

INSIDE Cargo Connections

ISSUE 20, AUGUST 2019

QUARTERLY NEWSLETTER FOR **CARGO CONNECTIONS**



SPARK GLOBAL LOGISTICS BELGIUM HANDLE SHIPMENT OF AMUSEMENT RIDES

see page 6

**SEVEN
NEW MEMBERS
THIS ISSUE**

CYTS-SPIRIT LOGISTICS:
HONG KONG

ADVANTAGE LOGISTICS:
VIETNAM

**WORLDWIDE SHIPPING
TRANSPORTATION:** MEXICO

**CARGO OVERSEAS
FREIGHT:** SRI LANKA

**HANDLE INTER FREIGHT
LOGISTICS:** THAILAND

**SEAWINGS GLOBAL
LOGISTICS:** INDIA

ANCHOR FREIGHT:
BANGLADESH



CARGO
Connections



This issue of our Digital Newsletter welcomes new Members as well as Enisa, our new Executive Assistant at the CC Head Office (see page 14).

It may be months away, but we are already looking forward to our 5th Annual Assembly in Phuket! We strive to provide a high quality and smoothly run meeting, and always consider new ideas and improvements that we can make. We appreciate your time and cost involved in attending and want to ensure that you gain as much value from our gatherings as possible.

Next year we are introducing several new features, including **2 Infovideos**, recorded especially by industry expert Marco J. van Daal.

We are also excitedly working on a new **Event Web App**, where you can arrange your meetings, upload your photo, message each other and add notes against each 121 meeting during the event.

Finally, after independent research, we have created a new framework of awards to better represent and support the achievements of our membership. There will be a two-stage judging process consisting of an initial shortlisting by CC management, followed by a final judging panel. The new **Award Categories** will replace the previous Regional, International and President Awards and full details will be issued in due course.

For now, please enjoy this issue...

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 115 companies in 55 countries.

INSIDE CARGO CONNECTIONS

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COVER: Spark Belgium Handle Shipment of Amusement Rides
See page 6.
Photo: Spark Global Logistics

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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HAS A CLIENT ASKED YOU TO MOVE OVERSIZED OR HEAVY ITEMS?

As you may know, our eLearning Platform provides comprehensive online training and our first course is Heavy Transport.

Independent forwarders know that there is a ceiling when it comes to earning revenue from sea, road and airfreight shipments. Although the thought of branching into heavy lift is appealing (due to the often-healthy margins) the market is very different, and the risks are far higher.

Our 6-module course covers industry terminology, dimensions, weights and forces, heavy transport, heavy lifting, jacking, skidding and loadouts.

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

The training offers employers a time saving and low-cost alternative to workshops.

The course is easily accessible to everyone – if you have the internet you can access our course, allowing you to work at your own pace with no deadlines.

So far, this has resulted in our training being used in countries as diverse as Denmark to Djibouti, Tunisia to Trinidad & Tobago, Namibia to New Zealand, Slovenia to Sierra Leone, Ireland to Ivory Coast, Hungary to Honduras, China to Colombia.

An e-Certificate is issued upon completion, which can be downloaded, printed and shared immediately to verify your training to clients and officials.

Cargo Connections has invested in both the bespoke training and the eLearning platform so that it can be provided at a heavily reduced rate of only £250 per user and until 31 August 2020 we are offering a great deal – **Buy 1 Get 1 Free!**

So you can have 2 staff members trained on heavy transport for only £250!

If you have any questions, please email us.

www.transporttraining.online

CELEBRATIONS AT FREIGHTBRIDGE LOGISTICS IN INDIA!

FreightBridge Logistics (founder members in India) are pleased to share a great leap forward for the company! In the month of May 2019, their Mumbai office achieved their highest ever consolidation number - 270TEUs!

Siddharth Dave at FreightBridge comments: "Ever since the inception of our company, inbound and outbound consolidation has remained our major focused area and we have been successful in achieving organic growth on a year-to-year basis. This achievement has called for celebrations at FreightBridge for the support received from our customers, sales team and back office team who have been persistent with their efforts 24/7."

Please visit the online story to watch a brilliant fun video of the celebrations at FreightBridge showing the diversity in their hard-working team!

Congratulations and three cheers to FreightBridge from the Cargo Connections Head Office!

www.fblindia.in



WESTBOUND WITH CHALLENGING AIRFREIGHT FROM VIETNAM

Following on from the recent announcement that Westbound



Logistics Services are

new members in the UK, they got the opportunity to quote for a challenging airfreight movement for one of the world's most famous golf brands. Already being a co-supplier, they were up against some of their largest global competitors when set the challenge to move 300cbm of airfreight from Vietnam, before the Chinese New Year, within a 2-week window and for a competitive price.

Westbound Co-Owner & Director, Ryan Clark explains: "Most forwarders would have waved the white flag seeing who we were up against, along with the timing of year. However, we pursued confidently as we usually do when set with a challenge, and managed to win the consignment on not just price, but more importantly space guarantees. Although against competition that in theory should be superior, we were the only tendering forwarder that was offered the space from airlines along with a rate that met the budget. We are pleased to confirm that we successfully delivered this humungous consignment on time as well as securing on-going business from other regions thereafter."

A great example of the excellent services offered at Westbound Logistics Services!

www.westboundglobal.com

ESPRIT LOGISTICS DELIVERS 2 LNG GAS TANKS

South Korean members, Esprit Logistics were appointed with the task of delivering two large LNG gas tanks for Samsung Heavy Industries. The gas tank transportation from China to South Korea is part of a shipbuilding project with Wartsila Gas Solutions AS.

The two gas tanks weighed a total of 463.19tn with the heaviest unit weighing 231tn and measuring 3.013 x 1.395 x 1.398m. Altogether, the volume of the shipment was 11,750cbm.

Despite the truly impressive size of this equipment, Esprit's project logistics experts were able to smoothly collaborate with the customer to create a transparent moving strategy that drew on comprehensive multimodal oversized freight transportation by chartering a suitable self-propelled barge (heavy load carrier) for the shipment.

Assistant Manager at Esprit, Hannah Lee explains: "One of the most difficult challenges in the shipment was transporting the gas tanks with the tidal difference at the loading port in China of Nantong, Zhangjiagang. Because of this, it was hard for us to berth the vessel at the very beginning. In addition, the water height changed so quickly, we had to stop the loading work several times and draw the vessel out to anchorage to wait for the proper time to berth again. Also, as the LNG tanks are sensitive pieces of industrial equipment, moving it involved clearing several regulatory hurdles. Therefore, Esprit worked with local agencies and authorities to solve the issues with our expertise by examining water depth and setting berthing times based on our numerous experiences in heavy lift transportation.

Another challenge was arranging the lashing work for the tanks with proper stoppers to keep balance. Thanks to our careful organization and coordination among the shipper, carriers, and receivers, the equipment was delivered without any technical issues or delays."

The sailing from the loading port of Nantong in China to Samsung's shipyard in Geoje (South Korea) took only 3 days with direct sailing despite the unique port conditions.

The experience with the project logistics specialists at Esprit Logistics gave Samsung the confidence that they can manage their freight, resolve problems in real time, and provide the timely results that this move required. Samsung was very satisfied with the overall performance from Esprit and all cargo arrived in good condition, in the proper order and ready to get to work.



www.espritlogi.com

Rotterdam, The Netherlands 08-09/10/2019 #IGSSummit

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www.gssummit.org | www.wisdom.events | organised by: **WISDOM**

BAHRAIN RAIL CONGRESS - 2019

07th - 08th August 2019 | Hotel Sofitel, Zallaq - Kingdom of Bahrain

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EVENT OVERVIEW

Bahrain Rail Congress aims to gather government representatives, ministries, industry experts, technology leaders, and global rail innovators - to build a well-connected world class national rail network in the Kingdom of Bahrain. As cities face major urbanisation and congestion challenges, digitalisation, automation, and shared mobility are rapidly changing the urban mobility landscape. At this congress we will explore how to create successful collaborations between public and private sectors; the ways to fully leverage the modernization opportunities that will help boost Infrastructure, transport, increase investment opportunities and to develop smart sustainable rail network.

For More Opportunities
Eng. Prasanna | Mobile: +91 77085 23918 | Email: prasanna@traiconevents.com

CYTS-Spirit Logistics Limited are new members in Hong Kong! The company first started business 20 years ago and come recommended by current members. They are members of IATA and HAFFA (Hong Kong Association of Freight Forwarding & Logistics) and offer a complete range of air and ocean freight forwarding, road transport, logistics, consolidation, warehousing and customs clearance services.

Managing Director, Andy Chan: "CYTS-Spirit Logistics employs more than 100 staff in Hong Kong with high variety of calibers and qualifications. We are one of the top ten ocean freight consolidators, especially in the trade lanes of UK, India, Colombo, Taiwan and China's main ports. We have a unique operation model with our own warehouse facilities in Hong Kong for ocean and air freight and logistics operations. We offer complicated logistics solutions with competitive

rates and have become one of the largest integrated international freight forwarders with in-depth knowledge of air and ocean freight forwarding, trucking, warehousing, customs clearance and inspections." "With the common goal of serving overseas forwarding agents and local clients, CYTS-Spirit will continuously strengthen our logistics platform by offering consistently excellent services."



A UNIQUE OPERATION MODEL AT CYTS-SPIRIT LOGISTICS

www.cyts-spirit.com



REGISTRATION IS NOW OPEN FOR OUR 5TH ANNUAL ASSEMBLY

Registration is now open for our 5th Annual Assembly which takes place in Thailand from 8-10 March 2020 at the Outrigger Laguna Phuket Beach Resort, situated between a tropical lagoon and the sparkling waters of the Andaman Sea - this beachfront property will be a luxurious haven for our meeting.

We have arranged a fantastic start to our event, with a change from our usual schedule. We will meet at 17:30 on Sunday 8 March 2020 for a coach trip to Siam Niramit. Have you seen the reviews on TripAdvisor? It is a must-see!

We will enjoy dinner and various attractions including music and dance performances, a kickboxing show, grand parade and elephant rides. We will then settle into upgraded Platinum Seats and watch the spectacular show featuring over 100 performers, lavish costumes and stunning set designs.

Our official meeting will start on Monday 9 March 2020 in the grand Similan Ballroom and delegates will gain access to our online Meeting Manager program so that 20-minute business meetings can be arranged prior to arrival.

After a morning of 1-2-1 meetings, 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 with an open bar and be entertained by a Human Puppet, Thai Regional Dance Acts and a Bang Rachan Show.

Our official meeting will continue on Tuesday 10 March 2020 with more 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.

The Registration Fee of GB £690 for the 1st person and GB £650 for the 2nd and each additional person is non-refundable. However, you may change the name of the delegate up until 8 days before the event. For more details, please visit our web site. Please complete one Registration Form per person.

www.cargoconnections.net/event/next



SPARK GLOBAL LOGISTICS BELGIUM HANDLE SHIPMENT OF AMUSEMENT RIDES



Spark Global Logistics Belgium have recently handled an interesting project of amusement rides for a park in Russia as photographed.

The cargo of amusements rides consisted of:

- 1 x static unit (not on trailer) at 1510 x 227 x 226cm / 15mtns
- 2 x trailers at 1740 x 250 x 390cm / 41mtns
- 1 x trailer at 1116 x 224 x 290cm / 40mtns

The rides were brought by a Russian amusement park to

put in place at their park. The cargo was collected by truck and low-bed trailers at Drachten in the Netherlands with the static piece loaded by crane. The 4 units were then trucked to Rotterdam for loading on-board of MV. Conger with the vessel part-chartered together with Samskip to Ust-Luga in Russia.

The trucking and loading operations were all handled within 3 days to the complete satisfaction of the client. Another job reliably handled by Spark Global Logistics!

www.sparkglb.com



A TEAM OF PROFESSIONAL EXPERTS AT ADVANTAGE LOGISTICS

We are pleased to approve Advantage Logistics Co Ltd as new members in Vietnam! Located in Ho Chi Minh City, they offer a complete range of air, sea and inland freight forwarding services as well as customs clearance, warehousing and maritime services.

Managing Director, Son Nguyen Hoai (Sonny): "Advantage Logistics offers a team of professional transportation, logistics and trade experts sharing a commitment to meet

or exceed expectations. Our broad experience and dedicated staff have contributed to our growing reputation, taking pride in our ability to maintain a personalized atmosphere,

flexible responses to customer and partner requirements and highly competitive prices. Our size and flexibility enable us to provide a customised and tailored service approach."

The photos show Advantage Logistics latest import operation in Vietnam consisting of machinery, leathers, yarn, garment accessories and kitchen equipment.



ANCHOR FREIGHT OFFER TOTAL TRANSPORTATION & LOGISTICS

We are pleased to welcome Anchor Freight Limited as new members in Bangladesh. With offices in Dhaka and Chittagong, they were recommended by current members and are certified by BAFFA (Bangladesh Freight Forwarders Association).

CEO of the company, Huda comments: "Anchor Freight Limited (AFL) is a total transportation and logistics management organisation specialised in FCL, LCL & airfreight. We are capable of taking on global challenges with our local expertise in Bangladesh.

"Our total transportation services cover freight forwarding by air and sea, LCL, FCL, multimodal, door-to-door, project cargo and DDP/DDU."

www.afl-bd.com

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4TH ANNUAL SAUDI TRANSFREIGHT & LOGISTICS 2019

09TH - 10TH September, 2019
Hilton Riyadh Hotel & Residences - Kingdom of Saudi Arabia

HIGHLIGHTS OF THE CONFERENCE

- Establishing KSA as Global Logistic Hub
- Nine-Point transformation logistics policy under Vision 2030
- Advanced technology for warehousing and logistics
- Funding large scale infrastructure projects in Saudi Arabia

ORGANIZED BY: Aerial Group

SUPPORTING PARTNER: Ministry of Transport and Communications

ENDORSEMENT PARTNER: G7IN, Globalia, Camo, Colperative

MEDIA PARTNER: Alsharq Media

3-5 NOVEMBER 2019
DOHA EXHIBITION & CONVENTION CENTER

SILK ROAD EXHIBITION

معرض طريق الحرير

EXHIBIT AND JOIN WITH US

Silk Road Exhibition is an event to highlight the path of the new silk road and the countries through which it deals. It will be an international forum that brings together investors, implementers and decision-makers under one roof. Also the exhibition aims at presenting the state-of-the-art technologies which are included in the Shipping Services of all types, Transport, Port Management and Logistics area in the participating countries.

Under the Patronage of: Ministry of Transport and Communications

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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

£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.



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.

CARGO OVERSEAS FREIGHT ARE A FORWARD-THINKING ORGANISATION

We are pleased to report Cargo Overseas Freight (Pvt) Ltd are new members in Sri Lanka. The company come to Cargo Connections having received a strong recommendation from a current member. They have both a city and airport office in Colombo and Deputy Manager, Senuri Akuratiyagamage says they are joining our network because: "...we have heard good things about Cargo Connections and we are honoured to be a part. We think it is a great opportunity for good recognition and to grow as well as support our fellow members".

Director, Devin Gunarathne comments: "Cargo Overseas Freight (COF) is one of the leading reliable freight forwarding companies in Sri Lanka where professional services are offered at reasonable rates. We are a registered 'A' grade freight forwarder after meeting all of the expected standards. The principle services of COF are focused on both air and sea freight by exports and imports, customs clearance, packing, warehousing, transshipments and MCC operations inside and outside the port. We also handle any road transport involved in freight forwarding and offer a local courier service if required."



"We are a forward-thinking organisation, dedicated to the pursuit of growth opportunities. With great experience in freight forwarding, we are experts in building partnerships to improve performance, reduce costs and develop innovative new concepts." Cargo Overseas Freight handles

shipments from major coir (coconut fibre) exporters in Sri Lanka. Coir is a clean, controllable, 100% natural and ecological restorative solution. A recent shipment of coir is photographed where COF handles the complete freight process of the shipment including placing the booking on the shipping line based on customer requirements, delivery of the containers to the port, handling custom processes, documentation & certification, close coordination with relevant parties and transport and delivery to the final destination of the consignee's door.

Senuri concludes: "In conclusion, COF endeavours to achieve being on time, on budget and provide value for money on every job we undertake while continuing to seek new opportunities for growth with a continued focus on entrepreneurial management."

www.cofreight.com.lk

We are pleased to introduce Seawings Global Logistics as new members in India. Located in Ahmedabad, their main services include freight forwarding, shipping, LCL consolidation & groupage, port agency and project cargo. The company are ISO 9001 certified, duly licensed as a Multimodal Transport Operator by the Directorate General of Shipping India and a member of CAI (Consolidators Association of India).

Recognising their admirable growth, Seawings were recently certified by Business Connect, a leading business magazine in India, as one of their 'Companies in Focus 2019' and one of the few companies in the freight, shipping and logistics sectors listed.

Backed by a young and motivated team, at the helm of the company is Manish Bhattacharjee - a senior trade professional with almost three decades of global experience in shipping, ports, maritime, freight and logistics.

Manish comments: "Seawings Global Logistics is located in the western zone of India with the country's major and most strategic seaports along the west coast including Kandla, Mundra, Pipavav & Nhava Sheva, which are the premier international cargo movement hubs for the EXIM industry. Over the years, we have built a strong network of relationships with various stakeholders including government and regulatory bodies, industry professionals and the wider shipping and international trading community, bringing valued insights to all our business initiatives."

Seawings Global Logistics were recently assigned the task of handling and shipping on a door-to-port basis some delicate and sensitive project equipment comprising of an oil purifier and accessories as pictured.

The cargo was safely loaded and lashed by Seawings at the shipper's premises before being transported from Bhavnagar to Adani Port in Mundra, covering a distance of 172km. On arrival the equipment was unloaded and customs examinations and clearances were performed, then it was carefully stuffed inside a covered 20' open-top container ensuring strong lashing and securing. The container was then loaded on board the vessel and shipping from Mundra Port in India to Jeddah in Saudi Arabia and delivered to the site in a safe and sound condition.

Seawings handled this important cargo with meticulous planning resulting in a successful operation and a happy client!

www.seawingsgloballogistics.com



INTRODUCING SEAWINGS GLOBAL LOGISTICS IN INDIA





FIRST GLOBAL ASSIST WITH AFCON2019 IN EGYPT

This summer, Egypt has hosted the 2019 African Cup of Nations (AFCON2019) and First Global Logistics was selected to assist with the event.

Mazen K. Sabry at First Global Logistics explains: "The AFCON organising committee promised to show the world the Egyptian quality for hosting Africa's big events. A bid was launched for importing all the opening and closing ceremony equipment and kits from over 8 origins to Egypt. All the jobs were from the supplier's door to the door of Cairo Stadium. This is a real big project with so many details in all shipping and project forwarding aspects and modes including packing, crating, trucking, customs clearance, insurance, port handling, air freight, sea freight, stuffing, unstuffing, loading, unloading, reloading and warehousing - all within a certain and limited time period from 8 different origins with delivery dates 1 week before the grand opening."

"The project complexity was unbelievable and the number of challenges couldn't be counted but the more complex the job, the more interested our team is! We were nominated for the project based on an excellent plan and a committed transport budget. But for us it wasn't about money at all, but about being a major part and player for such a successful and big event."

- Project Period: 45 days
- Terms of Delivery: Door-to-Door
- Sea Freight Volume: 12 x 40'OT IG & OOG
- Air Freight Volume: 28tns
- Total CBM: 1,100m³
- Cargo Type: Opening & Closing Event Material, Equipment & Kits
- Trailers Used: 12 x Flat-Bed Trailers & 35 Dedicated Jumbo Trucks (6m long)

The services provided by First Global Logistics included:

- Packing & Crating from all Origins (USA, Germany, Belgium, UK, UAE, France & Japan)
- Air & Sea Freighting
- Customs Clearance at Origin & Destination
- Port & Airport Handling
- Customs Clearance
- Pre-Carriage & On-Carriage
- Loading at Origin and Unloading & Stripping at Cairo Stadium
- Hiring of 55tn Crane for Unloading of OOG Containers & Forklifts for General Cargo
- Warehousing
- Surveying

Mazen concludes: "All the cargo was picked up and delivered safely to Cairo Stadium with our client very pleased to deal with us and is also pleased to use us for their other project events as they were happy to see our team always on site making sure that every single step was executed as planned and taking responsibility. We are very thankful to be part of this project to help our country proudly show itself to all the world."

www.firstgloballogistics.com

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CARGO CONNECTIONS WELCOME ENISA



Cargo Connections is celebrating its 5th anniversary this year and we have many exciting ideas that we want to implement ... so we are expanding our Head Office team!

I would now like to introduce you to Enisa, who joins us as Executive Assistant and will be involved with conference preparation as well as working closely with me on new projects and our eLearning Platform.

Enisa joins us with 20 years' experience from the aviation industry where she specialised in technical security, risk and compliance, as well as having a strong involvement in learning and development focusing on organisational behavioural change. She has designed and developed various training and learning programmes covering several subject fields across aviation, engineering and defence. She has managed airport security operations across the globe and until very recently was based in Qatar managing examinations and standards at their national aeronautical college.

Enisa headed up training delivery during the High Speed One Project and during 2012 she managed the security and resilience training delivery at the London Olympic Games. As a qualified auditor she has led national and international audits in both aviation and engineering environments. When she's not working Enisa spends time volunteering in the community and being an avid reader herself she has recently joined a local charity that reaches out to individuals to coach them with their reading.

Please feel free to welcome Enisa on enisa@cargoconnections.net.

SPARK GLOBAL LOGISTICS OPENS NEW PERTH OFFICE!



Founding members in Australia, Spark Global Logistics are excited to announce the opening of their new Perth office!

Sebastian Laffont (photographed) will be managing the office in his new role as Project and Business Development Manager. Sebastian bring years of experience in the industry including many working for multinationals as highlighted below:

- Worked for Shipping Lines in Argentina (Crowley American Transport, Libra de Navegacao and CMA-CGM)
- Handled the first fresh fruit reefer containers from Argentina to Canada in the early 90's - 1000's of containers! Before then it was only chartered cool

carriers so it meant a huge change in the market.

- Handled 10 x 200tn generators needed for the Yacireta Dam Hydroelectrical Power Station in the triple frontier between Argentina, Brazil and Paraguay.
- Worked for Kuehne + Nagel, Deugro Projects, CEVA and Panalpina in Australia
- Extensive growth on reefers from South America.
- Full charter flights from Australia to Brazil with perishable cargo for insulin production.
- Part charters from China to Australia.
- Regular RO/RO shipments from Australia to West Africa.
- Project work from Australia to Mongolia.

"Please feel free to make contact with Sebastian for any inquiries you may have in Perth or Fremantle and as the main Spark Global Logistics contact for project and breakbulk cargo."



INCOTERMS 2020

As it celebrates its 100th year as the world business organization, ICC is pleased to announce that the latest edition of The Incoterms® rules, Incoterms 2020, will be released in early September 2019 and come into effect on 1 January 2020. Incoterms 2020 reflects the ever-changing nature of today's international trade system. Over the course of the drafting process of Incoterms 2020, several revisions were made to make sure that the Incoterms rules clearly and accurately reflect present-day trade practices. From early September 2019, users of the Incoterms rules will be able to adapt, prepare and train their businesses for 1 January 2020, when Incoterms 2020 will come into effect.

iccwbo.org

Spark Global Logistics
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Sebastian Laffont,
Projects and Business
Development
Manager

Email: sebastianl@sparkgl.com.au

Please also visit the online story for a link to a short presentation from

Spark Global Logistics in
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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.

15

HANDLE INTER FREIGHT LOGISTICS ARE READY TO CONNECT!

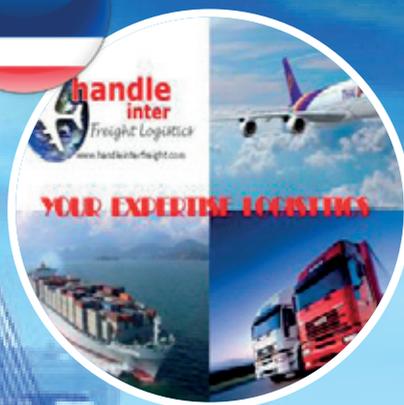
We are pleased to report a new member in Thailand – Handle Inter Freight Logistics Co. Ltd. Established in 2003 and now with a team of 60 staff, their head office is located in Bangkok with airport offices at BKK and CNX and a seaport office at Laem Chabang. They are a member of IATA, TAFA (Thai Airfreight Forwarders Association), the Thai Chamber of Commerce, TLCB (Thai Licensed Custom Broker Association) and DIF (Default Insurance Program for Cargo Agents in Thailand).

The company come recommended by current Cargo Connections members and Overseas Manager, Jeans says they are joining our network: "...to grow and develop more business with expert overseas partners. We look forward to being of service to Cargo Connections members in the near future!"

Jeans continues: "Handle Inter Freight Logistics (HIF) is a full-service logistics provider offering a complete range of air, ocean, project, oversized, road, warehouse, distribution, door-to-door and cross border transport services, both import and export. We are also a customs clearance broker providing cover at all major Thai air and ocean ports including cross border. Our goal is to provide a professional, caring and cost-effective service to all our clients and partners."

HIF is committed to innovation and improving our systems and resources to enhance our services. Our aim is to continually strive to provide the most comprehensive and economical solutions." "Whatever your requirements, you are assured that our team of professionally qualified staff has the solutions and the expertise to handle any cargo with the utmost care and attention."

www.handleinterfreight.com



BEC SCAM FLYER TO CIRCULATE AROUND YOUR OFFICE



Please download and print our Business E-Mail Compromise (BEC) Scam flyer and circulate it around your office. The flyer can be found in the Library page of our Members Area.

We regularly remind

Members to be aware and extra cautious of 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 CC 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 CC Head Office is powerless over these scams and any cases must be reported immediately to the police as it is a criminal matter.

Did you know that more than 2 million cyber incidents in 2018 created \$45 billion in losses? You can read more here: www.helpnetsecurity.com/2019/07/11/losses-cyber-incidents-2018/

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



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Freightbook also recently launched v3.0 of their Smartphone Service at m.freightbook.net where forwarders and suppliers to the freight industry can be found quickly on mobile devices.

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

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A TEAM OF LOCAL EXPERTS AT WORLDWIDE SHIPPING TRANSPORTATION IN MEXICO

We are pleased to announce Worldwide Shipping Transportation S.A. de C.V. are new members in Mexico! In business since 2002 and recommended by current members, the company offer an impressive range of services and are local experts in Mexico. They have offices in Puebla and Mexico City and are members of IATA, FIATA, CAMEXA and AMACARGA (Asociacion Mexicana de Agentes de Carga).

CEO, Raúl Solís says: "We are a young team of experts offering integral freight forwarding and logistics services. We provide a personalised, quality service attended with warmth, efficiency and rapidity."

Please visit the online story for a link to an introductory video from Worldwide Shipping Transportation!

In 2018, Worldwide Shipping Transportation launched a sea weekly service between Veracruz (Tuxpan Port) - Florida - Veracruz with competitive transit times and offering lower costs for any cargo currently transported by truck. Please use the link, in the online story, for a video presentation on the service. Using this service and route, they recently successfully handled the transport of fiberglass tanks for a hypochlorite plant, as photographed.

The shipment was handled on a door-to-door basis and included lashing etc.

The 6 large tanks had dimensions as follows:

- 2.75 x 2.20 x 3.15m - 3000kgs
- 8.90 x 3.40 x 3.82m - 5000kgs
- 9.10 x 2.65 x 2.93m - 4000kgs
- 4.51 x 3.30 x 3.85m - 3000kgs
- 7.10 x 2.80 x 3.58m - 4000kgs
- 5.39 x 4.60 x 4.85m - 4000kgs

Annabell Torres at Worldwide Shipping Transportation explains: "The land alternative was not an option for the oversized pieces and so our Tuxpan to Florida service was the most adequate and competitive method which also had less transit time than sea transport via Miami. We also optimised the loading of only 3 x 40'FR versus 6 x 40'FR which was projected via Miami. Therefore, the difference in times and costs were considerable!"

www.gruposohar.com.mx

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.



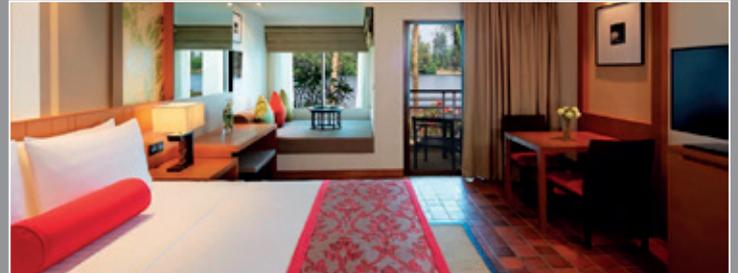
MONDAY 9 MARCH

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 (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%).

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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- The Issue of hydrogen containment - Olav Hansen, Senior Principal Consultant Lloyd's Register
- Future Availability of Compliant Product - Michael Green, Global Technical Manager, Intertek ShipCare
- HyMeth Ship - Igor Sauperl, Project Coordinator, HyMeth Ship
- MAN B&W Dual Fuel Engines - Kjeld Aabo, MAN ES
- Assessment of ammonia as an alternative fuel in shipping - Christos Chryssakis, Business Development Manager, DNV GL
- Safe, efficient and reliable floating pipelines - Paul Flaherty, Director, Fleet and Technical Operations, Navigator Gas

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