ISUE 23, MAY 2020 Cargo Connections ISSUE 23, MAY 2020 QUARTERLY NEWSLETTER FOR CARGO CONNECTIONS

FOUR **NEW MEMBERS** THIS ISSUE

> **CIRCLE DRAGON** EXPRESS: TAIWAN

ROYAL **INTERNATIONAL:** EGYPT

CS4 LOGISTICS: GERMANY

> THE VISION SHIPPING:

GOOD LOGISTICS THEIR EXPERIENCE NDLING CANNING

See page 4



Firstly, we hope you and your loved ones are safe and well at this difficult time. Our Administration Manager, Wendy Schuller manages our Reference Library and thought it might be useful for Members if she created a new page focussing on helpful online resources regarding the Coronavirus outbreak. I thought it was an excellent idea and Wendy has spent the past few days compiling a list of website links which you may find useful:

Coronavirus (COVID 19): List of Helpful Online Resources www.cargoconnections.net/post/ coronaviruslistofhelpfulonlineresources



The page contains links to information that has the potential to impact ship operations; articles from an informal network of maritime and transportation lawyers; FIATA's resources related to the COVID-19 crisis; information on the specific areas concerning air cargo from IATA; Innovation 'crucial' for forwarders managing Covid-19 challenges; Coronavirus Effect On Supply Chains from JOC; 'Covid-19-watch' articles from Forwarder Magazine; The Effects of Coronavirus on International Shipping; Loss Prevention Measures for Cargo Storage and Transportation; Is your business secured ... insured? by Prudence.

Remember, we also recently issued an eZine: Coronavirus Special, which covers tips for working from home, mental health and exercise.

As we all struggle with the impact of COVID-19, we must remember that belonging to an established network put you in the best position for when the outbreak dissipates. Belonging to organisations like Cargo Connections could be essential to the survival of many companies. Remember, after night comes day - it really is more important than ever to pull together.

Our next Zoom get together is on Tuesday 5 May 14:00 (London time) and we look forward to 'seeing you' all again then.

Thank you for your time and please stay safe.

RACHEL CRAWFORD President/C .E .O.

FROM THE PRESIDENT/C.E.O.

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INSIDE CARGO CONNECTIONS

CARGO CONNECTIONS

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COVER: John Good Logistics Show their Experience in Handling Canning Machinery. See page 4.

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CC cannot take responsibility for the opinions, statements and/or facts expressed in the stories, that are views expressed are those of the individual quoted, and not necessarily those of the publisher. The publisher can accept no responsibility for endeavour to in a future CARGO Connections

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PRESIDENT OF AIRSCHOTT/SEASCHOTT SPEAKS ABOUT WORKING REMOTELY

Freight transportation and supply chains are recognised as being essential services, and the work being done by you all to support healthcare and essential supplies, society and the economy is vital.

So well done everyone, you are doing a great job!

Many of you are now working from home and we recently spoke with Bob Schott, President of Airschott/Seaschott (USA) about working remotely and he shared his experience with us:

"We've had a "work-fromhome" model in place for over 10 years, both as a matter of convenience for some (started with the sales staff) and as a part of our "disaster plan". For about 8 years, about half of our staff work from home most of the time, with two team members living in Miami and Atlanta, cities far from our two base offices in the Baltimore - Washington area.



All team members have been equipped with tools to work from home. We provide company telephones for those that need them, and/or they have computer-based telephones.

When clients or carriers call the office, we switch the call to the home-worker seamlessly. Sometimes we hear a dog barking or child crying in the background but that's been a small price to pay for reducing the commuting traffic on the nation's roads. Imagine the value to the team member in eliminating hours of commute time each week.

In this lock-down/social distancing environment, it has been very easy for us to adapt. Our application software (CW1) provides management with tools to measure the efficiency and effectiveness of each team member - we track shipment processing times; any delayed shipments; revenue, profit, file count, etc.

We have two weekly staff meetings, one each for ocean and air, and in the past when some local work-from-homers came into the office on meeting day, we had a few that teleconferenced in. We have video screens in the meeting rooms but haven't employed those thus far - we expect that some work-from-homers may not be wearing "business attire" or, perhaps, any attire and we leave that to imagination."

It was great to hear from Bob and to hear about how Airschott/Seaschott use technology and how prepped the company is for all eventualities. Their approach not only considers and cares for the wellbeing of their staff, but also contributes to the protection of our environment.

Working closely together has never been more important we are proud of how connected our Members continue to be.

eLEARNING PLATFORM: TRAIN 2 STAFF MEMBERS FOR ONLY £250

Our custom built eLearning Platform provides a comprehensive online 'Heavy Transport' training program which you can access at your



own convenience, no need to leave the office, saving time travelling to workshops and seminars which can also be expensive.

The clear and highly effective training includes narration, graphs, diagrams, video footage and photos.

The training is ideal for staff who are at the beginning of their career but also offers senior level professionals a benefit from the practical, scenario and video based course as it will encourage reflection on current practices.

Our training program is provided at a heavily reduced cost but please remember we are offering a great deal until 30 June 2020:

Buy 1 Get 1 Free!

Enabling you to train 2 staff members for only £250!

Please visit the web site to enrol today.

www.transporttraining.online



CC HEAD OFFICE ISSUES CORONAVIRUS SPECIAL eZINE

All over the world, people are finding themselves working from home as employers endeavour to limit staff exposure to the coronavirus outbreak.

Therefore, we thought we would issue a Coronavirus Special eZine, which covers tips for working from home, mental health and exercise.

Please feel free to issue our eZine via email to all your staff and we hope it provides some useful information and links during this challenging time.

All CC Head Office staff are working from home and are here to assist you during UK working hours. So, if you need anything please do not hesitate to email us and we will do our very best to support you.

Again, we are thinking of the health of our global family. Please take good care of yourselves and your families.

www.airschott.com

JOHN GOOD LOGISTICS SHOW THEIR EXPERIENCE IN HANDLING CANNING MACHINERY

The project division of John Good Logistics (members in the UK) spend a lot of their time dealing with can making machinery and working with canning plants worldwide. January 2020 was no exception for them with their latest projects for canning facilities in both France and the UK.

Commercial Manager at John Good, Mark Reid explains: "We coordinated over 200 trailers internationally which included some heavy and cumbersome OOG cargo. We worked with our customer on all the pre-planning, inspections and loading of the trailers and ensured that all pieces arrived in order for a swift turn-around to complete the installation of the canning lines.

The largest piece of machinery we moved had a total measurement of 107.464cbm and consisted of a pin oven section. This part of the machine bakes the inside of each aluminium can and so is a crucial element of the can-line. With such large and heavy equipment, the planning and preparation for these precision moves was paramount."

Cheryl Sullivan, Export Manager for Projects, concludes: "Using our experience and knowledge we were able to ensure that both projects ran smoothly. Each can plant had strict installation deadlines to be met which took weeks of advanced transport planning as each piece of machinery had to be delivered on site by a stipulated schedule. There was no margin for any delays!'

www.johngood.co.uk



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We are pleased to welcome The Vision Shipping LLC as new members in the UAE. Located in Dubai and over 10 years old, they offer a complete range of freight forwarding solutions by air, sea and land as well as many other related services, specialising in door-to-door delivery handling.

CEO, Mr. Saqib Mehmood introduces the company: "The Vision Shipping LLC is a company providing comprehensive freight forwarding, shipping and logistics services. With a proven background, serving customers and partners worldwide, we believe in delivering the best services on time, responding quickly to requirements with prompt, effective solutions.

We offer transport solutions for all kinds of shipments including combined air, land and sea, containerised and breakbulk for both general and special cargo. We ensure the fastest and most reliable means of transportation at very competitive rates. With qualified and experienced staff, we always try our best to achieve a high level of satisfaction from all our partners and customers using not only a modern scientific approach, but also with original ideas, passion and wisdom. We are closing more than 280 files per month, handling shipments from A to Z. A few examples of recent work we have handled include:

- Complete process for LG products

 import & re-export
- Hisense TV export & transshipment from the UAE to Iraq
- Luxury boat shipments including

lashing, special approvals, shifting to port, diving and shipping to the Far East

- Complete process for cranes & beams shipments
- Auction cargo handling
- We were recently registered as a KIA and Hyundai agent in Dubai to handle their import & transshipments from Jebel Ali."

Some of the work handled by The Vision Shipping in the past few months can be viewed in these photos, with more in the online story.

www.thevisionshipping.com

A PROVEN BACKGROUND AT THE VISION SHIPPING IN THE UAE

MAN BUILDS 2,500 SQUARE FOOT DREAM HOME OUT OF 11 SHIPPING CONTAINERS

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Homes come in all shapes, sizes and these days with a variety of building materials to choose from. Shipping containers became a hit with the tiny house movement. Affordable, transportable and a DIY for those willing to do the research, planning and labor - perhaps with a little help from friends. Container homes evolved quickly into bigger homes, using several containers.

Will Breaux went all the way with his dream home, designing and building a spacious 2,500 square foot, three story home using 11 containers. Since early the 2000s, he struggled to find a designer to create his dream home the way he wanted it and in the end decided to do it himself.

"I began looking at projects that were being built that I liked. Ultimately, a designer with a home builder family was hired to design a 3 story townhouse to be built on the lot," Will wrote on his blog. "After going round and round for months, I eventually had to fire that group because they weren't willing to give me what I wanted. Thus, the journey to design my own house began around 2011."

Will wanted a home build with shipping containers long

before it became a trend. "Shipping containers are strong, fireproof, longlasting, hurricane resistant, and have common characteristics," he explained.

Will did his due diligence, spending hours learning about constructing houses and eventually created a 3D sketch of the house he wanted and then, step by step, he literally build the dream home he imagined. Will's not quite done yet and writes: "One day I will finish it and it will stand on its own as a design and build. Until that time, it is and will continue to be a WORK IN PROGRESS. I have commented myself that it is likely to get more crazy looking before it ever becomes more normal."

bionicweapon.wordpress.com

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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 .Their campaign generated over 3 billion media impressions in over 100 countries, and was present on over 2800 websites .

See 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.



2017: 2 SMALL BUSINESS PROJECTS, INDIA

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 .



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.

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 . We are pleased to report CS4 Logistics GmbH are new members in Germany. With offices in Hamburg and Frankfurt, the company offer a complete range of freight forwarding services. They are registered with IATA and the German and Hamburg freight forwarders associations and certified with ISO 9001 and AEO.

Tobias Redweik (Vice President of Sales & Marketing) has confirmed his attendance at the 2020 Annual Assembly taking place in Thailand on 27-29 November. Please visit the web site to book your place for a great opportunity to meet with all Cargo Connections agents. Tobias says they are becoming members because: "...we believe that the personal exchange within our industry is key to continual improvement and we learn something new at every networking event we attend."

> Tobias introduces the company: "CS4 Logistics is a

medium-sized, family business, completely independent of external capital investors. This independence combined with flexibility, reliability and proximity to the customer are the four key components of the CS4 Logistics philosophy. They enable us to serve our customers and partners in the long-term with a high level of individuality. With highlyskilled and motivated teams and innovative services, CS4 Logistics provides integrated and flexible logistics solutions, from calculation to transport, that address the unique and diverse needs of the market. We are specialised in airfreight, seafreight and project logistics, with a strong affinity to all time sensitive and fragile shipments, and also offering rail & road transport, RORO, breakbulk, chartering, customs brokerage and endto-end supply chain management. These logistics solutions are safely delivered for many major industries, including high-tech, retail, fast-moving consumer goods, fine art, pharmaceutical & healthcare, industrial,

chemical, aviation and automotive."

"Intercontinental logistics requirements are getting more complex day by day and as a medium-sized business, CS4 Logistics pursues a special goal. We do not want to be the biggest, but we do want to be the most innovative!"

CS4 Logistics have a dedicated department for fine art, named CS4art. They recently handled a large high-value art project as photographed and explained by Tobias: "If you are interested in fine art logistics, you will encounter enormous figures, day-to-day. Last year, CS4art handled valuable art objects totalling €600m in just 10 days. This is the insurance and customs value of the artworks travelling for just one dedicated project.

More than 70 US museums were lending pieces to a big exhibition on American art in Germany and of these, 48 of them also sent freight attendants with the precious cargo. CS4art supervised all inbound flights to FRA and LGG, organised transit customs under-bond to the final destination in central Germany and provided the overall logistics of the project including the organisation of art handler teams, unpacking and installing the exhibition. Once the exhibition was finished, we commended with the return of the art, booking 68 AWB's and supervising a total of 32 shipments on various outbound flights from FRA, LGG and LUX to US destinations."

"Working in the field of fine art logistics really means going the very last mile for the customer. It requires a sound knowledge about the nature of the artwork, possible packing methods & materials, crate design, routings and customs procedures. If you are interested in learning more about this niche market, talk to us!"

www.cs4.de, www.cs4art.de

INTEGRATED & FLEXIBLE SOLUTIONS FROM CS4 LOGISTICS

ROYAL INTERNATIONAL ARE OFFERING A 360° SERVICE IN EGYPT

We are pleased to announce Royal International Cargo and Logistics as new members in Egypt. The company offer a complete range of freight forwarding services by air, sea and land as well as customs clearance, breakbulk and project logistics, covering all major airports and ports in Egypt. They were recommended to Cargo Connections by current members.

Elhoussieny Abdulhameed (CEO) says: "At Royal International, we understand the necessity of smooth freight forwarding and clearing services. We also understand local rules and regulations and the challenges of global business and we use this knowledge to offer a variety of tailored and individual solutions while keeping costs to a minimum."

"Our experienced and dedicated team, adept in international freight forwarding procedures, offer a 360° service - from documentation to firm delivery commitments, be it import or export, we ensure attention to detail in every shipment."

Photos of the Royal International Cargo and Logistics offices can be viewed above.

www.royalintcargo.com

NOVEL CORONAVIRUS (COVID-19) OUTBREAK

We are facing challenging times as we all prepare and respond to the novel coronavirus (COVID-19) outbreak.

I am sure none of us are escaping the fast evolving news and we watch with concern at the rising numbers of those infected by the virus. We hope for a quick and full recovery for all those affected. We are also incredibly



grateful to the healthcare workers that are under such strain all over the world.

With such unknowns, the economic implications are also a concern. However, as companies, we have weathered many storms over the years. Whatever happens, we have a strong progressive membership and I have no doubt that we will emerge more resilient than before.

For now, we are thinking of the health of our global family.

Please take good care of yourselves and your families.

Rachel Crawford and all at the CC Head Office



ISSUE 2 OF OUR eZINE: GENERATION GAPS

We are delighted to issue our second eZine, which is called Generation Gaps consisting of helpful information and links.

We are constantly looking at ways to improve experiences within our network and as such we recognise the significant importance that learning holds.

For us, training is just one element on our learning compass and we are always looking at ways to enhance this section of our membership, to benefit our network not only now - but by building resilience for the future.

Our first issue was International Cultural Body Language and we hope you find both useful.

Upcoming topics will include:

- Presentation and Communication Skills
- Workplace and People Productivity

Please feel free to print both issues of our eZines and display them on your staff noticeboard, you can also email around your office to ensure it reaches all your staff.

We welcome any feedback.



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For more information and registration, ease contact Anna Foo at email: AnnaKo@marcusevanskl.com





We are pleased to introduce representation in Taiwan with Circle Dragon Express Ltd. Located in Taipei and offering a full range of freight forwarding, logistics and related services, the company come recommended by current members.

Carlos Chen (Managing Director) says: "Circle Dragon Express is an rapidly growing international freight forwarder, logistics and transport management enterprise in Taiwan, providing air, sea and road services and founded in 2007. We have gained a great reputation in the cargo market both in Taiwan and worldwide. Our services are safe, rapid, efficient, reliable, innovative and effective and we maintain good relationships with the main airlines and carriers."

"With competitive pricing and a solution-oriented approach, we offer global logistics and forwarding which can be tailored to meet specific requirements using our sophisticated systems and with prompt and constant communication. We also undertake regular professional training to improve and update all aspect of our transport services and culture and maintain <u>professionalism</u> and courtesy."

Photographed above is some recent work handled by Circle Dragon Express including:

- Heavy cargo by air freighter from TPE to FRA, then transit to Moscow. Cargo consisting of a tube bending machine weighing 18,860kg and measuring 7.90 x 2.40 x 2.35m.
- Weekly shipper consolidation shipment from Kaohsiung to Denmark.

www.cdragonexpress.com

A SOLUTION-ORIENTED APPROACH AT CIRCLE DRAGON EXPRESS



25TH - 27TH MAY 2020 MELBOURNE, AUSTRALIA

GOING

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25 - 27 AUGUST 2020 Rodison Golf & Conversion Center

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FRUIT EXPO2020 & WORLD FRUIT

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20-22 MAY 2020

TRANSPORT

OINDIA

Our 5th Annual Assembly will take place from 27-29 November 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 ASSEM -29 NOVEMBER 2020



FRIDAY 27 NOVEMBER

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 Friday 27 November 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



SATURDAY 28 NOVEMBER

SATURDAT 28 NOVEMBER 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, teguila, yodka, whisky and mixers. house wine, gin, rum, tequila, vodka, whisky and mixers.



SUNDAY 29 NOVEMBER

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

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.



GUEST ROOMS

Lagoon View rooms (43m2) 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%).

WEATHER & DRESS CODE

The month of November is a great time to visit Phuket! The weather shows clear signs of the rainy season coming to an end, with the sunny high season beginning. Temperatures vary between 23°C - 30°C. 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.



