

# INSIDE Cargo Connections

ISSUE 19, MAY 2019

QUARTERLY NEWSLETTER FOR **CARGO CONNECTIONS**

**SEVEN  
NEW MEMBERS  
THIS ISSUE**

**SPARK GLOBAL  
LOGISTICS: BELGIUM**

**ENATRANS  
LOGISTICS: TURKEY**

**LIFT FREIGHT SERVICES:  
NETHERLANDS**

**AL AMRI SHIPPING  
& LOGISTICS: OMAN**

**WORLDLINE  
LOGISTICS: INDIA**

**MARK GLOBAL  
LOJISTIK: TURKEY**

**WESTBOUND: UK**



**2019 ANNUAL  
ASSEMBLY, DUBAI**

see page 4



**CARGO**  
Connections



I have to start by saying a huge THANK YOU to each and every one of you who made our 4th Annual Assembly (see page 4) one of my favourite meetings ever! Have you seen our Souvenir Brochure? If not, log-in to our Members Area and go to 'Group Photos' to download a copy - it is packed full of content including a review of the event, photos, award recipients, our fun twitter board and a full list of attendees for your reference.

Make sure that you have made note of the dates of our 5th Annual Assembly which takes place from 8-10 March 2020 at the Outrigger Laguna Phuket Beach Resort, situated on Bangtao Beach between a tropical lagoon and the sparkling waters of the Andaman Sea - this beachfront property is designed to be a luxurious haven for our meeting!

We have also arranged for THAI to offer special airfares to our delegates who will travel on THAI's operating flights to attend the event in Phuket. We will issue Members with an event code when registration opens at the end of May.

RACHEL HUMPHREY  
President/C.E.O.

## FROM THE PRESIDENT/C.E.O.

### CARGO CONNECTIONS

Cargo Connections (CC) is an ISO 9001 and ISO 14001 certified organisation established in 2014 with the aim of becoming a leading international network of freight forwarders. Our Members offer clients the personal local service and flexibility that only privately-owned forwarders can, whilst benefiting from being part of a strong, established network. Our membership is growing steadily and currently comprises of 117 companies in 66 countries.

### INSIDE CARGO CONNECTIONS

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COVER: 2019 Annual Assembly, Dubai  
See page 4.  
Photo: CC Head Office

CC cannot take responsibility for the opinions, statements and/or facts expressed in the stories, that are contained in this publication. Any views expressed are those of the individual quoted, and not necessarily those of the publisher. The publisher can accept no responsibility for any errors or omissions made, but will endeavour to amend any, that are brought to our attention, in a future issue.

[www.cargoconnections.net](http://www.cargoconnections.net)



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## SADLEIRS MOVE DEMOBILISED VESSEL FROM FREMANTLE TO SINGAPORE

Sadleirs Global Logistics recently oversaw the successful movement from Fremantle to Singapore of eight parcels of equipment from the demobilisation of a sub-sea exploration vessel.

The eight parcels totalled 280 MT - 1420 m3.

The export involved a number of heavy lifts ranging from 23 MT to 44 MT and oversize items in excess of 5 m width.

The delivery was executed successfully, safely & securely thanks to the due diligence of Sadleirs' logistics team and any other third-parties involved.

[www.sadleirs.com.au](http://www.sadleirs.com.au)



## 2019 ANNUAL ASSEMBLY SOUVENIR BROCHURE

To celebrate such a fantastic event, we are pleased to present a Souvenir Brochure of our recent gathering!

The 10-page brochure is packed full of content including a review of the event, photos, award recipients, our fun twitter board and a full list of attendees for your reference.

Please also feel free to download our Group Photo and please keep the communication going with the people you met via our Easy Emails page which lists each delegate's direct email and mobile number.

## BUSINESS E-MAIL COMPROMISE (BEC) SCAM

We would like to remind Members to be aware and extra cautious of Business E-Mail Compromise (BEC), the sophisticated scam whereby criminals compromise legitimate business e-mail accounts through social engineering or computer intrusion techniques to conduct unauthorized transfers of funds, normally into a 'new' bank account.

### WHO IS LIABLE?

We understand the frustration involved if a company becomes a victim and that huge losses can be suffered, which can cause arguments regarding who is liable. Personally, I feel the banks should be taking more responsibility, or at least they should be working harder to prevent these cases.

However, the company who fell victim should consider itself liable for the damage as it has (albeit unknowingly) transferred and authorised the payment of funds to the

criminals. Therefore, the company who transferred the money is liable for the loss. It is extremely important to ensure that your business insurance policy covers BEC scams, including other potential hacking and phishing scams.

### TAKE ACTION TODAY.

We urge Members to be extra cautious when transferring funds and if you are informed that the bank details of a company has changed, please telephone

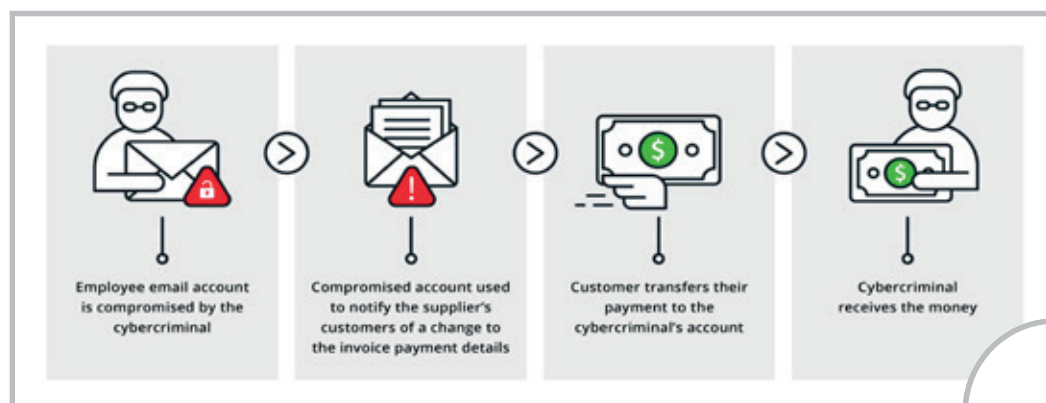
the management of the company for clarification. The Cargo Connections Head Office suggests that you review your payment procedures and ensure you have verification steps in place to monitor payments. If it is a considerable sum, you could send a small amount first and then check they have received it before paying the balance. Unfortunately, as much as we would like to assist, the Cargo Connections

Head Office is powerless over these scams and any cases must be reported immediately to the police as it is a criminal matter.

You can read more on the FBI website: [fbi.gov/news/stories/business-e-mail-compromise-on-the-rise](https://www.fbi.gov/news/stories/business-e-mail-compromise-on-the-rise)

Finally, please check that the online security of your systems is at the maximum, including updated firewall and anti-virus software.

[www.cargoconnections.net](http://www.cargoconnections.net)







# 2019 ANNUAL ASSEMBLY, DUBAI

**Our 4th Annual Assembly took place from 17-19 March 2019 at the Radisson Blu Hotel in Dubai with over 85 CEO's and Senior Managers in attendance.**

"We were delighted with the 70% increase in attendance this year, showing that Cargo Connections is becoming firmly established. CC President, Rachel Humphrey FCILT

On Sunday evening, guests gathered to meet their fellow delegates and enjoy a Welcome Reception with canapes before settling down for an elegant Gala Banquet. A fantastic party band called "New Rules" helped guests dance off the calories with a string of hits from the 60's right up to today.

The official meeting took place in the Grand Zabeel Ballroom where delegates attended 20-minute business meetings, arranged using the network's online Meeting Manager system prior to arrival. Most conferences use 100s of single-use plastic water bottles over their duration, which can take between 400 and 1,000 years to decompose. From harming marine life to littering beaches and congesting landfills, the disturbing growth of plastics is threatening our world.

To help battle plastic pollution, Cargo Connections provided delegates with BPA free reusable aluminium bottles and the hotel supplied cold filtered water in the conference room.

The conference also welcomed Keith Plummer and Rosin

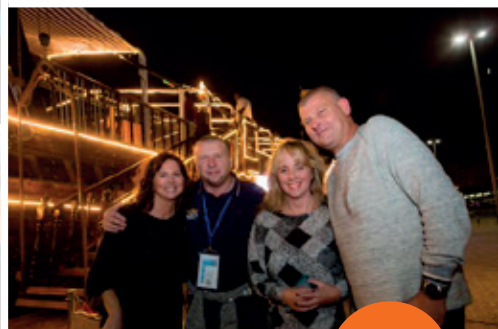
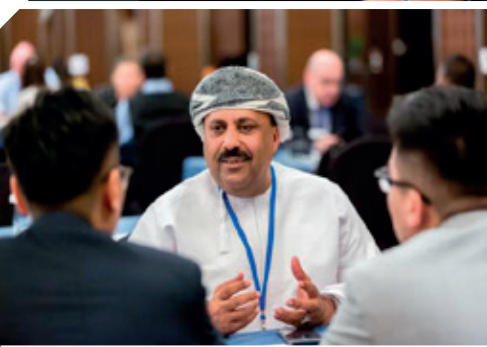
George of WiseTech as Guest Speakers. CC recently formed an exclusive partnership with WiseTech Global, the technology company behind CargoWise One. The partnership opens a range of CargoWise One benefits and discounts for Members as outlined by Keith during his presentation.

On Monday evening, we left the hotel for an exclusive Dhow Dinner Cruise. Upon arrival we received a welcome drink and then enjoyed a two-hour dinner cruise with Arabic majlis seating on a traditional wooden Dhow, an Oud musician and Arabic dancing.

The international conference was a resounding success with many business leads exchanged as well as new partnerships secured. The overriding observation from delegates was regarding the high quality of forwarders who make up the CC organisation.

The comments were pleasing to Network Founder, Rachel Humphrey who said "When we began in 2014, we decided to be very selective and not to open the door to any company that applied. We set ourselves long term goals of creating a world class organisation - and we are now seeing the benefits of that."







# SADLEIRS GLOBAL LOGISTICS MOVE CABLE REEL TO MALAYSIA

Sadleirs Global Logistics in Perth were tasked with sourcing a solution to move a Cable Reel from Fremantle to Tanjung Langsat in Malaysia.

The cargo was 8.6 m in diameter and 5.8 m wide, weighing in at 56 MT.

Sadleirs organised the move on an ASCL vessel with dual 60 MT cranes.

Their planning and execution had to be changed at the last minute due to another unrelated vessel, berthed nearby, suffering an oil spillage in Fremantle Harbour.

The disruption caused by the subsequent clean-up process meant we had to move the reel along the wharf face to the re-assigned berth for the ASCL vessel.

The planning change scope of work involved port handling, OOG transport and wharf stevedore co-ordination.

Both of the vessel's cranes were used to perform a 'dual' lift to stow the reel on deck.

The entire movement was carried out effectively and efficiently, even with the forced change of plans, with no delays to the transit.

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# SPARK GLOBAL LOGISTICS ARE NEW MEMBERS IN BELGIUM!

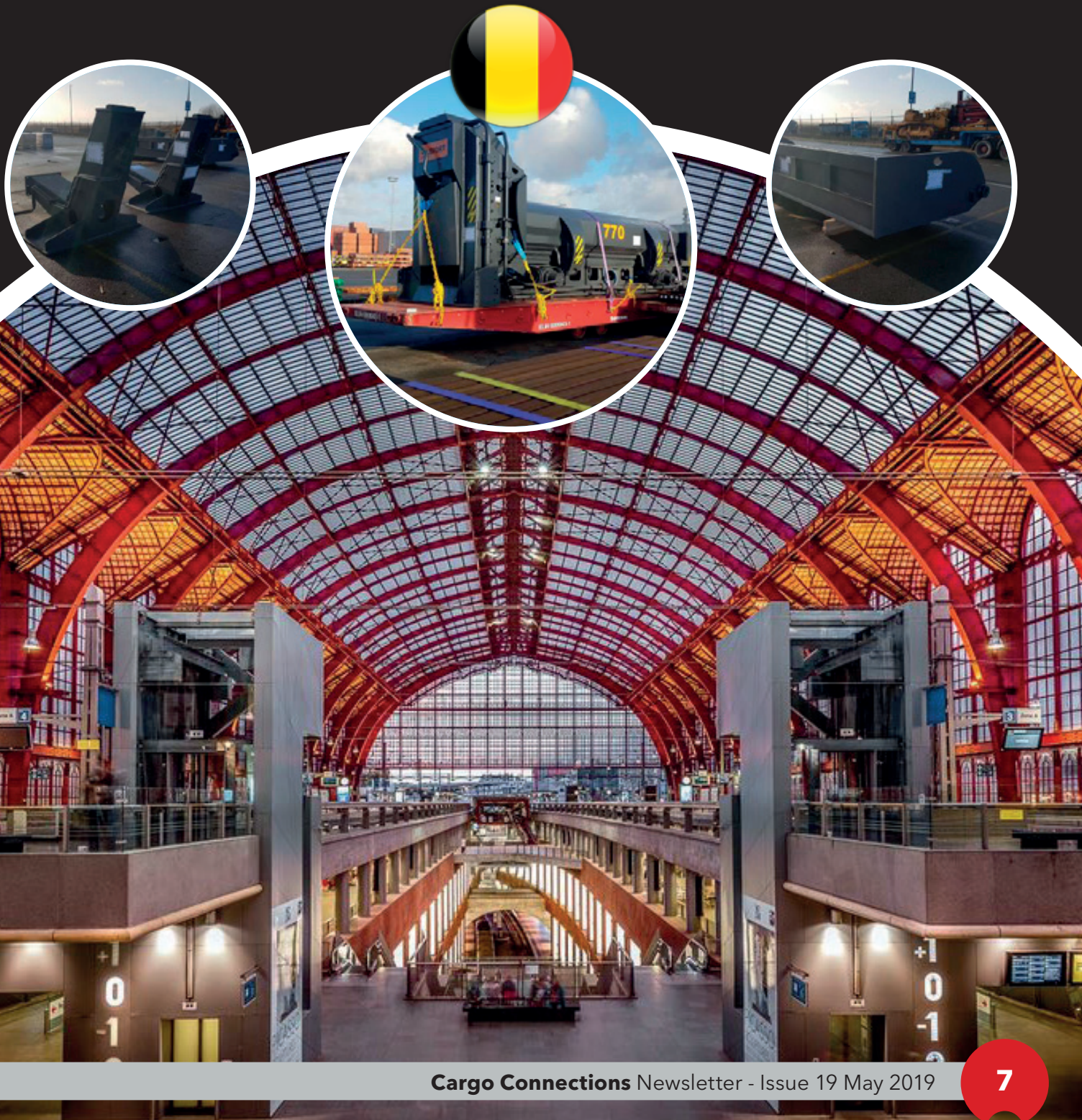
We are pleased to report Spark Global Logistics Belgium BVBA are new members! Our network will know the company name well as their sister company are valued members in Australia. Robert Mrencevski in Australia is Director at the company with Stieven Strukeli and Ahmed Oueld Haddou as Managing Directors in Belgium. Robert comments: "We will be operating the same way in Belgium as we do in Australia, earning the trust of our fellow members and friends through reliable services and an honest approach".

Stieven says: "Myself and my fellow Managing Director, Ahmed Oueld Haddou have a total of 30 years' experience in air, FCL, LCL and project cargo. Our main target is to search for good cooperation between Cargo Connections members and serve the best way we can. We are very pleased to be part of a great network such as Cargo Connections."

Spark Global Logistics Belgium are currently handling the shipment photographed, from Antwerp in Belgium to

Veracruz, Mexico. The cargo consists of 2 shear balers, both measuring 17.0 x 2.9 x 3.9m with the red unit at 78,000kg and the grey unit at 74,000kg, as well as hoppers and feeding buckets. The balers were manufactured in Gosselies and were transported to Antwerp Port by road. For the shipping, the cargo has been loaded onto 3 x 62ft MAFI trailers.

[www.sparkglb.com](http://www.sparkglb.com)





# ANNUAL AWARD CEREMONY 2019

We have now finished analysing the recent Quality Control Survey results and it gives us pleasure to announce the winners of this year's Annual Awards!

So that the awards are not unfair to smaller markets, results are calculated using a ratio of how highly the company scored against the number of Members they work with.

Winners were presented with their awards during our Gala Dinner on Sunday 17 March in Dubai.



**2019 International Member of the Year:**  
Athena Global Logistics Pvt. Limited (India)

[www.athena-logistics.com](http://www.athena-logistics.com)



**2019 Regional Award:**  
The Americas:  
Kronoz Internacional (Mexico)

[www.kronoz.com](http://www.kronoz.com)



**2019 Regional Award:**  
Asia & Pacific:  
Ningbo Star Alliance Intl Logistics (China)

[www.nbstar-alliance.com](http://www.nbstar-alliance.com)



**2019 Regional Award:**  
Europe:  
New CargoJet (Italy)

[www.newcargojet.com](http://www.newcargojet.com)



**2019 Regional Award:**  
Middle East & Africa:  
Fox Mallard Freight (South Africa)

[www.foxfreight.co.za](http://www.foxfreight.co.za)

## We also wanted to highlight some of the comments from the survey regarding companies that you have been particularly impressed with:

I am very impressed with **New World (South Korea)** and **Ward Global (UK)** - all marked as excellent.

**Athena (India)** - really fast answering.

**ALLSTA (Germany)** - excellent work.

I'm always impressed with **Base Spa (Italy)** and **Athena (India)** on their great communication and professionalism.

**Spark Global (Australia)** has been great to work with and they've helped assist a lot of new Australia business we have.

**Crown Logistics (Vietnam)** is great to work with as well. Great communication, diligent and hard workers.

**Alba Wheels (USA)** - nice communication + perfect and regular cooperation.

**Milestones Logistics (Spain)** - we share just a few shipments (mainly cross trades), but they are extremely reactive and professional people. Mr Santiago Fernandez is now a close and well reputed friend.

**Transmed (Lebanon)** - extremely nice, respectful and professional people,

love working with them, smooth and nice cooperation.

**ALBA Wheels (USA)** - a great company with very efficient operations. They help us a lot for DDP shipment in USA. It's a good company.

**Air/Sea Schott (USA)** - Robert Schott has been very supportive, and his assistance helped us to develop the USA market.

**Base Spa (Italy)** - Linda has been very supportive and one partner who does wo-way business since inception.

**Redox Global (Nigeria)** - African partner who we have comfortably started working without fear of service lapse.

**Aura Freight (UAE)** - Jey is family to our team and we have a very transparent working.

**Wells Cargo (Ireland)** - great service and willing revert even after office hours and weekends.

**Tri-Alliance Freight (Canada)** - always willing to quote and assist whether booking received or not.

**Actitrans (France)** - good services and good communications.

**BASE SPA (Italy)** - their performance, attitude and service oriented to the customer are super plus. Linda Pitto is a R&R star in the forwarding business.

**Kronoz (Mexico)** - top service and an example for us.

**Spark (Australia)** - very proactive.

**Alba Wheels (USA)** is a great company. we have daily operation and communication with P.I.C Mr Charles Kim. Their team is very nice, & professional.

**Athena Log (India)** - professional manner / no issues with payment / fast at responding.

**New World (South Korea)** - pleasure to deal with and fast at getting back.

A remarkable efficiency by **Spark Logistics (Australia)** - to be truly commendable, be it best quote, fast response, and far excellent time frame in providing pre-alerts.

**TIS Logistics (Netherland)** - undisputedly a best service provider, experienced within

24 hours - right from quote, to shipment dispatch by TIS - truly undisputable.

**Customs Services (Zimbabwe)** - outstanding credit to Mr. Stephen & his team going extra mile in providing services - late in Saturday evenings & Sundays! Absolutely commendable on service care.

**Inco Express (Netherlands)** - they offered us good biz and payment is also prompt.

**Global Cargo (India)** is good and fast.

**Nautica (New Zealand) and Base (Italy)** - they are very professional and ensure immediate response to queries.

**CMTL Group Ltd (Tanzania)** - Impressed by Tanzania Agent. Ready to help.

**Tri Alliance (Canada)** - we are using them for importations from Canada, very efficient and precise.

**Actitrans (France)** - helped us with some haulier researches and is always very helpful.

**Nautica (New Zealand)** - very good and growing cooperation, same as **Prestige (Sri Lanka)**.

We are so proud of the Cargo Connections network! Especially as our network is relatively young - together we hold great potential and we truly believe we will fast become one of the world's leading freight networks.





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## EXHIBITION COLLABORATIONS SECURED

Cargo Connections proudly collaborate with many of the world's top freight related exhibitions and events. Here are some of the collaborations we have secured. If you are interested in discussing a Media Partnership, please email us.





**We are pleased to approve Enatrans Logistics Ltd as new members in Turkey. The company are located in Izmir and are FIATA and UTIKAD (Turkish Association of International Forwarders & Logistics Service Providers) members. Founder & CEO, Mr. Ercan Sahin says they are joining Cargo Connections: "...to improve relations with new agents to share business and knowledge for a win-win situation".**

Ercan continues: "Enatrans was established in 2013 in Izmir as a result of a previous 22 years of work and experience as well as a high interest in the freight forwarding industry and we are now on our way to fulfilling our vision of being one of the leading brands in the market. We are a wide-ranging solutions partner for import and export and our highly-qualified, enthusiastic and hardworking staff are specialised in sea, air, land, railway and multimodal transport services."

Enatrans have recently been handling stone shipments as photographed. Ercan explains: "Through experience, we are very professional in these stone shipments involving loading

at the factory up to door delivery at 7 different locations in Germany. We had 4 months of careful preparation to secure the project with 80% of the stone handled on pallets and 20% as bulk cargo inside containers. The photographed shipment consisted of a large volume (200 x 20dc) of specially measured and cut Turkish granite stone needed quickly for the Allianz Arena concert area flooring. The project is expected to move a total of 1,500 x 20dc during 2019 and we have recently started to work on a new tender to move the stone in containers by rail to Austria via Italy."

[www.enatrans.com](http://www.enatrans.com)



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Freightbook also recently launched v3.0 of their Smartphone Service at [m.freightbook.net](http://m.freightbook.net) where forwarders and suppliers can be found quickly on mobile devices.

CC Members are eligible for free registration. Contact [wendy@freightbook.net](mailto:wendy@freightbook.net) for details.

[www.freightbook.net](http://www.freightbook.net)

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The top industry magazine for heavy lift completed our course (which is also offered through my other company, Project Cargo Network and said:

"The training platform is affordable and delivers information that is excellent value for money. Marco's knowledge on the subject matter is evident, and he presents the information in a clear and concise manner." Paul Lucas, HLPFI

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**Ashish Joshi** Global  
Logistics Director  
Unilever, United  
Kingdom

**Kuan-Leng Chan** First VP,  
Group Supply Chain  
Yeo Hiap Seng, Malaysia

**Rohit Kunal** Senior  
Director, Service Design  
Excellence  
Coupang, South Korea

**Amrit Bedi** Director,  
Regional Logistics APAC  
SC Johnson, Malaysia

**Amr Abbas Saleh** Head  
of Supply Chain  
Mondelez, Philippines

**Dilip Savalkar** VP of  
Operations  
Ansell, Malaysia

**Amir Hussain** VP  
Integrated Supply Chain,  
End to End Supply Chain  
Hindustan Coca-Cola  
Beverages, India

**Scott Copeland** VP DC  
Ops, Global Supply Chain  
Schneider Electric,  
Singapore

**Terry Chan** Founder and  
Chairman  
Hong Kong eCommerce  
Supply Chain Association

**Richard Lim** COO  
CJ Century, Malaysia

**Fredrik Kruse** Director,  
Integrated Logistics -  
Singapore & Malaysia  
Kuehne + Nagel,  
Singapore

**Ram Asokan** AVP, Senior  
Analytics & Growth Hacker  
Astro, Malaysia

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For more information and registration, please contact  
Bernadine Michael. Tel: + 603 2603 2597 or  
Email: BernadineM@marcusevanski.com







## CROWN LOGISTICS HANDLE MULTIMODAL HYDRO POWER PROJECT

Founding members in Vietnam located in Ho Chi Minh City, Crown Logistics are continuing a multi-modal Hydro Power Project for the Rao Trang 4 Power Station in Hue City, A Luoi District.

Crown Logistics were recently required to transport cargo on Alin road - a route they are familiar with - but a new contractor who is acting as the heavy equipment supplier for Rao Trang 4 kept in mind Crown Logistics' reputation on this route and allowed them to take control of operations. Crown Logistics successfully

moved 5 x 40'FR, 2 x 40'HC, including 2 generators featuring dimensions of 4.80 x 4.35 x 4.10 m and a weight of 39,600 kg per unit. This transportation took place from Danang Port to the job-site up the hill of Alin in Hue City at a distance of approximately 200 km.

Their logistics team paid extra attention to detail when it came to shipping the heavy equipment, they conducted prior survey trips case-by-case as to understand the difficulties of transportation in central areas of Vietnam.

During the survey trip, Crown realised that the route & its associated roads were constructed with better quality than their last encounter in 2017.

Despite this, the terrain proved poor to navigate through and had the potential to become slippery with mountainous drops on either side. Due to such risks, Crown Logistics maintained their due diligence and worked around the clock to ensure safety was their highest priority.

This allowed them to deliver

all the equipment up-hill within a timely 4 days!

Furthermore, Crown Logistics unloaded the heavy cargo on-site on the same day as an extra service.

Crown Logistics have been reliably and consistently successful in delivering shipments to the job-site. Their supplier confirms that Crown will handle the rest of the shipments for this project before full completion by the end of 2019.

[www.crownlogisticsvn.com](http://www.crownlogisticsvn.com)



www.LogiSYM.org/Singapore2019

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“

We cannot solve our problems with the same thinking we used when we created them.

Albert Einstein

## Procurement Transformation 2019

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The further learning value and structure of this conference/ training conforms to CPD guidelines and has been certified by the CPDUK certification service

This training is suitable for intermediate and advance level practitioners

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**Dr. Arafat El Mourad** Vice President – Head of Strategic Sourcing Group Procurement and Realty Services Emirates NBD, UAE

Facilitated by International Procurement Expert:

**Stephen Willis** Founder and Managing Director Procurement Central, United Kingdom

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For more information and registration, please contact  
**Bernadine Michael** Tel: + 603 2603 2597 or  
Email: [BernadineM@marcusevanski.com](mailto:BernadineM@marcusevanski.com)





**Al Amri Shipping & Logistics LLC are new members in Oman with offices located in Muscat. The company were well represented at our 2019 Annual Assembly, that took place in Dubai from 17-19 March, with Manodh K. Nair (Managing Director) and Mohammed Salim Issa Al Amri (Chairman) both attending.**

Manodh K. Nair says: "Al Almri Shipping & Logistics is professionally providing international freight forwarding and logistics services by air, sea, land and rail as well as project management and heavy lift, customs clearance, warehousing, distribution, storage, insurance and total supply chain management including 3PL and 4PL. Benefiting from our experience in the industry, we offer a complete 'one-stop' service, tailored to suit specific requirements. We have a strong team of experienced professionals with extensive logistics background, from diverse industry verticals ranging from core domestic transportation and distribution to international freight forwarding, supply chain solutions and project cargo management. We are passionate about the way we develop and implement our processes and take pride in our 'hands on' approach to freight management, especially when it requires heavy lift capabilities."

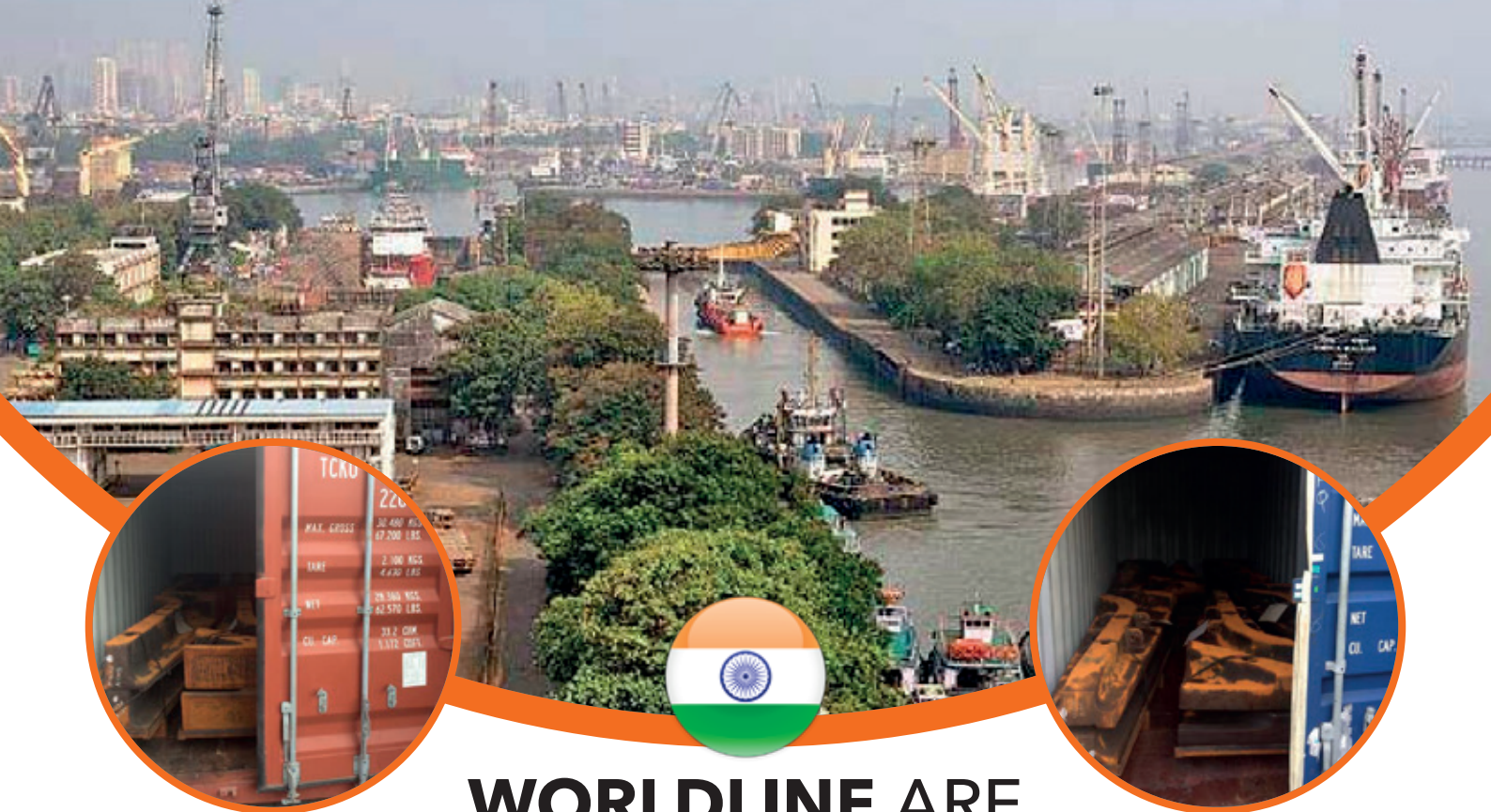
A recent delivery by Al Amri Shipping & Logistics is photographed involving 2 de-methanizer units, each weighing 183tns with dimensions of 58.0 x 4.8 x 4.6m. The difficult job required earth moving activities to allow the journey and was successfully completed to the satisfaction of the customer thanks to Al Amri's expertise.

[www.alamrishipping.com](http://www.alamrishipping.com)

## AL AMRI SHIPPING & LOGISTICS JOIN CARGO CONNECTIONS!







# WORLDLINE ARE 'MAKING LOGISTICS SIMPLE' IN INDIA

**We are pleased to introduce Worldline Logistics Pvt Ltd as new members in India. Located in Mumbai, their main services include, airfreight, seafreight, roadfreight, warehousing, customs brokerage, project management and couriering.**

Leslie Swamy (Director) says: "Worldline Logistics begun its journey set up by experienced professionals teaming together. Its promptness in service soon gained market respectability and we evolved with a clear vision to provide a comprehensive range of quality integrated logistics service with a global reach. Our highly skilled and motivated team focus on

'service excellence' which is key to our success."

"We are Team Worldline and we are making logistics simple!"

Photographed is a recent shipment handled by Worldline Logistics with precise communication and pro-activeness. The commodity of mining equipment was transported by road, rail and water

during the project and was loaded at Mundra Port in India destined for Durban, South Africa.

Leslie explains: "This interesting case consisted of 18teus and pro-activeness, swift communication with the shipper and the quick arrangement of equipment with the carrier resulted in the timely and smooth handling of the entire shipment, fully satisfying our

partners requirements. The efficient handling gained the confidence of our partner who were very happy with the way the project was executed and we are now handling their further business in India. Our focus on service excellence defines our ultimate goal of 'making logistics simple' which remains our slogan."

[www.worldlinelogistics.in](http://www.worldlinelogistics.in)





Our 5th Annual Assembly will take place from 8-10 March 2020 at the Outrigger Laguna Phuket Beach Resort, situated on Bangtao Beach between a tropical lagoon and the sparkling waters of the Andaman Sea – this beachfront property is designed to be a luxurious haven for our meeting.



# 5th ANNUAL ASSEMBLY

## 8-10 MARCH 2020 THAILAND



### SUNDAY 8 MARCH

We have arranged a fantastic start to our event, which is a change from our usual schedule. We will all meet at 17:30 on Sunday 8 March for a coach trip to Siam Niramit to watch a world-class performance of Thailand's arts and cultural heritage. We will enjoy a fresh Thai and international buffet dinner and see many pre-show attractions such as traditional music and dancing performances, kick boxing show, grand parade with elephants and elephant rides. We will then settle into our upgraded Platinum Seats to be entertained by the spectacular show featuring over 100 performers, lavish costumes and stunning set designs. We will then depart back to the hotel at 22:00.



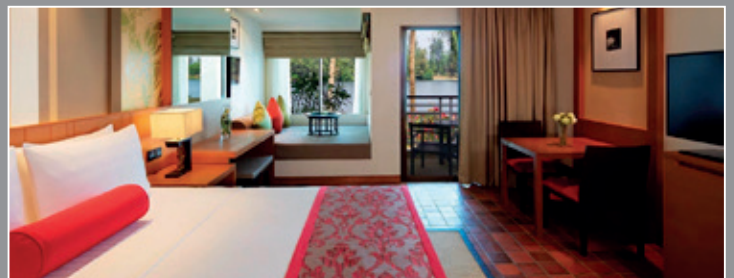
### MONDAY 9 MARCH

Our meeting will take place in the grand Similan Ballroom and all delegates will gain access to our online Meeting Manager program so that 20-minute business meetings can be arranged prior to arrival. At 14:00 we will take part in a combination of team building activities and compete in friendly competition with fun being the main focus. After an entertaining afternoon, there will be time to rest before we meet at 19:00 for a drinks reception by the upper pool/Edgewater. We will then enjoy a dinner feast and be entertained by a Human Puppet, Thai Regional Dance Acts and a Bang Rachan Show. The evening will include soft drinks, fruit juices, beer, house wine, gin, rum, tequila, vodka, whisky and mixers.



### TUESDAY 10 MARCH

Our official meeting will continue with 1-2-1 meetings where delegates highlight their specialist areas, discuss cross trade, existing and new business as well as information regarding their country's regulations and requirements. These crucial meetings also provide an opportunity to share key import and export trade information.



### GUEST ROOMS

Lagoon View rooms (43m<sup>2</sup>) with sunken bathtub and showers are available to delegates at Single Lagoon View THB 6,700 (approx. USD 211) net per room per night; Twin/Double Lagoon View THB 7,200 (approx. USD 227) net per room per night. Room Rates include a full buffet breakfast and the 10% service charge, 7% VAT and 1% provincial tax (equal to 18.7%).

### REFRESHMENTS

Morning coffee breaks include freshly-brewed coffee, a selection of regular and herbal teas and an assortment of croissants, sandwiches, Danish pastries and muffins. Afternoon coffee breaks include freshly-brewed coffee, a selection of regular and herbal teas, and an assortment of snacks including fruits, curry prawn fritters, deep-fried sesame chicken wings, and smoked salmon and cream cheese bagels. Lunch with soft beverages will be taken in Locavore restaurant.

### WEATHER & DRESS CODE

The month of March is a great time to visit Phuket! Temperatures vary between 24°C - 33°C and rainfall is rare at this time of year with just 40mm falling throughout the month. For the Gala Dinner, we advise smart casual attire. We recommend a business suit for the start of our meeting as our Official Group Photo will be taken at 10:00. Thereafter, the meeting attire is business casual (no ties needed!). Phuket is among the world's finest beach destinations, with fine white sands, nodding palm trees, glittering seas and lively towns. Why not extend your stay and enjoy the island.



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Project Cargo Network is proud of our Capped Non Exclusivity policy where we will not recruit more than 3 Members in each country (5 Members in Australia, Brazil, Canada, China, India, Turkey, UAE, and the USA). Our 5 year old network is built on mutual trust, shared knowledge, experience and resources.

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- \$1.856 Billion Annual Revenue

[www.projectcargonetwork.com](http://www.projectcargonetwork.com)





## 2019 ANNUAL ASSEMBLY TWITTER COMPETITION ENTRIES!

During our 2019 Annual Assembly in Dubai, we held a fun Twitter Competition to get the word out into the industry about our fantastic meeting! The competition ran through the entire event and we received some great entries showing both the hard work and the social fun with the hashtags **#cargconnections** and **#logisticsleaders**.

The 1st prize of a free registration fee to our 2020 Annual Assembly (taking place in Phuket, Thailand) was won by Santiago Fernandez of Milestone Logistics in Spain who again kindly donated his prize to the One Day Yes Charity, which supports the Twashukuru Nursery School in Lamu, Kenya. Santiago's tweet even managed to get the hashtag **#cargconnections** trending on Twitter in Valencia, Spain!

Please take the time to view all entries linked to the online story. There are also links to the official photos from the Gala Dinner, Meeting Room and Dhow Dinner Cruise.

[twitter.com/CargoRachel](https://twitter.com/CargoRachel)





# A MODERN PERSPECTIVE FROM MARK GLOBAL LOJISTIK



**We are pleased to announce Mark Global Lojistik A.S. are new members in Turkey! Located in Istanbul and offering a full range of freight forwarding services, the company were assisted in their application by references from current Cargo Connections members.**

Halil Ozturk (Deputy General Manager) comments: "Experts in international air and maritime transportation, Mark Global Lojistik aims to make our name in the market with a modern perspective. Carrying out projects with specialised air and maritime teams, we provide services at every step of the logistics chain. In addition to our business responsibilities, we aim to support social projects, be an environmentally-friendly company and look at life in a spirited manner without forgetting that we are human beings!"

Photographed is a recent 49tn transformer shipment handled by Mark Global Lojistik as explained by Operations Manager, M. Ozgur Deniz: "We received the inquiry from our client to deliver the transformer from Turkey to Madagascar. Due to the weight of the cargo, it was not possible to move it by containers and breakbulk was also not available at the time. Therefore, in order to deliver to the destination within the required time, we decided to move the cargo by low-bed truck from Turkey to Antwerp in Belgium where we loaded it to a MAFI/RO-RO vessel sailing to Tamatave, Madagascar."

The transformer was delivered safely to the destination within the requested time and at a reasonable cost to the client's complete satisfaction.

[www.markglobal.com.tr](http://www.markglobal.com.tr)



# CONNAUGHT HELP HOUSEBUILDERS IN THE UK WITH OVERSEAS INVESTMENT

"When Connaught say we are specialists in exhibition cargo we go above and beyond to ensure our customers get the service they are looking for."

That is why one publicly listed house-builder in the UK turns time and again to Connaught to provide support when they are exhibiting overseas.

With specially made to-scale models of housing developments in their own specially designed flight cases and a combination of exhibition cargo and consumables running to tight schedules, Connaught is the name that they trust to make it run smoothly.

This month's exhibition was a perfect case in point:

Connaught collected the shipment from a combination of packing companies in the UK, shippers head offices (with no loading equipment) and stationers.

Connaught checked the weight and measured the cargo, prepared carnet and moved the goods to Hong Kong.

Upon arrival, the goods were cleared and

Connaught provided the manpower to not only deliver the stands to the hotel but also to install and prepare all displays.

Between the Hong Kong Exhibition and the Shanghai Exhibition, Connaught had six days to take down the stands, fly the models and stands, fly additional consumables out from the UK, deliver them to the exhibition hotel and re-build all the stands.

This proved a challenge due to the extremely tight time-frame given, but Connaught were confident in their ability to handle the pressure as they have each year for the last three.

All goods are presently on their way back to the UK and will be split upon arrival.

The display stands are heading back to the customers head-office whereas the model is being diverted straight to a new exhibition in the UK.

"With another three far-east exhibitions pencilled in for 2019 our project airfreight team are being kept on their toes."

[www.connaught.global](http://www.connaught.global)



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**INDONESIA MARITIME EXPO**  
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**16 - 18 OCTOBER 2019**  
**JAKARTA INTERNATIONAL EXPO**

**7<sup>TH</sup> EDITION OF IME**

**2017 KEY FIGURES**

<b>5,778</b> Total Attendance	<b>150</b> Participating Companies	<b>1,406</b> Corporate Delegates	<b>500++</b> Products & Services Showcased	<b>89.2%</b> Average satisfaction rate from visitors & exhibitors	<b>25</b> Countries More than 300 visitors from 35 countries
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# FUNDRAISING

THE CARGO CONNECTIONS FUNDRAISING FOUNDATION HAS RAISED OVER **\$10,000** FOR THE FOLLOWING CHARITIES AND PROJECTS.

## 2019: GLOBAL FOOTPRINT NETWORK

We are pleased to be supporting the work of Global Footprint Network, an international research organization that envisions a future where all can thrive within the means of our one planet.

It's widely used Ecological Footprint accounts continue to be the only metric that compares overall human demand on nature with what our planet can renew. The distilled results: humanity is using over 1.7 Earths. In 2018, its "Earth Overshoot Day", the day each year when humanity has used more from Earth than the planet can renew in the entire year, fell on August 1. [www.overshootday.org](http://www.overshootday.org). Their campaign generated over 3 billion media impressions in over 100 countries, and was present on over 2800 websites.

See [www.footprintnetwork.org](http://www.footprintnetwork.org)

## PREVIOUS YEARS

### 2018: LEAGUE OF DIATHLETES

**£1000**

The League of DiAthletes hosts "T1D Heroes" currently based across Australia, Brazil, Costa Rica, Ecuador, Ghana, Kuwait, Pakistan, Uganda, the UK and USA; who unite together developing grassroots type 1 diabetes educational workshops and activities.

### 2018: KLOKÁNEK HOUSE, PRAGUE

**£1000**

A converted former agricultural training centre, now 13 flats for 48 children, Klokánek (Kangaroo House) is a project of the Fund for Endangered Children. Offering temporary family care until the child can safely return home or enter permanent adoption.

### 2017: 2 SMALL BUSINESS PROJECTS, INDIA

**£800**

As well as helping hundreds of individuals living in poverty (mostly children) to access insulin and medical care, The Dream Trust also helps provide funding for small business start-ups so that their patients can become self-reliant and gain pride and dignity.

### 2016: RACHEL ABSEILS FOR INSULIN!

**£4000**

The Dream Trust provides life-saving insulin to poor children. It costs GB £200 to pay for the insulin that keeps a child alive for 1 year and Rachel, Jane and Tania are delighted to have already raised enough funds to fund 20 children.

### 2015: SOS CHILDREN'S VILLAGE BAMBOUS

**£1500**

SOS Children's Villages Mauritius is a leading child care Non-Governmental Organisation providing long-term care to needy children. Helping children who have lost parental care, who are at risk of abandonment or whose basic rights are not being fulfilled.





## A POSITIVE & DRIVEN ATTITUDE AT WESTBOUND UK

**We are pleased to announce Westbound Logistics Services Ltd as new members in the UK. Their China office are already working with Cargo Connections members, having joined our network in November 2018. The company's global HQ is based at London Gateway Port and they are members of IATA and BIFA (British International Freight Association).**

Co-Owner and Director, Ryan Clark says they are "...looking forward to joining our China offices who have recently began networking with new Cargo Connections agents, making partnerships to work stronger together and adding to our successful portfolio of consolidation markets. It makes sense to join Cargo Connections for both our China and UK businesses and attend the annual meetings together for mutual benefit."

Ryan continues:  
"Westbound Logistics Services was founded 10 years ago by three

directors with a combined 60+ years of experience in the freight forwarding industry and over 10 years of direct sourcing and retail experience. In a short space of time, we have been making waves and rapid growth due to our high service levels, unique approach and our pioneering attitude to the way we handle our clients' business. As one of a new generation of freight forwarders, we believe in embracing change for the future growth and development of our company and as part of the larger freight industry

as a whole. Our self-belief and backing of customer satisfaction are the pure drive to enable us to grow."

"At Westbound Logistics Services, we pride ourselves on being different. We offer tailored logistics services and we are adept at handling many different types of freight. Our specialty services include both imports and exports between China, Hong Kong, South-East Asia, India, Europe, Australasia, the Americas, Middle East and the UK, for air and sea (FCL and LCL). FCL is a large part of our business but we are also proud to have our very

own weekly consolidation services from every main China port to the UK. We operate airfreight services from most airports too but specifically have our own master loaded ULD from Shanghai, Guangzhou and Hong Kong daily to LHR. We have also built our own database and 'hub' to offer an easy and modern experience for our clients. No existing technology existed for our wishes, so we built it ourselves! This I believe, is a perfect example of what makes us different. Our attitude is constantly positive and driven."

[www.westboundglobal.com](http://www.westboundglobal.com)



# LIFT FREIGHT SERVICES GO THE EXTRA MILE!

We are pleased to welcome Lift Freight Services BV as new members in the Netherlands. Their offices are located in Amsterdam and Rotterdam and the company was established in 2007. They are members of IATA with AEO and GDP certification and Jochem Stap (Managing Director) says they are joining Cargo Connections "...looking for new business opportunities, friends and contacts".

Jochem continues: "Lift Freight Services is a dedicated team of international freight forwarding professionals going the extra mile for our partners and clients. We operate in a highly competitive market and are committed to offering the best value time and again to exceed expectations. We offer a wide range of services, from airfreight, seafreight, courier, charters, time critical and pharma logistics to warehousing, customs brokerage and consolidations. When it comes to logistics, there are three parameters that matter most: destination, speed and cost. With these in mind, we create tailor-made solutions."

Please visit the online version of this story, for links to details and photos of some recent work handled by Lift Freight Services, including:

- 287m3 of Firefighting Equipment to Doha, Qatar (pictured)
- 31tns of Heating Equipment to the Middle East
- Oversized Helideck Parts to Singapore

[www.liftfreight.com](http://www.liftfreight.com)





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## SUPPLY CHAIN INDUSTRY WEEK 2019



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### THE EVENT

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The CONFEX model will deliver:

- Seniority & scale: 300+ VP/Head level supply chain executives (75 speakers)
- Industry focus: Dedicated supply chain best practices and innovation from three key industries
- Future proof content on digital supply chain case studies and lessons learned

*"I decided to join the conference because of the very interactive composition of the sessions as well as the high level group of speakers and participants which mainly consist of practitioners"*

- Former Senior VP Logistics  
**Schaeffler**

The event features an exceptional speaker line-up including Siemens, Continental Automotive, Danone, British American Tobacco, GE, Johnson & Johnson, DS Smith, Telefonica, HelloFresh, Solvay and many more.

For more information please visit:  
[www.sciweek.com](http://www.sciweek.com)