

INSIDE Cargo Connections

ISSUE 26, FEBRUARY 2021

QUARTERLY NEWSLETTER FOR **CARGO CONNECTIONS**

ANNOUNCING AL FADLY AS NEW MEMBERS IN QATAR

See page 8

**FIVE
NEW
MEMBERS
THIS ISSUE**

**R.P.A.
PORT LTD:
ISRAEL**

**MAYCO FREIGHT
& TRAVELS:
INDIA**

**AL FADLY:
QATAR**

**SHIPPIFY CARGO
SERVICES:
INDIA**

**SMART
LOGISTICS
SHIPPING:
KUWAIT**

EXCITING NEW FEATURE TO ENHANCE REMOTE WORKING

See page 2



CARGO
Connections





EXCITING NEW FEATURE TO ENHANCE REMOTE WORKING

The COVID-19 pandemic has forced companies across the world to navigate a delicate balance of protecting the health and safety of their staff while continuing business operations. As we enter 2021 it has become clear that the workplace impact of 2020 would not be a temporary one, and that we all need to adapt and change how we work to stay competitive and to ensure business continuity.

This new era of remote working has compelled us to invest in a bespoke new **Meeting Centre** where our Members can connect virtually using the platforms that have now become an essential part of daily life including Zoom, Google Meet, Skype, and WhatsApp.

Networking and business growth is at the core of Cargo Connections and our powerful new interface will help accelerate successful business relations as "seeing" who you are talking to allows for more engaging conversations and personal connections than telephone calls or emails. The **Meeting Centre** will have 3 features:

Spontaneous Meetings

A project has come up and you do not have time for a long back and forth email trail. You will be able to quickly schedule a virtual meeting with a fellow partner across several communication platforms with time zones automatically considered.

Virtual Meeting Week

You will be able to schedule numerous 20 minute 1-2-1 virtual meetings with other Members over specified dates. Features include automated time zones, choice of online platforms, option to send a message with meeting requests, invite multiple colleagues to the call. Our next Virtual Meeting Week will take place in July 2021.

Face to Face Meetings

A new state-of-the-art "Meeting Manager" so that you can arrange all your meetings prior to arrival at our annual conference. Our new system has thought of everything so you will be fully prepared with all the necessary information including an easy to read schedule on your mobile device to ensure the gathering is well-organised and productive.

At Cargo Connections, we feel it is essential that we support our Members and create useful tools to enable their business to not only survive but thrive while working remotely. The system is already in development and we look forward to releasing it soon!

We are ready to take on 2021 ... and the new future together with you.

RACHEL CRAWFORD
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 118 companies in 59 countries.

INSIDE CARGO CONNECTIONS

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COVER: Announcing Al Fadly as New Members in Qatar.
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Photo: Al Fadly.

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www.cargoconnections.net



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CARGO CONNECTIONS HOSTS EXCLUSIVE WEBINAR "THE FUTURE OF FREIGHT: UNLOCKING THE WORLD'S SUPPLY CHAINS"

The Cargo Connections Head Office recently organised another exclusive webinar for their 100+ Members who are situated in 95+ countries.

"The Future of Freight: Unlocking the World's Supply Chains" was held on Thursday 10 December and the session was recorded for those who were unable to participate due to varying time zones.

While supply chain disruption isn't new, 2020 has tested even the most agile logistics companies. From port closures to flight cancellations, the pandemic has had far-reaching effects and demonstrated just how deeply interconnected and interdependent the world's supply chains are.

Amid this disruption, digitisation and automation of complex logistics operations has quickly become a lifeline for many logistics companies, particularly those who have moved to remote working. Our Technology Partner, CargoWise, discussed how you can add value to your business in this rapidly changing landscape and the vast effects of operating through a single software solution.

The Agenda for the webinar was as follows:

- CargoWise Introduction
- Current Industry Insights
- Power of CargoWise
- CargoWise Solutions
- Supply chain visibility
- Workflow & automation
- Rate optimization
- Customs & Geo-Compliance
- Cloud enabled technology
- Member benefits
- Q & A

The Presenter was Keith Plummer, a Supply Chain professional, with over thirty years of industry experience. He has gained deep expertise in both operational management and business development. This includes extensive project & implementation experience and warehouse & distribution management in the freight, transport, warehousing, and 3PL businesses. Keith resides in the UK, where he is a Business Development Executive for WiseTech Global.

The recording is available in the Head Office Notices page in our Members Area.

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.

2018: KLOKÁNEK HOUSE, PRAGUE

£1000

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

2017: 2 SMALL BUSINESS PROJECTS, INDIA

£800

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

2016: RACHEL ABSEILS FOR INSULIN!

£4000

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

2015: SOS CHILDREN'S VILLAGE BAMBOUS

£1500

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



ONE-STOP FREIGHT FORWARDING SOLUTIONS AT SMART LOGISTICS SHIPPING IN KUWAIT



We are pleased to report Smart Logistics Shipping Co. W.L.L. are new members in Kuwait. They offer a wide range of services including logistics, air freight, shipping, road transportation, consolidation & deconsolidation, project cargo, oil & gas logistics, warehousing, packing & crating, relocation, customs clearance and vessel agency. Prajod Unni (General Manager) says they are joining Cargo Connections: "...to expand our relationships with a variety of overseas agents".

Prajod continues by introducing the company: "Smart Logistics Shipping is a well-established and dynamic shipping and logistics house operating in Kuwait since 2003. We pride ourselves in our ability to add value to our services by offering logistics and supply chain solutions that are customised to specific requirements with control and transparency."

"We are very glad to become a part of Cargo Connections and with our expertise in the region, we ensure to provide a one-stop solution for any freight forwarding activities."

Please visit the online story for a link to Smart Logistics Shipping's company profile featuring details of some of their recent work including the photographed transformers.



HOT OFF THE PRESS!

Rachel Crawford has launched a new revolution in networking for general cargo agents... **DigiFreight.live**

Digi
FREIGHT
GLOBAL NETWORK

With only
2 Members per
country, we expect
key markets to
fill quickly.

The logistics industry provides one of the most important services to our globally connected world and the COVID-19 outbreak has resulted in many repercussions to both businesses and individuals all over the world. One is that many of us are now working remotely rather than in offices, therefore we have created the new **DigiFreight** platform.

A crisis often generates opportunities for logistics and supply chain companies including entering new markets, refocusing their sales efforts to commodities or trade routes that are less impacted or recover sooner and by innovating on new services. To do this you need a similar thinking network of global partners.

We aim to provide our Members with all they need to redevelop and expand their network of trusted cargo partners so that they receive an upsurge in business over the next 2 years.

The past decade has seen the world advance and move forward into the digital era and the events of 2020 has resulted in this being rapidly accelerated. Many companies have quickly learnt new ways of working, including using virtual meetings as a way of connecting.

A project has come up and you do not have time for a long back and forth email trail? Our powerful interface enables you to quickly schedule a meeting with your global **DigiFreight** partners with international time zones automatically considered across several communication platforms including **Skype, Zoom, Google Meet** and **WhatsApp**.

Starting 2021, every 6 months the **DigiFreight** team will allocate a series of consecutive days where all Members are invited to participate in virtual meetings (at no extra charge). Each company is entirely in charge of their own schedule and can decide when they will make themselves available for meetings. A great opportunity to 'meet' new Members!

We also understand the importance of face-to-face meetings so from 2022, we will also organise annual physical get-togethers, but they will be entirely optional. The first location will be in Europe.

To read more about the team behind DigiFreight go to **digifreight.live**

Our entire DigiFreight platform has been built around mobile functionality with no slow, clumsy database to sift through.



www.digifreight.live

digi.freight





We are pleased to introduce Shippify Cargo Services Private Limited as new members in India. They provide a complete range of freight forwarding, logistics and supply chain services including air freight, sea freight, local transportation, customs clearance, warehousing, courier, consolidation and project cargo. Located in Ghaziabad in Uttar Pradesh, the company hold ISO 9001:2015 certification.

Chetan Kapur (Director) says: "Brought to life by young minded and dynamic trade professionals, Shippify Cargo Services caters to the needs and requirements of the

entire supply chain spectrum, providing tailor-made and effective solutions. Our working capacities and capabilities are drawn from the rich knowledge, vast experience and the hands-on trade and industry involvement and understanding of our professional team. Being original and innovative as well as efficient, effective and most importantly, customer bound, are the key drivers of our work methodology and approach. Not only being efficiently cost effective, but being receptive, understanding and proactive in approach and operations, is what our entire task force

thrives upon."

"We are a passionate, honest and prudent organisation and with the wonderful set of experienced network partners as well as the beautifully managed network dynamics, we are hopeful that with the coveted membership of Cargo Connections, we will exceed our own expectations. We are eager to showcase our commitment and zeal in every transaction that we execute with the help and support of our fellow Cargo Connection members."

www.shippifycargo.com

AN EFFICIENT & EFFECTIVE TEAM AT SHIPPIFY CARGO SERVICES



ANNOUNCING AL FADLY AS NEW MEMBERS IN QATAR



We are pleased to announce Al Fadly Trading & Customs Clearance are new members in Qatar. Based in Doha, the company was founded in 1999 and provides full freight forwarding and logistics services.

Clarissa Gumasing (Operations Executive) says: "Al Fadly Trading & Customs Clearance is a leading provider of freight forwarding, logistics, transportation, warehousing, customs clearance and supply chain solutions. Our systems offer up-to-the-minute tracking and data for each shipment so that a clear picture can be delivered at any time."

The photos below show a shipment of scaffolding materials and constructions machines handled by Al Fadly. The cargo was loaded to 32 x 40'HC and flat-racks and shipped by sea from Jebel Ali in the UAE to Hamad Port in Qatar via Sohar, Oman. They arranged all shipment details including documentation, booking, scheduling, loading as per the shipper's strict instructions and delivery. Thanks to the careful planning and handling of Al Fadly, the shipment was finalised successfully, meeting all the client's requirements.



Our next gathering will take place in Croatia from 20-22 October 2021 at Hotel Croatia Cavtat, a leading five-star resort and conference centre enjoying spectacular views of the open sea and just 5km from Dubrovnik airport.



5th ANNUAL ASSEMBLY

20-22 OCTOBER 2021

CROATIA



The venue is an idyllic, award-winning base from which to explore the region's historic charm and the medieval Dubrovnik is just across the bay.

"Croatia has become a popular destination thanks to the fact they shot several scenes of the famous TV series 'Game of Thrones' in the country. However, that is not the only reason people flock to this beautiful country, it is incredibly diverse filled with culture, history, nature and delicious food!"

We have arranged a fantastic start to our event! We will meet at 14:00 on Wednesday 20 October for a relaxing boat trip across the bay to Dubrovnik Old Town, one of the world's finest and most perfectly preserved medieval cities in the world. We will be taken in groups of 25 by English speaking guides around the marble-paved squares and cobbled streets, all of which have also remained unchanged for centuries. We will then enjoy dinner together at the stunning Palm Terrace at Excelsior Hotel before returning to the hotel by coach at approximately 20:00.

Our official meeting will start on Thursday 21 October in the Congress Hall Ragusa and delegates will gain access to our exclusive Event Web App so that 20-minute business meetings can be arranged prior to arrival. After a productive day of 1-2-1 meetings, there will be time to rest before we meet at 19:30 for a dinner feast with an open bar at Restaurant Alverede. We have then arranged for us to relax with the exclusive use of the Posejdon Night Club. We have arranged an open bar and private DJ to help us dance off some of the calories.

Our official meeting will continue on Friday 22 October 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.

For more information and to register visit:

www.cargoconnections.net/event/next

Wednesday 20 October 2021

14:00 - 18:00 Dubrovnik Old Town Tour

18:00 - 20.30 4 Course Dinner at Palm Terrace

Thursday 21 October 2021

09:30 - 17:00 1-2-1 Meetings

19:30 - 23:30 Gala Dinner, Private DJ & Nightclub

Friday 22 October 2021

09:30 - 17:00 1-2-1 Meetings

17:00 Meeting Ends





BEGINNING 2021 WITH NEW MEMBERS IN INDIA: MAYCO FREIGHT & TRAVELS

We are very pleased to begin 2021 by approving Mayco Freight & Travels Pvt. Ltd. as new members in India. The company are almost 30 years old and IATA registered with a coverage of 8 offices across India.

Director, Sanjiv Jain (pictured above) says: "Since our beginnings, Mayco Freight & Travels has provided systematic

integrated logistics and freight forwarding services around the clock. A personal service from an experienced, knowledgeable and enthusiastic team is key to our success and future development."

"We understand that the complex demands of today's international trade means logistics

management companies must operate in close cooperation with their partners in order to stay ahead of the competition and supply competitive end-to-end solutions."

"Our experienced team can handle any commodities and as a global logistics company, we can take care of complete processes from A to Z including freight

forwarding, air & sea freight, inland transportation, warehousing, customs clearance, documentation, planning & scheduling, loading & unloading, packaging & measurements and arrangements with federal agencies."

A warm welcome to our first new Cargo Connections member of 2021!

www.mayco.in

LET-a CeMAT ASIA event 2021

25-27 May 2021
China Import & Export Complex, Guangzhou

www.chinalet.cn

Concurrent Show
Guangzhou International Cold Chain Logistics and Equipment Exhibition 2021
Guangzhou International Automated Packaging and Packing products Exhibition 2021
Guangzhou International Logistics and Supply Chain Exhibition 2021
IMS-a CeMAT ASIA event 2021 & IIoT Show 2021



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4th Humanless Warehouse And Digital Supply Chain Forum 2021

Building Next Generation Supply Chain and Autonomous Warehouse

1 - 3 February 2021

Virtual Forum (via Zoom)

Australian Eastern Daylight Time (AEDT)

5 KEY TAKEAWAYS FROM ATTENDING THE FORUM:

-  Demystify recent paradigm shifts towards digital supply chains and automated warehouses
-  Discover how warehouses of the future can be fully automated with manpower optimized for strategic tasks
-  Strive for supply chain and warehouse operational excellence with adoption of innovations such as autonomous mobile robots, drones, AI, Big Data and Blockchain
-  Engage and forge partnerships with thought and business leaders in the supply chain and warehousing space
-  Stay ahead of the curve with actionable insights, proven solutions and effective strategies from industry experts to address major challenges to logistics technology rollouts, and share solutions

Visit <http://bit.ly/4thdigitalsupplychain> or contact Karen Williams at karen.williams@claridenglobal.org for more information

MEDIA PARTNERS:



<http://www.claridenglobal.com> | admissions@claridenglobal.com | +61 3 9909 7310

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.

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R.P.A. PORT LTD IN ISRAEL FIND CREATIVE LOGISTICS SOLUTIONS

We are pleased to welcome representation in Israel with R.P.A. Port Ltd. Founded in 1991, their headquarters are located in Haifa with offices at Ben Gurion Airport, Ashdod Port, the Sheik Hussein Bridge border crossing and Eilat. They provide a full scope of freight forwarding, customs, logistics solutions, project cargo, and shipping agent services operating at any airport, port or crossing point in Israel. Doron Rapaport (Deputy General Director) says they are joining Cargo Connections because: "...we are looking for strong partners to develop long-lasting strategic and reciprocal cooperation".

Doron continues by introducing the company: "R.P.A. Port Ltd is a leading provider of advanced supply chain solutions and our years of experience enable a close control over every shipment. From international forwarding and customs brokerage to fully integrated logistics management, we provide tailor-made solutions for every imaginable type of cargo and every known industry using standard and multimodal transport by air, sea, road and rail. From perishables and hazardous goods to ammunitions and OOG, we find creative solutions for each project's specific needs."

"Whether the shipment is run of the mill or out of the scope of most forwarding companies, R.P.A. Port Ltd can make it happen."

The photos below show a project handled by R.P.A. Port Ltd of OOG cargo which arrived in several lots from Turkey and needed delivery to the final destination in Jordan after customs clearance. The cargo also included several regular containers and everything was professionally delivered safely, securely and on time.

www.rpa-port.com



“Personally, I always refer to customer ratings before purchasing products online. This applies to service providers too. A recent survey showed that 91% of businesses are influenced by recommendations when making a decision to use a company so we’ve made it super quick and easy to share feedback on our advertisers.”

Rachel Crawford, Founder



Join Freightbook with our great Online Ratings Feature

Freightbook has enjoyed an exciting relaunch with a fabulous new feature inspired by the fact that ratings are now an essential element to any online directory.

The online directory boasts additional benefits including the monthly FB Index, dedicated online news service, direct quote request leads and automatic amendments to profile pages.

Freightbook also recently launched v3.0 of our 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.



freightbook

LINKING TOGETHER INDEPENDENT FREIGHT FORWARDERS

www.freightbook.net

NETWORKING PLATFORM FOR THE WORLD'S TOP PROJECT CARGO SPECIALISTS

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

For only £1005 per year we offer many membership benefits including access to a large online database of information; individual brochure websites; customised marketing brochures; dedicated PR/news service; online payment monitoring system; smartphone service and more.

PROJECT CARGO NETWORK

provides heavy lift and project cargo specialists' access to a trusted worldwide network of agents who can handle their specialist shipments, whilst working professionally under strict Membership Rules.



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- ISO 9001 & ISO 14001
- 261 Specialist Members
- 115 Countries
- 750 Worldwide Offices
- 18,737 Members of Staff
- \$2.322 Billion Annual Revenue

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