id); [clement.lo.kinwing@simedarby.com.hk](mailto:clement.lo.kinwing@simedarby.com.hk); Andrew Melvin - LSHM(KS) <[andrew.melvin@lsh.com](mailto:andrew.melvin@lsh.com)>; [Ivan.Koh@cat.com](mailto:Ivan.Koh@cat.com); Jonathan P. Jackson <[Jackson\\_Jonathan\\_P@cat.com](mailto:Jackson_Jonathan_P@cat.com)>; James C Johnson <[Johnson\\_James\\_C@cat.com](mailto:Johnson_James_C@cat.com)>; Frank Kircher <[KIRCHER\\_FRANK@cat.com](mailto:KIRCHER_FRANK@cat.com)>; Albin Skoglund <[Skoglund\\_Albin@cat.com](mailto:Skoglund_Albin@cat.com)>

**Subject:** Fw: Marine DAT June 7-8

Dear Cat and dealer members

So far we have PTM, Trakindo, MaK Asia sales confirmed in writing of their participation.

As for Cat, sure Gary Lee and myself. We also have confirmation from Jon Jackson, Cat Product group and A&I manager and James Johnson, Cat Propulsion general manager. Sure we have got the high level participation to discuss Cat engine and propulsion products.

Please confirm by return your participation of the DAT meeting and provide any input you may have on meeting topics.

We will provide hotel details within the next 2 weeks.

Best regards,

P.S. Please take note of my new Singapore address & contact numbers

Kody Chan  
Regional Sales Manager  
Caterpillar Marine - Asia Pacific  
5 Tukang Innovation Grove  
Singapore 618304  
Off: +65-68293118  
Mob: +65-81235067  
Email: [chan\\_kody@cat.com](mailto:chan_kody@cat.com)

----- Forwarded by Kody Chan/0P/Caterpillar on 30/03/2017 01:26 PM -----

From: Kody Chan/0P/Caterpillar

To: "Joe Tracy - LSHM(SH)" <[joe.tracy@lsh.com](mailto:joe.tracy@lsh.com)>, [ronald.pang.kaho@simedarby.com.hk](mailto:ronald.pang.kaho@simedarby.com.hk), [franky.cheung.chifai@simedarby.com.hk](mailto:franky.cheung.chifai@simedarby.com.hk), Ho Kah Huat <[ho.kah.huat@tractors.simedarby.com.sg](mailto:ho.kah.huat@tractors.simedarby.com.sg)>, [michielhankel@phuthaimarine.com](mailto:michielhankel@phuthaimarine.com), [falcobrand@phuthaimarine.com](mailto:falcobrand@phuthaimarine.com), [yusli@trakindo.co.id](mailto:yusli@trakindo.co.id), [heru.hermawan@trakindo.co.id](mailto:heru.hermawan@trakindo.co.id), xiaohua wang/0G/Caterpillar"Hyman Ma - LSHM(SH)" <[hyman.hjma@lsh.com](mailto:hyman.hjma@lsh.com)>, Gary Lee/1P/Caterpillar@Caterpillar, Frank Kircher/1E/Caterpillar@Caterpillar, John Noreiks <[janoreiks@trakindo.co.id](mailto:janoreiks@trakindo.co.id)>, Irwansyah <[irwansya@trakindo.co.id](mailto:irwansya@trakindo.co.id)>"Kelvin TH Tan" <[kelvin.tan.teckhow@tractors.simedarby.com.sg](mailto:kelvin.tan.teckhow@tractors.simedarby.com.sg)>, [clement.lo.kinwing@simedarby.com.hk](mailto:clement.lo.kinwing@simedarby.com.hk), "Andrew Melvin - LSHM(KS)" <[andrew.melvin@lsh.com](mailto:andrew.melvin@lsh.com)>

Cc: [Tetrault\\_Jaime@cat.com](mailto:Tetrault_Jaime@cat.com), Frank Kircher/1E/Caterpillar@Caterpillar

Date: 28/02/2017 01:32 PM

Subject: Marine DAT June 7-8

---

Gentlemen,

This year Marine DAT meeting is tentatively scheduled for June 7-8 and to be held in the new Cat 3500 Tianjin facility. This meeting again will involve the top 5 Cat marine dealers and MaK Asia from both sales and product support

function. Cat Marine will host the meeting.

We intend to invite senior Cat Marine management from sales, product group and Cat propulsion to attend the meeting. Following are just some suggestions on discuss topic (not download). Please advise if it meets your requirement or you have other suggestions.

- CTL 3500 factory tour & order acceleration plan
- Cat product strategy from engine to solution (CP, MEO) and emission readiness
- Product support strategy progress and CP transition
- Dealer capability - sales & product support
- Open forum - 2 hours, dealers to coordinate and consolidate common issues/comments/suggestion in advance

Please advise if you will attend the meeting and provide agenda input by March 15, 2017 so we can make the necessary logistic arrangement. Please let me know if I missed anyone while I want to keep it a very focus team comprises of Cat & dealer management team only.

As usual, the meeting will be started with Welcome dinner the eve before meeting and meeting will be around 1.5 to 2 days depends on topics.

We will share more details by early April to the confirmed participants for the necessary pre-works.

Best regards,

Kody Chan  
Regional Sales Manager  
Caterpillar Marine - East Asia  
6F, Lei Shing International Plaza, No 1319  
West Yan'an Road, Shanghai 200050, China  
Off: +86-21-2221 1378  
Mob: +86-138 180 58208  
Email: [chan\\_kody@cat.com](mailto:chan_kody@cat.com)

**LSH Disclaimer:**

This message contains confidential information and is intended only for the individual named. If you are not the named addressee you should not disseminate, distribute or copy this e-mail.

Please notify the sender immediately by e-mail if you have received this email by mistake and delete this email from your system.

Internet communications cannot be guaranteed to be error free. The sender does not accept liability for errors or omissions as a result of internet transmission. Any commitment implied or otherwise contained in this message require separate verification of the sender's authority.

Lei Shing Hong Ltd. 8/F New World Tower I, 18 Queen's Road Central, Hong Kong.

<http://www.lsh.com>

 Please consider the environment before printing this email.

*"This email message and information, including any attachment is intended solely for the use of the recipient(s) and are confidential and may also be privileged. If the reader of this message is not the intended recipient, please delete this email and all information it contains including its attachment from your system and immediately notify the sender. Dissemination, distribution, copying, or other use of this email or its attachment is strictly prohibited. Any unintended use of this email shall be your responsibility and shall be subject to any jurisdiction."*