

INSIDE Cargo Connections

ISSUE 15, MAY 2018

QUARTERLY NEWSLETTER FOR **CARGO CONNECTIONS**

EIGHT NEW MEMBERS THIS ISSUE

AIR SEA LAND:

CZECH REPUBLIC, AUSTRIA,
HUNGARY & SLOVENIA

FORTE-LINK: SOUTH AFRICA

ON TIME SHIPPING: EGYPT

TRANSMERIDIAN: KENYA

UNI-HOME: CHINA

ZOOM CARGO:
CZECH REPUBLIC

ALLSTA: AUSTRIA

NVS: INDIA

**WOW! WHAT A FANTASTIC
GROUP OF PEOPLE WE HAVE
IN CARGO CONNECTIONS!**

see pages 23 & 26



CARGO
Connections



Welcome to another colourful edition of our Digital Newsletter! I went straight to page 23 to see the pics from our fabulous gathering in Prague. Gerry Claudatos, Managing Director of Nautica Shipping & Logistics in New Zealand travelled over 11,200 miles to attend the event and said "Although it was a long way to travel, it was certainly worth it. Catching up with new people as well as the agents we already do business with was great, a really good group." What a great comment!

I would also like to take this opportunity to remind you of our Smartphone Service. The micro site provides easy access to your fellow Member's contact details on your mobile devices - simply go to **m.cargoconnections.net** (email us if you've forgotten the password) - making it easier for you to increase business within our network.

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

PUBLISHER: Cargo Connections

CONTACT: rachel@cargoconnections.net
Tel: + 44 2392 425204

COVER: Wow! What a fantastic group of people we have in Cargo Connections!. See pages 23 & 26. Photo: CC Stock

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



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FIRST GLOBAL LOGISTICS WITH SHIPMENT FOR THE OIL & GAS INDUSTRY



First Global Logistics are delighted to share their recent and continued work for the oil & gas industry in the Middle East area as exemplified by the following case.

A core client of First Global Logistics is one the main contractors for providing engineering materials and supplies for Petrofac Co. (an international oil & gas service provider) as the main EPC contractor for Kuwait Oil Company's (KOC) Lower Fars Heavy Oil Project in Kuwait.

CLIENT'S REQUIREMENTS

Land transport of 44 pieces of air cooling units, chemical filtrations and duct heaters for a full HVAC system from Amman in Jordan to the oil site in Kuwait.

The units had oversized dimensions of 3.00 x 2.50 x 3.45m and weighed 5tns each with a total volume of 1,140cbm.

The cargo was required to be delivered very urgently to arrive at the site within 10 days to prevent any downtime in work.

First Global Logistics Work

An immediate and effective land transport solution of 10 extendable

low trailers at 15m in length was provided to carry the whole 1,140cbm shipment.

The security included in the proposal in the type of trucks (extendable trailers with folded steel curtains for easy loading due to cargo dimensions) and the immediate action to deliver the cargo 5 days before its due date secured this business for First Global Logistics against their competitors.

A full DDP scope of work including lashing and securing cargo on trucks, border work, full paperwork and customs, handling, unloading at the site in Kuwait and insurance.

Offloading at site by hired mobile crane.

All handling and operations for this cross-trade business was handled and controlled from the First Global Logistics operations team in Egypt and physically through their teams in both countries.

The job was performed perfectly and the cargo arrived on site safely and well in time - check out these photos of the operations. First Global Logistics (founding Cargo Connections members in Egypt) are now looking to secure the whole project transport business ongoing until May 2019.

www.firstgloballogistics.com



NAUTICA EXPERTLY HANDLE 43FT BOAT FROM FRANCE TO NEW ZEALAND

Nautica Shipping and Logistics are members in New Zealand and have recently handled a shipment of a brand new 43ft boat, ex-works from France to Auckland as pictured above.

Gerry Claudatos (Managing Director): "We have two more yachts on the water and we are looking to ship further boats and yachts for our clients from Europe to New Zealand in the coming months. It is a trade that is growing steadily for us over the past two years and we are looking to grow it further in the coming months. Therefore, any Cargo Connections members who have previous experience in handling and shipping yachts and boats and are interested in this market, please contact me on gerry@nauticashipping.co.nz."

Gerry attended the 2018 Annual Assembly that took place in Prague (Czech Republic) on 18-20 March, which was an excellent opportunity to discuss yacht and boat transportation opportunities.

www.nauticashipping.co.nz

EX-WORKS NOMINATED FOR LRMC RAIL EXPANSION PROJECT IN THE PHILIPPINES

Ex-Works Cargo Services in the Philippines were nominated as the new freight forwarder and customs broker of the Light Rail Manila Corporation (LRMC) for their expansion rail projects (from Manila to Bacoor, Cavite) which have been ongoing since last year.

Ex-Works is especially known for moving of heavy, project, diplomatic, event and exhibition cargo for hotels and races as well as industry specific projects including embassies. They are also behind the customs clearance activities for some multinational freight forwarders in the Philippines.

The last shipment purchased by the rail company was delivered by Ex-Works at the end of 2017 to be used on the continuous rail project during 2018. The project will add eight new stops to the line - Aseana, MIA, Asia World, Ninoy Aquino and Dr. Santos Stations in Parañaque; Las Piñas and Zapote Stations in Las Piñas City; and Niog Station in Bacoor.

Ex-Works Managing Director, Prof. Rodrigo Villanueva Jr. comments: "The international transportation of large, heavy, high value or critical train wagons, parts and other equipment from Germany, France, Austria, the UK, Belgium, Australia, China, Japan and the USA is not so easy! But we made sure we had all details covered and created a tailor-made solution."

"LRMC is mainly owned by Ayala Corp and the Manuel V. Pangilinan-led Metro Pacific Investments Corp. Their Light Rail Transit 1 (LRT-1) is finally set to start the construction of its extension from Baclaran to Cavite in the middle of 2018 after it tapped French rail experts to help with the structure. The 11.7km Cavite extension will link with the existing system immediately south of the Baclaran Station and will run all the way to Cavite.

The project is also expected to double the capacity of the LRT-1, the oldest elevated rail line in the country, to over 800,000 riders daily, while spurring development South of the capital. The entire project was valued at P65 billion. LRMC will spend P35 billion while the government will shoulder the rest and a huge component of which is the delivery of 120 new train cars from Japanese manufacturers due to support of a loan from the Japan International Cooperation Agency."

www.ex-worksph.com



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A HANDS-ON APPROACH TO QUALITY SERVICES AT FORTE-LINK LOGISTICS

We are pleased to approve Forte-Link Logistics (Pty) Ltd as new members in South Africa. The company is located in Johannesburg and offers full import and export forwarding and clearing services by air, sea and road. Esther Kanono (Managing Director) states they are joining Cargo Connections "...as we would like to be part of a strong network of professional agents with shared values such as great business conduct, clear and transparent communication, shared growth and development and the exchange of good business acumen."

Esther continues: "Forte-Link Logistics is a 100% black female-founded South African logistics company, established in 2014. We provide complete freight service solutions, playing a pivotal role in supply chain management. Our hands-on approach to quality services and solutions is key to our organisation. We keep our eyes open on current and future innovations to improve collections at origins and destination deliveries and we pride ourselves on effective, active and interactive communication with all stakeholders for the benefit of our partners and customers. Our endeavours are directed towards seizing the trade opportunities across the globe as well as in emerging markets including Africa and South America. We are happy to get out of our comfort zone to offer valuable services and we continually explore the short, medium and long-term horizons for our business which includes exploiting new methods, advanced processes and technologies that add value and readiness to serve

future goals with excellence."

The cost-effective, time-saving, innovative and tailored solutions offered by the company for import and export include the following service areas:

- Air Freight
- Sea Freight
- Consolidation
- Road Freight (including Cross-Border)
- Rail Freight
- Warehousing
- Documentation Handling
- Clearing
- Collections & Deliveries

Forte-Link Logistics have the experience and capabilities to show agility in responding to crisis as exemplified by the following case study explained by Esther; "We move imported packaging tapes from China on a regular basis for one of our clients in 40' high-cube containers via Durban Port for a final destination in Johannesburg. The consignment is packed loose with 3 different carton sizes in a container to maximize the load and for cost

effective purposes.

The agreement that our customer had with their nominated warehouse agent was for them to unpack the cartons at the warehouse close to Durban Port within specific timeframes, repack the cartons in pallets, label them and tightly shrink wrap with quality plastic to make it easy to forklift at the destination. This exercise assists our customer in retaining their own warehouse space and labour costs. The pallets are then loaded onto a truck for the final leg to Johannesburg at a distance of around 600km.

Recently we had 3,350 cartons in a 40' high cube from China for this client. It was unloaded at Durban Port and we moved it to the warehouse nominated by the customer. However, there were challenges faced with the warehouse and when our customer contacted us to assist, we immediately responded with a resolution. We found the

pallets were packed flimsily and the cartons were falling off which could have been easily avoided and almost cost the customer's business. Subsequently, we offered an experienced packaging specialist to remedy the condition of the packaging - see the photos below for 'before and after' photos. The cargo was handled and packed with care within a very short period of time in accordance with the customer's instructions. Our speedy response to the crisis led our customer to further develop our mutual trust and confidence."



www.fortelink.co.za

FINDING THE RIGHT SOLUTIONS: ON TIME SHIPPING IN EGYPT



We are pleased to introduce On Time Shipping as new members in Egypt. Naglaa Gafer (Shipping Director) states they are joining Cargo Connections "...because it's a respected and trusted platform for specialised freight forwarders and we are keen to develop new business with our fellow members, gain new experiences and further expand our company". The company's offices are located in Giza and they are members of FIATA and EIFFA.

Naglaa continues: "Our company is the product of years of experience in shipping and customs clearance. Since our inception in 2000, On Time Shipping has continued to grow year-by-year. We always strive, not only to prove our excellence and quality, but to prove our superiority in local and international markets through a carefully chosen, integrated and ethical team. We are working with a diverse range of customers, especially in the petroleum and construction sectors. Our main services include air freight, door-to-door, chartering, project cargo & abnormal sizes & weights, customs clearance, inland transport, storage, packing and subcontracting."

"We know that we can't change the direction of the wind but we can adjust our sails to always reach our destination. All cargo is precious to someone and that someone is us!"

Due to their regular work in the petroleum and construction sectors, On Time Shipping understand that cargo can need special, customised treatment with difficulties faced head-on to find the right solutions for safe deliveries. A recent project successfully implemented by On Time can be viewed in the below photos.

www.ontime-shipping.com





**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.



POWERFUL EUROPEAN REPRESENTATION WITH AIR SEA LAND

We are pleased to announce Air Sea Land (ASL) are new members in the Czech Republic, Austria, Hungary and Slovenia. The company's head office is located in Brno in the Czech Republic with an additional Czech office in Prerov whilst their other countries offices are at Vienna International Airport (Austria), Budapest (Hungary) and Koper (Slovenia). As you may tell from the company name, they offer a complete range of air, sea and land freight services as well as logistics, customs clearance, warehousing, distribution, project cargo, trading logistics and transport insurance.

ASL participated in our 2018 Annual Assembly that took place from 18-20 March in Prague. The event was an excellent opportunity to meet and develop business with fellow Cargo Connections agents. New members are always warmly welcomed at our Annual Assemblies and quickly become part of our professional and friendly organisation.

CEO, Reinhard Schwarz says: "Our company was established in February 2012 with headquarters in the Czech Republic and a powerful office network through central and Eastern Europe covering Austria, Hungary and Slovenia. We are linked up with IATA and customs clearance licenses in each country, operating regular air, sea and land shipments as well as FCL, LCL consolidations and project cargo all carefully handled by our experienced experts."

www.air-sea-land.com





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CC Members are eligible for free registration. Contact wendy@freightbook.net for details.

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ALLSTA Express Spedition are new members in Austria. The company are already members in Germany and the Netherlands and we are delighted to add ALLSTA Austria to our ever-growing network.

Wolfgang Vytisk (Managing Director) confirmed his attendance at the 2018 Cargo Connections Annual Assembly which took place from 18-20 March in Prague. The event was an excellent opportunity to meet and develop business with fellow Cargo Connections agents. New members are warmly welcomed at our Annual Assemblies and quickly become part of our professional and friendly organisation.

Wolfgang says: "ALLSTA is an international logistics

below involving the logistics of the spectacular stage show, 'Masha & the Bear on Ice' in Abu Dhabi, UAE (photographed in action below).

"Inspired by a Russian fairy tale, Masha & The Bear is well known to children around the globe and in Abu Dhabi, enthusiastic fans were looking forward to the wonderful ice show. More than 30 ice-skaters, dancers and acrobats, a spectacular stage design, scene transitions, melodic sound and enchanting props

There was a lot of work to do to ensure that all the equipment for the ice show, from the cute bear's masks to the heavy steel structures, arrived on time at the event location in Abu Dhabi. In addition to cargo management, the experienced and reliable ALLSTA team had already assisted with all aspects of planning and customs documentation.

"Four of the higher 40' cube sea freight containers were selected for some of the

customs office forgot to list and stamp some parts of the ATA carnet as provided for the customs regulations. The ALLSTA supervisor was on site for the loading in Trieste and was able to clarify everything personally, quickly and flexibly. The missing container arrived late in Trieste and only through ALLSTA's excellent contacts with all those involved at the port, we were able to ensure the containers were loaded onto the ship on time meaning all cargo arrived punctually in the destination harbour

A VERY COMPETENT LOGISTICS TEAM AT ALLSTA AUSTRIA



provider with an office at Vienna International Airport. We have a very competent logistics team and have been handling the forwarding requirements of corporate and private clients for over 25 years, by land, sea and air as well as customs matters. Our assignments usually exceed the standard procedures and are completed with care and efficiency."

ALLSTA actively support international events of all kinds and Wolfgang describes a recent project

(up to 10m high) bring the breathtaking show to life - a perfect staging that inspired the audience. But the success of an ice show cannot be measured by applause alone - professionalism is the magic word in all areas. Our Viennese logistics company, ALLSTA has been working in event logistics for many years and knows the challenges of the international industry. It was our job to handle the exciting journey of the ice show from Bratislava to Abu Dhabi."

bulky stage constructions and proper loading was ensured. Afterwards, the containers were to be transported by truck to Vienna railway station and from there by train to the Italian port of Trieste. In order to enable faster customs clearance in the receiving country, four ATA carnets should have been created for the temporary export of the ice show equipment by the Bratislava customs office. However, one container was forgotten by the state railroad at the station and the

and from there, they were transported by truck to the event location in Abu Dhabi."

"Event logistics is similar to a live performance - the logistics must be planned precisely, right down to the very last detail. The logistics artists need to give their passion in everything they can and if something doesn't go smoothly, the audience shouldn't notice it. We work discreetly, professionally and quickly on a solution until the logistics show is over!"



www.allstaaustria.com



ATHENA MOVE SHIPMENT TO ITALY FOR POWER PLANT

Members in India and Singapore, Athena Global Logistics have moved 14 containers including flat-racks with over 100tns of acoustic panels, steel structures and accessories for a power plant in Italy as pictured above.

The shipment was transported door-to-door from Pirangut in the Pune District of Maharashtra in India to Livorno in Italy and onwards for the final delivery in Firenze. The project was handled along with Athena's Italian counterparts.

Athena Global Logistics provides complete and reliable door-to-door services for any size and type of cargo whether air or sea.



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ATHENA MOVE HEAVY MACHINERY FOR THE TILE & CERAMIC INDUSTRY

Athena Global Logistics (members in India and Singapore) offer a complete range of services including air, sea & land freight, multimodal transportation, customs brokerage, warehousing, packing and project handling.

Along with their Chinese counterpart, Athena have moved 6 units of heavy machinery door-to-door for the tile and ceramic industry from the Zhangdian District of Zibo City in China via Shanghai to Mundra in India and onwards to the final destination of Morbi in Gujarat. The units (pictured above) were shipped in the first week of January and arrived in Mundra in early February to continue the journey to Morbi.

Athena Global Logistics are regularly handling such heavy lift and project cargo including special equipment for customers in engineering, fabrications, oil & gas, industrial boilers and water treatment tanks.

www.athena-logistics.com



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To celebrate such a fantastic event, we are pleased to present the Souvenir Brochure of our 2018 Annual Assembly!

The 10-page brochure (which can be downloaded from the web site) 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 keep the communication going with the people you met - full contact details for each member can be found in the Members Area.

Also, we wanted to remind you that if you fully register for our next meeting before 31 July 2018, we will provide you with a 20% discount off your next Annual Fee - visit the web site for full details of the event and to register.



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RELIABLE & EFFECTIVE TRANSPORT SERVICES FROM ZOOM CARGO

We are pleased to introduce representation in the Czech Republic with ZOOM Cargo. Mr. Pavel Rusnák and Mrs. Ludmila Blazkova from the company recently attended the 2018 Cargo Connections Annual Assembly in Prague. New members are warmly welcomed at our Annual Assemblies and quickly become part of our professional and friendly organisation.

Pavel states: "ZOOM Cargo has been providing global cargo transportation by air, sea and road since 1996. Our professional team have a rich experience in transportation with personal touch and innovative solutions. We offer solutions for all modes of transport in one place with a fast and continuous flow of information."

Their specific services include:

- **Ocean Freight:** FCL, LCL, RO-RO, heavy & oversized cargo, breakbulk, reefer and special equipment containers.
- **Air Freight:** general cargo, consolidations, VAL and complete scale of time critical solutions.
- **Trucking:** all types of trucks operating daily in various European regions, express trucking for all size of cargo, oversized & heavy cargo, DAP / DDP and high quality handling of import shipments including prompt clearance & delivery services.
- **Related Services:** warehousing, customs formalities, insurance, L/C & project consultancy and export packaging services.
- **Time Critical Solutions:** We know how important it is to have sensitive cargo delivered to its destination safely and on time.

- **Project Cargo:** heavy, oversized & project cargo, machinery and vehicles shipments.
- **Charter:** flights for sizable cargo, AOG shipments, 24/7 time critical import shipment handling & customs clearance, 24/7 prompt reaction, immediate pick-ups & deliveries, customs clearance, handling, booking and Czech Republic updates.
- **Exhibition Cargo:** for music events & movie production and equipment & exhibits for international fairs and exhibitions.
- **Temperature Sensitive Shipments:** food and pharmaceutical products etc.
- **Personal Belongings:** frequently handled.
- **Diplomatic Cargo:** frequently handled.
- **Valuable Cargo:** jewellery, valuables and precious metal consignments.
- **Hand Carry Solutions:** experienced couriers.
- **NFO:** not only for single parcels.

www.zoom-cargo.com



We are pleased to report NVS Shipping Services are new members in India. Their head office is in Chennai with branch offices in Hyderabad and Kakinada. The company specialise in freight forwarding, ODC, customs, trucking, warehousing, vessel agents & operators, ship chartering, FCL & LCL consolidation, air cargo, sea cargo, SCM and project cargo.

Director, Mr. D.V. Rao states: "We are an experienced team of professionals who come with decades of expertise in freight forwarding, shipbroking, chartering, agency as well as legal & related activities. With the requisite offices and infrastructure spread throughout India and covering all the major ports and airports, NVS are known for our professionally provided services across the spectrum, coupled with our attention to detail our excellent local knowledge. With our know-how of the Indian market, plus the required knowledge of all the major ports connecting with Indian ports, our partners and clients can rest assured that the journey travelled with NVS will be fast and smooth!"

The management team at NVS Shipping Services is as follows:

- **Mr. Santosh Kumar - Managing Director:** With bundles of experience in managing fleets all over India, connecting small and big cities, with a valuable concept of in-plant operations.
- **Mr. D.V. Rao (Dakuri Venkateshwar Rao) - Director:** With 30 years of experience in shipping and logistics carrying out vessel operating, ship chartering, project & over dimensional cargo handling, containerisation, FCL, LCL, air freight, road freight, rail freight, trucking, hazardous cargo, world customs documentation, freight forwarding, port marketing, inland container depot operations and reefer container handling. He is IATA Schedule II qualified and had previously worked for a large container carrier.
- **Mr. Madhu Sudhan - Business Development Manager:** 12 years of experience in the field of ship surveys, draft & loading surveys, container surveys, over dimensional cargo, reefer surveys, transportation, fleet management and freight forwarding.

Recent shipments handled by NVS have included agricultural commodities, minerals and breakbulk cargo segments. Some photos of their recent work can be viewed below.

"We handle containerised bagged rice shipments loaded at Vizag and Kolkatta destined for Colombo in Sri Lanka & Cotonou in Benin. We are moving about 200-300 TEU's per month of these rice shipments, arranging the transportation, stuffing, fumigation and custom clearance etc., providing a one-stop solution for the rice exporters.

We have been providing services on mineral shipments on an ex-mine basis until the discharge ports arranging loading, transportation, washing and documentation etc.

The transportation, loading, surveying, lashing, arranging suitable heavy lift-capable ships and delivering of breakbulk, steel and other heavy lift cargo. We arrange these shipments at the required pace of our clients with a full scope of work provided."

www.nvss.co.in

A COMPLETE KNOW-HOW OF THE INDIAN MARKET AT NVS SHIPPING SERVICES



Our 4th Annual Assembly will take place from 17-19 March 2019 at the Radisson Blu Hotel, Dubai Deira Creek - a luxury hotel in the heart of Dubai's bustling business district and shopping center. The hotel is just 7km from Dubai International Airport with easy access to all of the city's attractions and entertainments.



4th ANNUAL ASSEMBLY

17-19 MARCH 2019 DUBAI



SUN 17 MARCH 2019

19:00 - 20:00 Welcome Reception
20:00 - 22.30 Gala Dinner

MON 18 MARCH 2019

09:30 - 17:00 Official Meeting
19:00 - 22:00 Dhow Dinner Cruise

TUE 19 MARCH 2019

09:30 - 17:00 Official Meeting

WELCOME RECEPTION & GALA DINNER

We will gather to collect name badges, meet fellow delegates and enjoy a Welcome Reception with canapés at the Pool Deck with stunning views of the Creek and City Skyline. We will then make our way to the Plaza Ballroom for an elegant Gala Banquet.

OFFICIAL MEETING

Our meeting will take place in the Grand Zabeel Ballroom. As well as our official coffee breaks with freshly prepared snacks, we have also arranged for freshly brewed coffee, selection of teas, juice and mineral water to be available throughout the day. Lunch with soft beverages will be held in a private venue and all delegates will gain high-speed wireless internet access. We have also arranged for complimentary valet parking for those not staying at the hotel.

DINNER EXCURSION

Our Monday evening excursion will be an exclusive Dhow Dinner Cruise. Upon arrival we will receive a welcome drink and then enjoy a two-hour dinner cruise with Arabic majlis seating on a traditional wooden Dhow with an Oud musician. The evening includes beer, red and white wine, soft drinks, mineral water and fresh juices.

ROOM RATES

We have negotiated the following excellent room rates, which our guests will be able to book directly with the hotel using a dedicated online booking system:

Single Standard Room @ AED 700 (approx. USD 190)

Double Standard Room @ AED 770 (approx. USD 210)

A delicious breakfast buffet is included as well as free use of their health club with steam room, sauna, swimming pool and fitness equipment. All rooms have private balconies and stunning views of the creek and city skyline and complimentary high speed, wireless internet access.





TALWIN CELEBRATE 21 YEARS WITH REVAMPED LOGO!

At the end of 2017, Talwin Transport Service (members in Argentina) celebrated their 21-year anniversary with a revamped company logo!

Business Development Manager, Mariela Di Palma says: "After 21 years of Talwin, we decided that it was time to make a change of our company image. We will be the same trustful, responsible company with the same reliable services as always but with new colours! We want to show us as we are! As a reasonably new Cargo Connection member, we want to develop relationships with all our fellow members so the ones that do not know us yet can meet our great service!"

The Cargo Connections Head Office thinks the new logo looks great - fresh and original!

www.talwingroup.com

O&S WELCOMES SUPER SERVANT 4 TO VALLETTA FOR SUCCESSFUL FLOATING OPERATION

Maltese members, O&S Shipping has once again welcomed the semi-submersible heavy load carrier, Super Servant 4 to Valletta to carry out the delicate task of floating the 102tn flybridge cruiser, M.Y. Esmeralda of the Seas, before sailing to the Caribbean and dropping anchor in the Everglades in Florida, USA.

This was the second time O&S have worked on the Super Servant 4 which has recently been given an overhaul. Before receiving the vessel, they arranged all the required preparation work but on the day of the operation heavy rains posed various challenges that put the team to the test. Managing Director, Kurt Camilleri explains: "A few years ago we helped float a Sunseeker 116 Yacht off of the Super Servant 4 (SS4) at Malta Freeport. The Super Servant 4 has been back once more for a similar operation, but this time the object of its mission was to float an 102tn MCY 96 Flybridge Cruiser (M.Y. Esmeralda of the Seas) and ship it off from Valletta harbour to the Caribbean seas. The heavyweight beauty is the result of the fine craftsmanship of Monte Carlo Yachts and she was on her way to her final port of destination in the Everglades, USA.

Prior to commencing the actual operation, we promptly made sure we had

all bases covered in terms of permits and paperwork. Our package for such tasks includes customs clearance and pratique as well as other preparation work such as coordination of the arrival of the vessel and arrangements for berthing. We also line up all required equipment including tugs and stevedores and enlist the right men for the job. For this operation, our team included four welders and six divers.

On the day of the operation, the SS4 docked at Valletta. Before we could start floating on the Esmeralda, there were other vessels sitting on board the SS4 that needed unlash. Once completed, the SS4 began to submerge and take in water and we proceeded to float the Esmeralda on and into its stowing place. It was then the divers turn to intervene and they carefully followed the Esmeralda, setting up stands and lashing in preparation for the de-floating before making way for the welders. However, the welders did not have it easy at all as heavy rain started which added an extra layer of difficulty to their task at hand but they got the job done without a hitch and the SS4, loaded with the Esmeralda and other yachts, was good to sail off. See below for photos of the operation at Valletta Port.

www.oands.com.mt



A CLOSER LOOK AT THE SUPER SERVANT 4

For those who aren't familiar with the vessel, the Super Servant 4 was designed in 1982 and is a semi-submersible heavy load carrier that makes use of a complex ballasting system which allows it to sink partially, load or unload heavy floatable cargo, and re-emerge, before sailing off for long-range navigation. The loading and unloading is known in the industry as floating in/on and floating off respectively.

The type of cargo the SS4 usually carries ranges from oil rig equipment to smaller vessels like yachts. When carrying yachts, it bounces back and forth along the transatlantic route between the Mediterranean to the United States and Caribbean during different yachting seasons, allowing patrons to enjoy some good-weather seafaring. It is necessary as such yachts are not customarily equipped to handle such long navigational routes which would heavily burden their engines with unfittingly long operational hours. Other factors taken into consideration also include fuel and crew expenses and insurance as well as heightened storm and accident risk factors.

The Super Servant 4 has only recently been serviced, refitted, and given a full tune-up to ensure it was in top-notch shape and in keeping with industry standards."

A perfectly handled and successful operation from the O&S team!

ANNUAL AWARD CEREMONY 2018

IT GIVES US GREAT PLEASURE TO ANNOUNCE THE WINNERS OF THIS YEAR'S AWARDS:

International Member of the Year:
Alba Wheels Up Inc.

Regional Award: Middle East & Africa:
Aura Freight Time Shipping LLC

Regional Award - The Americas:
Tri-Alliance Freight Services Inc

Regional Award - Asia & Pacific:
Athena Global Logistics Pvt. Limited

Regional Award:
Europe: Milestone Logistics



We are delighted by the amount of shipments that are being nominated within Cargo Connections. Considering we only have 3 Annual Assembly's under our belt, we are doing great!

As inter-trade increases, it is important that we monitor the quality of our Members to ensure that we have recruited the right companies, who perform in a conscientious, diligent and professional manner. As you know, our Annual Award Ceremony recognises our exceptional members. Each year, winners are calculated from the ratings provided by you in our Quality Control Survey.

Winners were presented with their awards during the Opening Session of our 2018 Annual Assembly in Prague.

We are really pleased with these results, especially as our network is still young. Together we hold great potential and we truly believe that Cargo Connections will fast become one of the world's leading freight networks.

WE ALSO WANTED TO HIGHLIGHT SOME OF THE COMMENTS REGARDING MEMBERS THAT YOU HAVE BEEN PARTICULARLY IMPRESSED WITH:

Kronoz (Mexico)

"For their impressive performance and knowledge of the industry."

JS Freight (Singapore)

"Good friends & always willing to go the extra mile to support!"

Tri-Alliance (Canada)

"Very responsive and professional team."

Ningbo Star Alliance (China) & Athena (India)

"Are great to work with. Great communication and service level. I rely on them on a daily basis to coordinate my shipments and they go above and beyond. Trust and communication is so important in this business and I am always impressed with them."

Many, but in particular Alba Wheels (USA), Milestones Logistics (Spain)

"For their professional but extremely caring and attitude, excellent partners!"

Milestone Logistics (Spain)

"Santiago and his team has taken this partnership seriously and taken strong steps in building a good relationship."

Aura Freight (UAE)

"Jeya Suresh has been a regular with both his visits and his business. We have a 2-way business being developed."

First Global (Egypt)

"It was a one-way business from us these past few years but this year over the last couple of months they have been kind to reciprocate and is an excellent partnership to build."

Connaught (UK), Ward Global (UK), Airschott/Seaschott (USA) and Alba Wheels (USA)

"All are very good to deal with, professional and efficient."

Alba Wheels (USA)

"Has been doing the good job. We would be a long-term partner."

Base (Italy)

"Is always a potential partner with good rates, based on Base's quotation we can compete rate with other agents to secure shipment, do hope that we will handle more shipment between too parties in near future."

Ward Global (UK)

"Is very professional and meet our customer's satisfaction! Will work together to succeed more business in future."

"Every Member we've dealt with has been great."

Milestone Logistics (Spain)

"They are good partners to work with! Always try to work and develop mutual business."

Aura Freight (UAE)

"Active business partners who is working with us regularly."

Crown Logistics (Vietnam)

"They are good partners to work with. extending regular support to us."

Ex-Works Cargo Services (Philippines)

"They have been very supportive in giving business and exchanging sales leads to try more possibility to work together."

Comage (USA)

"Very supportive, and understanding."

Ward Global (UK)

"Mr Martin Ward - very fast in response, and very good in putting the facts before offer of the quote."

Athena (India)

"Interesting, goes extra mile, in finding ways to solve the issues."



We are pleased to welcome Shenzhen Uni-Home International Logistics Co Ltd as new members in China. The company offer a complete range of airfreight, seafreight, trucking, project cargo, warehousing and customs services. They are joining Cargo Connections "...to expand and develop mutual cooperation with partners".

Overseas Sales Manager, Cherry Chou: "Shenzhen Uni-Home International Logistics is a leading freight forwarding company, established in 2010. We are famous for our forwarding services options for special cargo requirements and providing logistics services for needs that go beyond just pickup and delivery."

"Uni-Home is a registered NVOCC in China (MOC-NV05982) and we are a member of CIFA (China International Freight

Forwarders Association) as well as certified by SGS as a professional forwarding company. Our Head Office is in Shenzhen, which is one of the most developed coastal cities in China, with cooperating offices in Guangzhou, Xiamen, Ningbo, Shanghai, Qingdao, Tianjin and Dalian for port warehousing, trucking & custom clearance."

A recent shipment consisting of 90tns of bulk cargo handled by Uni-Home is pictured above during loading. Cherry

comments: "This is a regular shipment for us and most of the cargo for the project is very heavy which is the main challenge. This time, the cargo was sent to port by truck and loading the cargo was another challenge as we needed to consider the arrival times of vessels to reduce waiting costs. Usually, we book a heavy shore crane with VSL, but when this is not available, we would rent a floating crane for loading."

www.cn-unihome.com



UNI-HOME INTERNATIONAL LOGISTICS GO BEYOND JUST PICKUP & DELIVERY



FIRST GLOBAL DELIVER FOR THE OIL & GAS SECTOR

First Global Logistics in Egypt's focus on the oil and gas transport sector keeps moving on the right track with continuous project cargo movements in the beginning of 2018. Their latest transport was of 6 huge steel structure units from their client's warehouse in Suez to Mumbai Port for the offshore Indian site of Cameron Co.

The transport study from the manufacturers door in Suez City to hook at Adabiya Port took hard work from the First Global Logistics team including a detailed route survey determining the obstacles on route as well as obtaining all road permits and RBA approvals before movement. The job itself took 14 hours of difficult work including loading, lashing, transport, obstacles removal, clearance, stevedoring and hooking on deck.

CARGO DESCRIPTION

- 6 steel structures for offshore oil site use
- Dimensions: 7.5 x 7.5 x 6.0m each
- Weight: 16.5tns each
- Total Shipment Volume: 2,020cbm

FIRST GLOBAL LOGISTICS SCOPE OF WORK

- Trucking FOT from manufacturer's warehouse in Suez to Adabiya Port in Suez at a distance of 12km
- Lashing & securing the cargo on trucks
- Obtaining all road permits, escorts and RBA (Road & Bridge Authority) approvals
- Export customs clearance
- Roving faced obstacles
- Adabiya Port stevedoring under hook

JOB CHALLENGES

"Due to the size of the cargo, our first option was to make the transport using 2 contiguous low-beds but we found that the road width was too tight to accommodate this. Our 2nd option was to use modular trailers which proved too expensive for the 12km distance. So, we found a 3rd solution using only 2 extendable low-beds with their length extensions of 25m each to carry 3 units per truck and ensure extra lashing materials and driving with the minimum speed for balance and safety. "At the Adabiya Port of Loading, the main gates are about 5m wide but our cargo had a width of 7.5m so we had to use the Port's emergency gates and temporarily remove their steel side doors before gating in the trailers using forklifts and labour."

www.firstgloballogistics.com

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We are pleased to welcome representation in Kenya with Transmeridian International Logistics Ltd. Located in Nairobi, the company are almost 10 years old and are already working with several members. Nicodemus Kilonzo (General Manager) states: "We are looking to have close business relationships with Cargo Connections members and we are keen to serve them diligently".

Nicodemus continues: "Transmeridian is a global logistics and supply chain leader that moves business and industry through innovation, inspiration and foresight. We deliver excellence in air & sea freight forwarding, end-to-end logistics, distribution, customs clearance, warehousing, transportation, packaging,

removals and supply chain consultation."

"As international freight forwarders offering a premier service, we rank second-to-none in designing logistics infrastructures which provide the best compromise between cost, speed and reliability."

Transmeridian recently came to

the rescue of one of their clients who needed to import 194kgs of laser films for x-ray machines from Germany by air. Due to the manufacturing guidelines, the consignment could not be screened. However, the previous agent had not taken due care and the films were screened which meant they were now unusable. The supplier had to

produce another shipment of films which were now urgently needed and Transmeridian stepped in to handle the shipment. After ensuring the proper labelling of the boxes to be certain they were not screened, they were able to quickly clear the shipment and safely and promptly deliver to the client's premises.



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2018 ANNUAL ASSEMBLY TWITTER COMPETITION ENTRIES!

During our 2018 Annual Assembly in Prague, we held a fun Twitter Competition! 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 an Annual Fee (worth £1000) was deservedly won by Santiago Fernandez of Milestone Logistics in Spain who kindly donated the amount to the One Day Yes Charity, which supports the Twashukuru Nursery School in Lamu, Kenya (click here for more information). 2nd prize of a Registration Fee to our 2019 Annual Assembly taking place in Dubai (worth £650) was won by Daniel Coringrato and Julio Jose Delfino of Delfino Global in Argentina and 3rd prize of a Cargo Connections Bundle including powerbanks was won by Mary Ann B. Cabangon of Globalistics Freight Services in the Philippines.

Please take the time to view all entries, shown in the gallery, in the online version of this story.

<https://twitter.com/CargoRachel>

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WOW! WHAT A FANTASTIC GROUP OF PEOPLE WE HAVE IN CARGO CONNECTIONS!

Thank you to all those who travelled to our 3rd Annual Assembly, held from 18-20 March 2018 at the Prague Marriott Hotel.

To those who missed it... representatives from over 30 countries attended our conference to introduce their company, discuss cross trade and potential collaborations as well as providing information regarding their country's regulations and requirements.

Our elegant Gala Banquet gave delegates the opportunity to relax before the busy 2-day event and included a fantastic Cymbalo band called Grajcar with traditional folk instruments who entertained us with arrangements of modern songs.

I opened the meeting with a summary of the current industry outlook, highlighted some innovative membership tools and presented our Annual Award Ceremony.

This year, we wanted to provide our guests with more than the usual bus tour so prepared a fun, interactive way for them to see the beautiful city of Prague. We all took part in City Hunt, a fun team building game where we used creativity, orientation skills and time management to solve a series of clues as we walked through the beautiful streets of the Old Town in small groups. The game finished with an Award Ceremony.

We held a fun Twitter Competition and received some great entries showing both the hard work and social fun with the hashtags #cargconnections and #logisticsleaders. The 1st prize of £1000 was won by Milestone Logistics (Spain) who kindly donated the amount to One Day Yes founded with the purpose of supporting Twashukuru Nursery School in Lamu, Kenya. The 2nd prize of a Registration Fee to our 2019 Annual Assembly taking place in Dubai was deservedly won by Delfino Global (Argentina) and the 3rd prize of a Gift Bundle was won by Globalistics (Philippines).

Our last evening together was spent at Kolkovna Celnice, a local restaurant that accentuates the pride in the long and famous tradition of Czech beer brewing. Owned by the Pilsner brewery, the venue is decorated with period photos and brewing equipment. The fun night ended with dancing as we were entertained by Colorful Trio, a talented band playing a wide range of musical genres from jazz standards, R&B, soul, pop to Latin-American music.

During the registration process for our meeting, we raised £1000 for Kangaroo House, which was opened in December 2005 in Prague to provide a temporary home for children from difficult family circumstances.

With IATA reporting that air freight is growing at its fastest rate since 2010, this is a valuable time to look at increasing inter-trade and profitable partnerships within Cargo Connections. We could not have wished for a better event, and it really inspires us at the CC Head Office to see our Members working so hard during the gathering.

Please keep an online copy of our Meeting Brochure so that you can remember all the people you met!

It was wonderful to welcome so many new companies and the gathering shows we hold very exciting potential on becoming one of the world's leading freight forwarder networks.

If you missed this meeting, it is compulsory that you attend our 2019 Annual Assembly in Dubai - we only want pro-active Members in Cargo Connections ... and fully register before 31 July 2018 for a 20% discount off your next Annual Fee!

Finally, thank you to Judith, Wendy, Sam and Dale at the CC Head Office for helping with all the preparations for this great meeting.

CUSTOMS SERVICES OPEN NEW OFFICE IN VICTORIA FALLS



Zimbabwean members, Customs Services are very pleased to announce the opening of a new office in Victoria Falls.

Managing Director, Steve Mafarachisi: "Because of the increasing commercial activity in the area and evident signs of growth in our economy as well as an increase in demand for the services that we offer, Customs Services has recently opened a branch in Victoria Falls. This branch handles road and air shipments destined for Victoria Falls and the surrounding areas. The nearest surface ports of entry to Victoria Falls are Kazungula Border Post (bordered with Botswana) and Victoria Falls Border Post (bordered with Zambia) and for airfreight, entry is through Victoria Falls International Airport. All of which are all expertly serviced by this office, located in Victoria Falls Town which is ideally situated less than 1km from the actual spectacular Victoria Falls, one of the seven wonders of the natural world."

"As the Zimbabwean economy opens up to the international community for business, new opportunities are also manifesting themselves. Our good climate, flora, fauna, natural resources as well as our beautiful countryside scenery and abundant historical sites of interest have motivated investors and tourists who have once more identified Zimbabwe as an investment and tourist destination. Occupancies at most hotels, especially in the numerous tourist resorts countrywide, are showing a steady increase with an excess of 30% advance bookings. Several airlines now have direct flights to Victoria Falls with some also now flying wide bodied equipment to cater for the high demand which is increasing rapidly. These are good indications of exciting times ahead of us in Zimbabwe, especially in our line of business."

THE NEW VICTORIA FALLS OFFICE DETAILS AND TEAM ARE OUTLINED BELOW:

Customs Services (Pvt) Ltd

Office #7, Laxmi Building, Victoria Falls, Zimbabwe
Tel: + 263 21 32841 260/1

Bryton Chaza - Branch Coordinator

Email: cusvic@customsservices.co.zw
Mobile: + 263 782 352 888

Chido Mlilo - Support Staff

Email: vf@customsservices.co.zw
Mobile: + 263 772 613 186

Sinqobile Madzokere - Support Staff

Email: cusvic@customsservices.co.zw
Mobile: + 263 778 485 544

David Chipereke - Assistant Branch Coordinator

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ZOOM LOGISTICS DELIVER 57 TRUCKS FOR GOVERNMENT PROJECT

Members in Bangladesh, ZOOM Logistics are pleased to report they have successfully handled a project for JICA (Japan International Cooperation Agency) and the Bangladeshi Government.

57 container carrier vehicles (as pictured right) were delivered by ZOOM to 3 different locations in Dhaka and Chittagong. The deliveries were made to city corporations as per a Japanese grant for a procurement of solid waste management equipment project.

ZOOM Logistics successfully provided a total logistics service, performing the shipping, customs brokerage, inland transportation and site delivery of the vehicles plus spare parts.

The team efforts of ZOOM Logistics ensured the esteemed project ran smoothly and safely.

www.zoomlogistics-bd.com





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OUR 2018 MEETING (IN PHOTOS)





OUR 2018 MEETING (IN PHOTOS)



