

INSIDE Cargo Connections

ISSUE 30, FEBRUARY 2022

QUARTERLY NEWSLETTER FOR **CARGO CONNECTIONS**

**INTERESTED
IN OUR
COVER?**

SEE FIRST
ARTICLE ON
PAGE 6 FOR
DETAILS



CARGO
Connections

22 years ago, I took a loan out to buy a computer and created my first freight network, **UFO**. Unlike today, at the time there were only a handful of similar organisations. There were no blueprints for success, and I pretty much just learnt by making mistakes! It's been an exciting and challenging journey. 8 years ago, I started CC and we have continued to evolve by providing new features and developing the technology that keeps us connected.

Recently, I have been considering new ways to help our Members increase their networking opportunities and to secure more business and profit from their CC membership.

My experience over the past 20+ years tells me that companies shouldn't sit back and wait for business to arrive. Joining a networking group is the opposite of that. 2022 is going to be an exciting year where you **WILL** have a noticeable increase in the volume of business with your fellow network partners **BUT** this will require your participation.

So far, we have set up the following events for 2022:

- **Virtual Meeting Event in April** - see page 9
- **Interactive Online Webinar in May** - see page 7
- **Annual Summit in October** - see page 5

We encourage your participation in all the above... and now there is more! **Here is your next 'call to action' in order to secure that increase in business.**

Weekly Meet! Using our Meeting Hub, we would like **one representative from each company** to hold a virtual meeting with a CC partner, ideally that you have yet to work with once a week. The meeting will be similar to the **1-2-1 sessions** at our events and will be an opportunity to introduce your company and highlight your specialist areas.

Please don't ignore this: I know you are busy but we encourage every company to participate. It will only be **30 minutes of your week** but if you do this, you will have made connections and built relations with **50+ companies during 2022!**

Please **click here** for further details. Remember, it is our most active Members who reap much more than their Annual Fee and who get the most from their membership. For now, enjoy this issue And send us your news so we can feature you in our next one!

Rachel Crawford FCILT

FROM THE PRESIDENT/C.E.O.

Pictured: Photo from our CC Library

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 108 companies in 58 countries.

INSIDE CARGO CONNECTIONS

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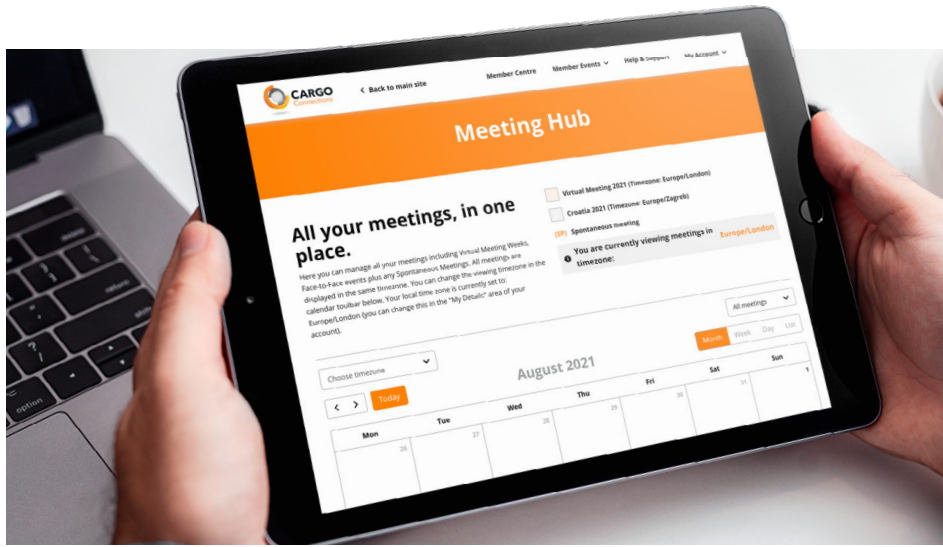
www.cargoconnections.net



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SHORT VIDEO EXPLAINING OUR NEW MEETING HUB

We know that people prefer to watch, rather than read when it comes to learning about something new.

We also know that learning is best achieved when information is delivered clearly!

Therefore, we are creating a series of videos of our new, and some of our most popular, membership features. Here is the first one - a **short video** which explains our new **Meeting Hub** and shows you how to use the system by walking you through a few steps. Our bespoke new Meeting Hub allows members to easily connect virtually using the platforms that have now become an essential part of daily life including Zoom, Google Meet, Skype, and WhatsApp.

MAKING THE IMPOSSIBLE POSSIBLE WITH CPL IN VENEZUELA

CPL Air & Sea C.A. are new members in Venezuela! The company have great coverage across the country with strategically located offices in Valencia, Puerto Cabello, Maracaibo, La Guaira, Maiquetia, Caracas, Puerto La Cruz and San Antonio del Tachira. They are registered with ASOCAV (Asociacion de Agentes de Carga y Aduana de Venezuela) and their specialities include healthcare, technology, consumer & retail, fashion, manufacturing, automotive, power & energy and oil & gas.

Managing Director, Tito Chacin says; "CPL Air & Sea are a Venezuelan company offering integrated logistics services with more than 35 years of experience. As well as international freight forwarding, we coordinate ocean shipments (FCL & LCL), air shipments, inland transportation, dangerous goods, project cargo, customs clearance and warehousing.

We offer our services with the highest quality standards and our long history and presence in Venezuela means we completely understand the market. Providing services in Venezuela is already a real challenge but CPL make the impossible, possible."

One of CPL's latest projects involved 3,000tn of beans as a bulk shipment handled by direct unloading as photographed below. After the inspection and customs procedures, CPL mobilised a total of 108 special vehicles for delivery.

www.cpl.net.ve



A WARM WELCOME TO **CARGOLAND** IN BRAZIL & COSTA RICA

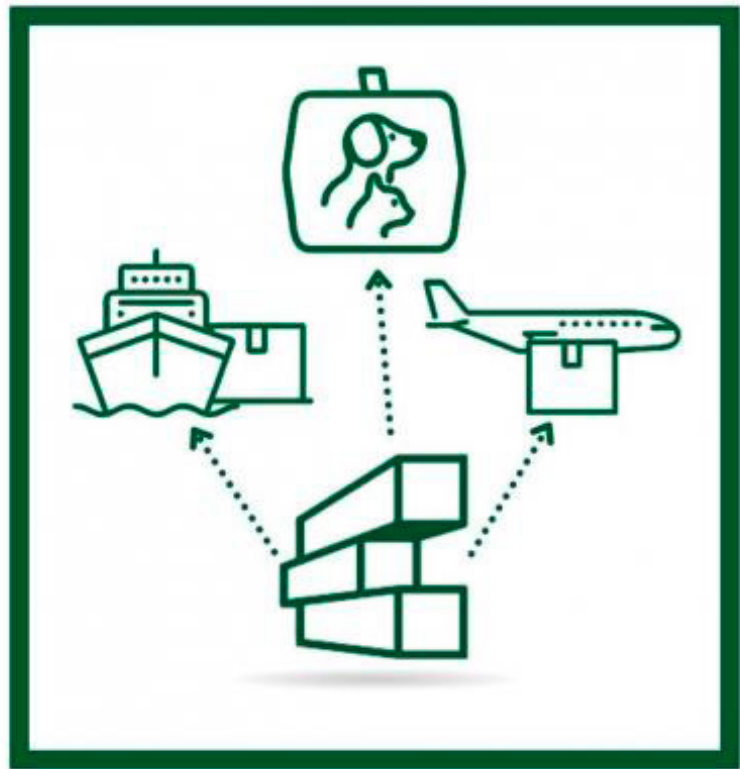
We are pleased to approve membership in Brazil and Costa Rica for Cargoland International. Founded in 2004, the company are IATA registered with offices in Sao Paulo (Brazil) and Alajuela (Costa Rica). They provide a full range of freight forwarding and international transport services including airfreight, seafreight, roadfreight, door-to-door, consolidation, customs brokerage and cargo insurance and are fully capable of handling all kinds of cargo from small packages to oversized project cargo, dangerous goods to pet transport.

"Cargoland is an established, family-owned international freight forwarder and logistics company. Our highly professional teams in Brazil and Costa Rica are specialised and experienced in their fields offering tailored solutions to a wide variety of industries. We integrate local know-how and innovative technology to optimise our operational efficiency and provide a seamless customer experience."

We are very proud of our trajectory having ventured into difficult markets and earned the respect of both agents and shippers for successfully handling challenging tasks with reliability and flexibility."

We wish Cargoland International a warm welcome to the Cargo Connections family!

www.cargoland.com.br



Abu Dhabi

2022 Annual Assembly

Our next gathering will take place in Abu Dhabi from 26-28 October 2022 at the W Hotel - Yas Island, just 15 minutes from Abu Dhabi International Airport and 1 hour from Dubai International Airport.

Next
Meeting
2022

26-28 October 2022

Did you know one-third of the world's population live within a four-hour flight of Abu Dhabi? The emirate's geographical location between the east and west makes it ideal for international meetings.

W Hotel is going to be an exciting venue for our gathering. Directly linked to the Yas Marina Circuit, it is the only hotel built upon a Grand Prix Racetrack! It is also a gateway to theme parks, shopping malls, a golf course, the beach, and a marina.

Our first chance to meet! After such a challenging 2 years, it will be fantastic to see each other in person again. Our first evening together will be all about celebration! We will meet on Wednesday at 18:00 on the famous rooftop Wet Deck where we will enjoy dinner and drinks.

Once the Registration Fee is paid, delegates are able to pre-arrange 1-2-1 meetings prior to arrival. As our meetings are all about networking, our online platform will help you manage your connections – a key feature is the ability to add notes so that you can engage with each other before, during and after our gathering. Our system has thought of everything so our delegates will be fully prepared with all the necessary information including an easy to read schedule for mobile devices. Additionally, as the system is 'live', you can book new meetings during the event if an existing one is unable to go ahead for any reason – maximising your time and ensuring that you get a chance to meet as many companies as possible.

Who is up for a BBQ Beach Party?! On Thursday, after a busy day in the meeting room, we will have an exclusive BBQ Party at a stunning Beach Club, Lounge and Restaurant located at Yas Island with stunning waterfront view of the Arabian Gulf. All washed down with an open bar including whisky, vodka, rum, tequila, gin, wine, beer, selected cocktails, soft beverages and mocktails!

Wednesday 26 October 2022

18:00 - 22:00 Welcome Dinner

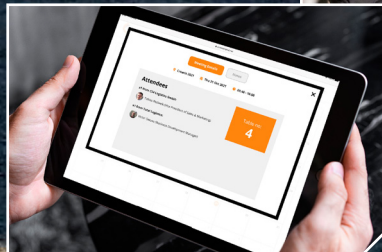
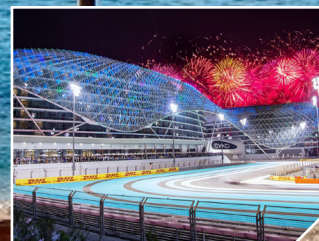
Thursday 27 October 2022

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

19:00 - 22:00 BBQ Beach Party

Friday 28 October 2022

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



ccmeetinghub.net

ACTITRANS FRANCE DELIVER ON TIME FOR LAS VEGAS TOWER

Just before Christmas, Actitrans Overseas completed an interesting air freight shipment from France to the USA.

13tn of freight was moved by air from Paris to Las Vegas for the installation of an amazing tower as explained by Actitrans Director, Hugues Mayeur; "The tower is a bar which you sit down at on floor level and then fly up 38m high to have you drink and admire the view! The consignee in the USA needed the tower installed before Christmas and despite some stress, we proudly did it. Two engineers went to Las Vegas to build the tower and everything was finished on the 23rd of December."

The cargo is shown in the Actitrans depot before being loaded on the plane. Efficient handling by the Actitrans team meant the project was delivered on time.

www.actitrans.fr



US TRANSWORLD LOGISTICS RANKED AS 3RD FASTEST GROWING MSME IN INDIA 2021 BY ETRISE

US Transworld Logistics are very pleased to announce they have been ranked as the 3rd fastest growing MSME Company in India for 2021 by ETRise, an initiative of The Economic Times.

You can watch the full panel and ceremony [here](#) or to watch US Transworld Logistics CEO, Uttam Singhal speak regarding the ranking, [click here](#).

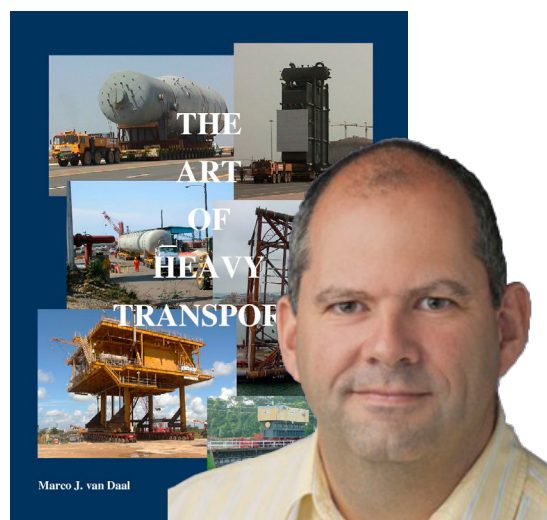
Uttam comments; "We sincerely thank you all for your kind support and association and we look forward to achieving more milestones in the future". Congratulations to Uttam and all at US Transworld Logistics!
www.ustl.in



Interactive Webinar

We are delighted to announce that we have arranged an exclusive Interactive Webinar for our Members with **Marco J. van Daal**, a Lecturer/Speaker who has over 20 years' experience extending to more than 55 countries on 5 continents.

Marco is Author of the book **'The Art of Heavy Transport'**, and in addition to being a contributing member of the American Society of Mechanical Engineers (ASME) and the European Association of Abnormal Road Transport and Mobile Crane (ESTA). Marco also delivered the training for our eLearning Platform.



Fully funded by the Head Office, the **Interactive Webinar** is provided free for Members and will include an interesting case study of a power plant that planned an extension and went from 12x180 ton gensets to 6x300 ton. The intriguing case study shows how late changes in a project design can have a major influence on equipment selection and sourcing. Not to mention schedule overruns and all the associated cost. A perfect example that the heavy transport provider (or crane provider) should be involved from the early stages of the project.

The session will take place on **2 May 2022 at 12.00 London time** and will be recorded for those who are unable to participate due to varying time zones.

Be at the World's Leading Port Planning and Development Industry Conference in 2022!

8th Port Planning & Development Asia Summit 2022

21 - 24 March 2022, LIVE ONLINE

Global Port Operators & Maritime Authorities Gather & Exchange Best Practices on Port Planning, Development & Expansion!

WHO SHOULD ATTEND:

Tailor-made & developed for **Ports, Maritime Authorities, Terminal Operators, Ministries of Transport & Ministries of Urban/Planning** of the following divisions:

- ▶ Development Projects/
New Projects
- ▶ Expansion Projects
- ▶ Civil/Civil Engineering
- ▶ Construction
- ▶ Master planning
- ▶ Planning & Development
- ▶ Design & Engineering
- ▶ Strategy/Strategic Planning
- ▶ Operations
- ▶ Finance
- ▶ Harbour Masters



“ *The discussions were very useful & interactive. The conference provided practical information on the latest trends and best practices in Port Planning.* **”**

**- Manager Port Planning,
Sydney Ports Corporation**

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GLOBAL**

Learn More: www.equip-global.com/8th-port-planning-and-development-asia-summit-2022



NEXT VIRTUAL EVENT: 11-13 APRIL 2022

Every 6 months, the CC team allocate a series of consecutive days where all Members are invited to participate in virtual meetings (at no extra charge). Members can set their local time zone and then instantly view the agenda so that they can make themselves available or unavailable in the dedicated meeting slots.

The next **Virtual Meeting event** is from **11-13 April 2022** - the perfect opportunity to follow-up on our face-to-face meetings! See our **Meeting Hub**.

WITH GREAT SADNESS, WE ANNOUNCE THE LOSS OF OUR BELOVED COLLEAGUE, **MR. MAHESH NEELAKANTAN**

With great sadness, we announce the loss of our beloved colleague, Mr. Mahesh Neelakantan, Director of V-Care Logistics Services in India.

Mahesh was a highly valuable and respected Member of the CC family.

V-Care Logistics joined us in June 2017 and Mahesh attended our gathering in Prague. I am sure that everyone at CC feels better for having known him.

After attending one of our meetings, Mahesh said "Dear Rachel, Greetings! Very nice to see you and really enjoyed being with Cargo Connections colleagues in Prague and made the event memorable. Thanks for all arrangement made and well organized. Convey my special best wishes to all your team members Wendy, Judith and also Sam who worked behind for planning and organize this event well and professional. Have a safe trip back. C u soon .. Mahesh."

Mahesh was a great supporter of CC and we appreciated his attendance and contributions during our Zoom meetings last year. We express our most sincere sympathies to Mahesh's family and friends during this difficult time from all of his CC family.

Please feel free to get in touch with fellow Director of V-Care Logistics, Sivakumar on +919867228792 or siva@vcarelog.com.

Shown to the right are some photos of Mahesh at our event.



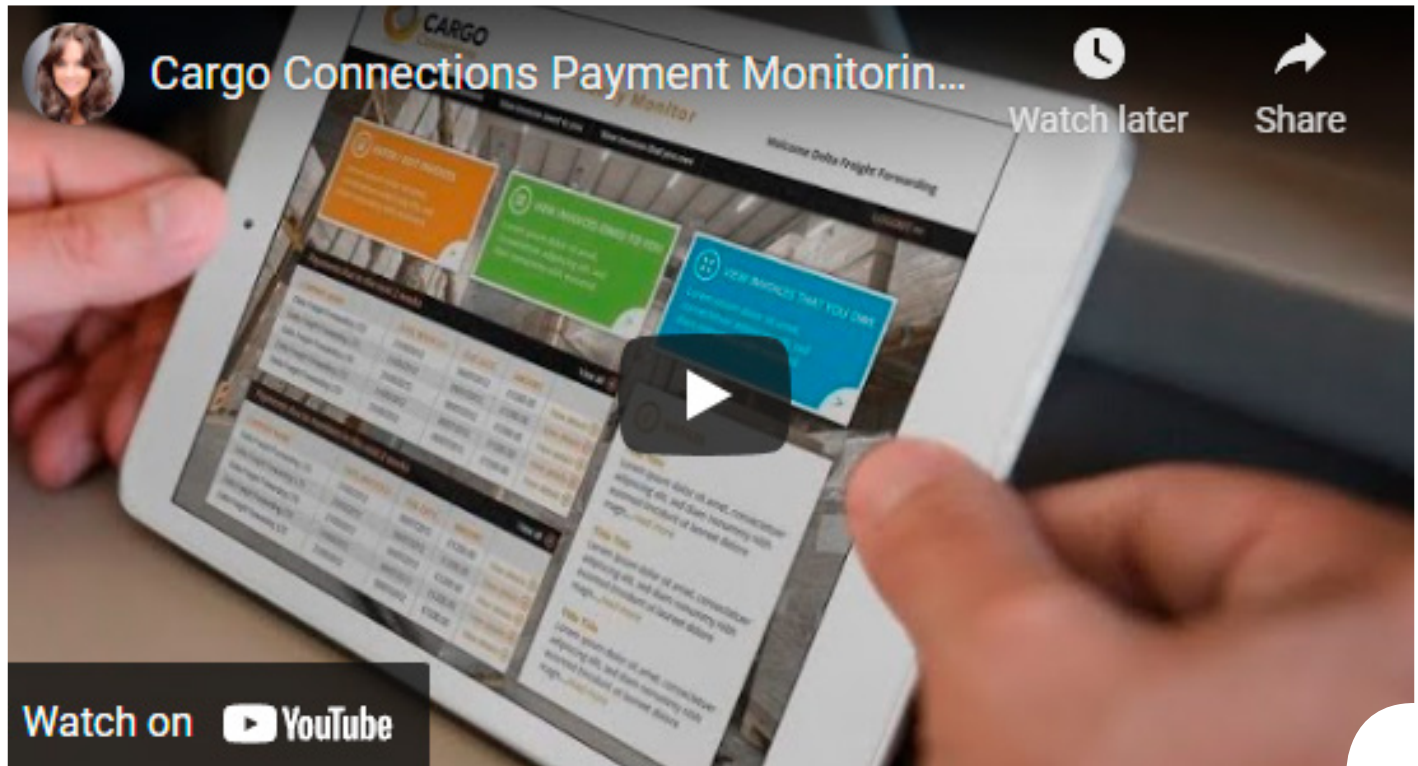
ONLINE PAYMENT MONITORING SYSTEM

As you may know, our online **Payment Monitoring system** is designed to encourage smooth cash flow between Members and help to prevent any late payments.

The system will save your Accounts Department time in monitoring invoices by automatically sending a 'Statement of Account' every 2 weeks to every Member that owes you money, detailing the amount and due date.

The system is held in the **Members Area** of our website and we encourage all Members to input the relevant information.

Please watch our **short video** for instructions:



It is important to mark the invoice as paid once a payment has been received, which only takes 2 seconds...

1. Select the **Outgoing** tab
2. Click the **Paid** button next to the relevant entry

The entry is removed from the list automatically. You can also cancel an invoice by clicking the **Delete** button on the right of the relevant entry.

Further reading:

- **Payments Between Members**
- **Default Alert**
- **Membership Rules**

CC Members understand that abidance of our Membership Rules, paying on time and operating in a professional manner results in repeat business and excellent relations. Therefore, we hold an excellent record of financial stability within our network.

