

INSIDE Cargo Connections

ISSUE 31, MAY 2022

QUARTERLY NEWSLETTER FOR **CARGO CONNECTIONS**

**OUR 2022
ANNUAL
ASSEMBLY
IN ABU
DHABI**

SEE PAGE 5 FOR
DETAILS



CARGO
Connections

The past few years has seen a huge surge in the popularity of video as a marketing format. A short well-made video in an easy-to-digest format gives our eyes a rest from reading text and explains why the world watches a billion hours of YouTube videos every day!

Video can be a powerful way to spread a message in a way that is easily accessible to a large audience.

Plus! Customers are more likely to use you when they understand what you do and how it will help them. So ... we have created a video for you to use in your marketing and sales efforts.

- Watch video on our website
- Watch video on YouTube

We hope you find this new marketing tool useful.

We have also created an official **CC YouTube Channel** which is a central hub for our video collection. The videos showcase some of our most popular membership features and more will be added in due course. We recommend that you subscribe so that the videos are easily accessible to you and to stay informed and connected.

Thank you to all those who took part in April's Virtual Event - **over 100 meetings took place over the 3 days** and we are delighted with the feedback. When I first invested in our **Meeting Hub**, I was not sure if I was mad or not! Any kind of financial investment in the middle of a global pandemic might be seen as unwise but I knew that even when it was over, that it would change the way we work to some degree. We already knew that the world was advancing and moving forward into the digital era, but COVID resulted in this being rapidly accelerated.

Good communication is vital in business and our **Meeting Hub** is designed to enable you all to connect better so that you can achieve and maintain strong working relationships, essential in our industry. So now that the Virtual Event is over, we have our **6th Annual Assembly** from **26-28 October 2022** in **Abu Dhabi** to look forward to!

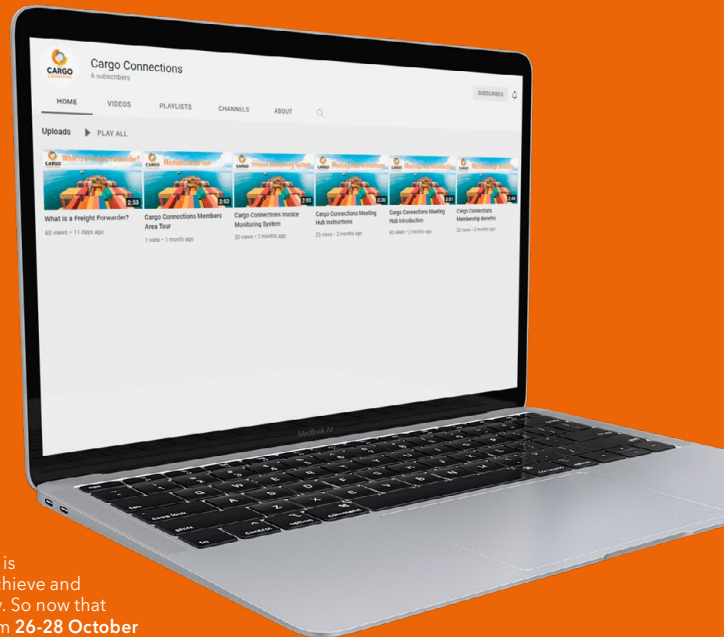
PLUS! Don't forget that if a project comes up and you don't have time for a long back and forth email trail, our powerful interface enables you to quickly schedule a meeting via Skype, Zoom, Google Meet and WhatsApp with your CC partners at a mutually convenient time with time zones automatically considered. Skip to **01:19** of our **instruction video** to see how.

I also recommend that you have a quick look at our growing **Membership List** regularly and remind you of **Rule 4.5** which asks you to **offer all new business** to your fellow partners for quoting - it is then up to them to provide an excellent quote and service to win the business!

Remember it's the same with any membership you get out what you put in.

My best wishes,

Rachel Crawford FCILT
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 108 companies in 58 countries.

INSIDE CARGO CONNECTIONS

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www.cargoconnections.net



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HEADWAY GLOBAL IN TURKEY ARE BRINGING FAMILY VALUES TO THE INDUSTRY

We are pleased to report **Headway Global** are new members in **Turkey**. They provide a full array of freight and logistics services and customised solutions including ocean freight, air freight, road transportation, project & heavy cargo, customs brokerage, warehousing and distribution. The company have offices in Istanbul and Mersin and are recommended by current Cargo Connections members.

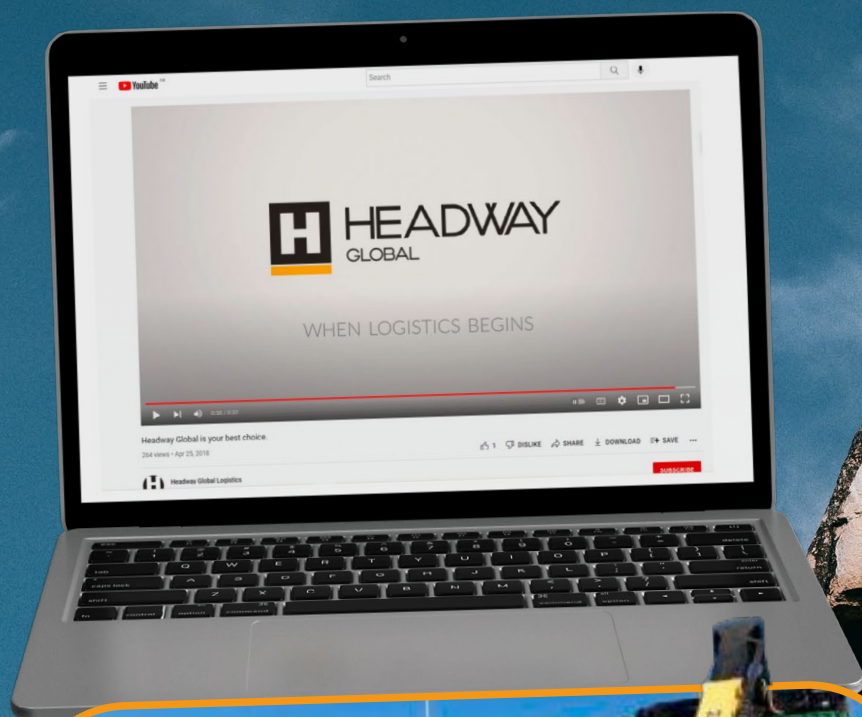
Mr. Ghaith Sarem (General Manager) says: "As a family-based company, Headway Global have taken their family values and brought them to the industry. From senior management to the warehouse staff, our friendly and professional service is unparalleled and we ensure piece of mind with every movement.

Headway Global have established a complete logistics and service framework from which we provide our business partners and customers with safe & cost-effective air & ocean transportation based on innovation and performance, improved transportation flexibility & enhanced operational control as well as exceptional & accurate customer service with regular updates from our highly-trained team.

Our clients range in size from small to multinational companies and we are active in the transport of foodstuff, furniture, spare parts, construction materials, perishable cargo, pharmaceuticals products, vehicles, personal effects and many more. Our staff are available at ports and airports 24/7 to assist with lashing and loading as well as verification with videos and photos."

"We handle all our work with determination and urgency and at the highest levels of integrity and transparency, making sure our deliveries are on time and within budget."

www.headway-global.com



RESULTS OF 2021 MEMBER QUALITY CONTROL SURVEY

We are delighted by the amount of shipments that are being nominated within Cargo Connections, despite the challenging couple of years we have just had. As inter-trade continues to increase, it is important that we monitor the quality of our Members to ensure that we have recruited the right companies, who perform in a conscientious, diligent and professional manner.

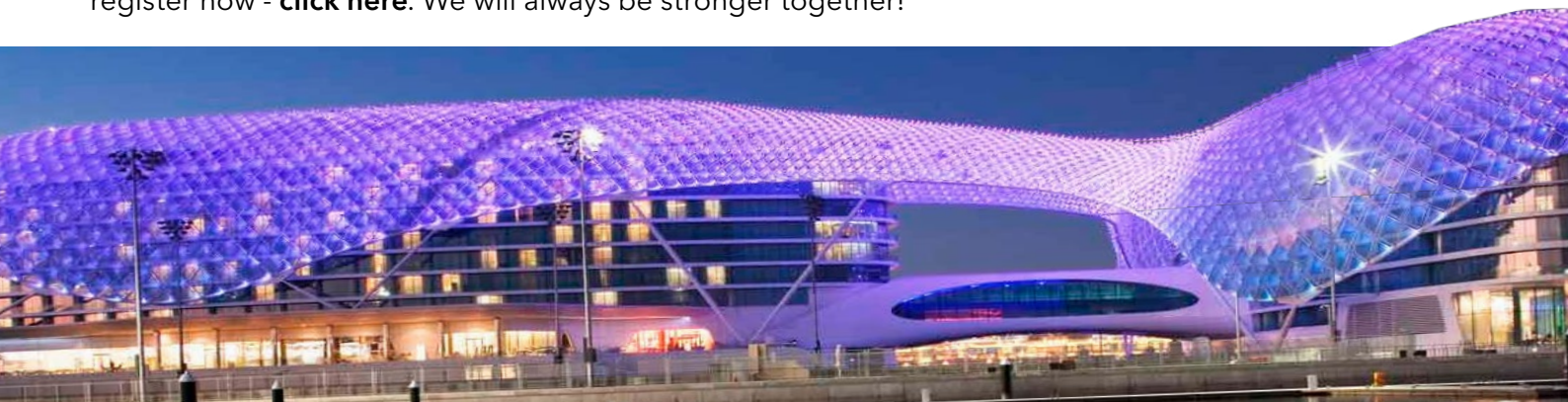
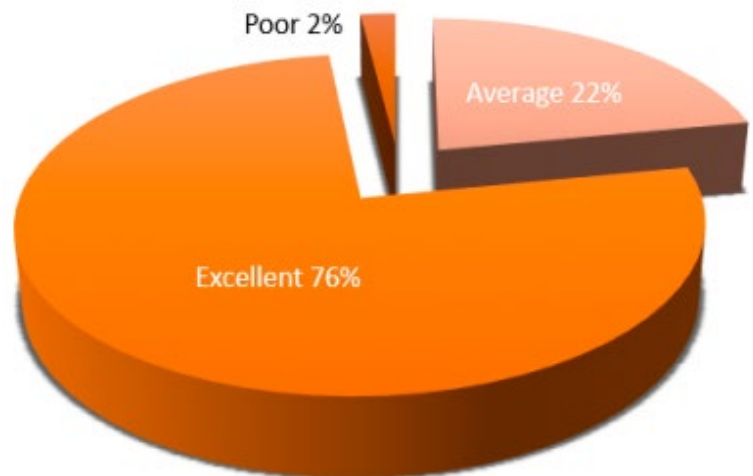
We received completed Quality Control Surveys from over 80 companies - thank you to each of you who took the time to submit the form. It is much appreciated and enables us to continually monitor our membership. **We are very pleased that the overall results show the Excellent (76%) and Average (22%) ratings far outweigh the Poor (2%).**

The results provide a platform to uncover any Members whom rate below average. We are then able to identify and resolve issues with the very small number of Members that this applies to. We will contact the companies that need to improve their service and together we will investigate and address any problems

We also wanted to highlight some of the comments regarding companies that you have been particularly impressed with:

- **Milestone (Spain)** - Santiago is one the best agents ever. Great follow up.
- **Athena (India)** are very good as are **Milestone (Spain)**.
- **Actitrans (France)** and **ABSCO (India)** have been excellent to deal with. Also **AIRSCHOTT/SEASCHOTT (USA)** continue to provide a top service.
- **Spark (Australia)** - continuous support and excellent communication.
- **New Cargo Jet (Italy)** - continuous support and excellent communication.
- **Delphia (Poland)** has been supporting us with very good rates & service for all our shipments. All the agents that I use are excellent! We are happy with our long term cooperation with **John Good Logistics (UK)** in all respects.
- **Team Cargo (India)** and **John Good (UK)** - prompt action to the matter.
- **BASE (Italy)** and **Tri Alliance (Canada)** are really good companies to work with. Communication and email response time is fantastic.
- **Milestone (Spain)**, **CS4 (Germany)**, **ALLSTA (Germany)**, **Kagayaku (Malaysia)**, **Total Logistics (Ghana)**, **AIRSCHOTT/SEASCHOTT (USA)**, **Alba Wheels (USA)**, **Tri Alliance (Canada)** - these all are great partners with prompt and wonderful services.
- **Spark Global (Belgium)** - Mr Stieven had impressed me with his prompt response and always willing to go step further to solve problem.
- **BASE (Italy)** and **Atlantide Logistics (France)** - due the attitude of their staff and follow-up of the shipments.

We are so proud of our 8-year old network and can't wait to see you all in **Abu Dhabi in October!** You can register now - **click here**. We will always be stronger together!



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

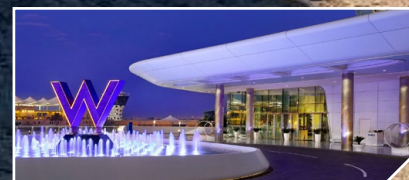
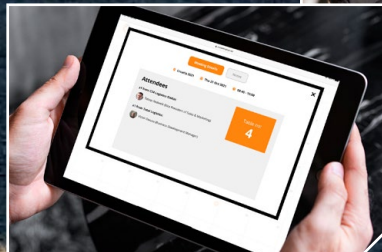
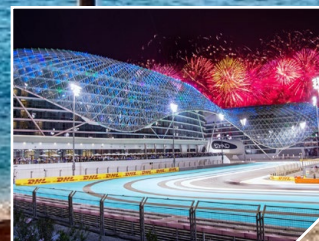
Thursday 27 October 2022

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



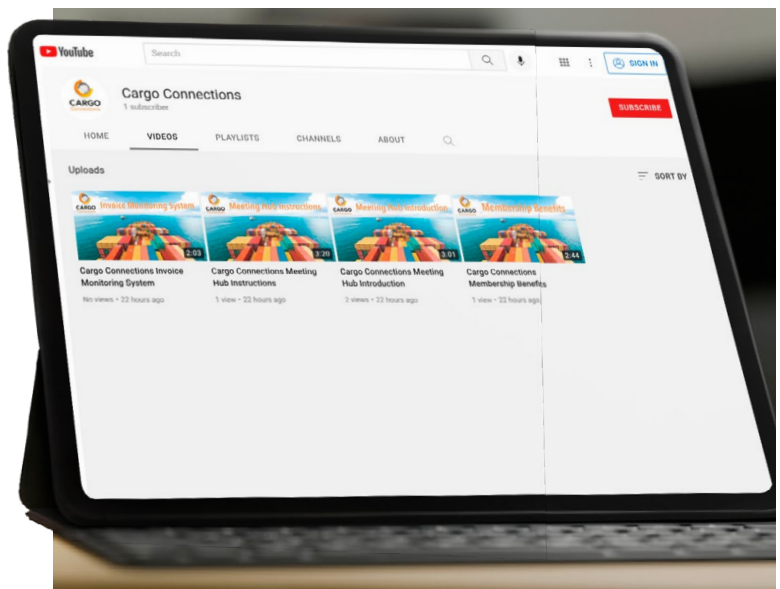
ccmeetinghub.net

NEW CARGO CONNECTIONS YOUTUBE CHANNEL NOW AVAILABLE

We have created an official Cargo Connections **YouTube Channel** which is a central hub for our video collection.

The videos showcase some of our most popular membership features and more will be added in due course.

Please **subscribe** so that the videos are easily accessible to you and to stay informed and connected.



FREIGHT FORWARDING PROFESSIONALS AT AMIRTHA SHIPPING

We are pleased to announce **Amirtha Shipping Private Limited** are new members in **India**. The company are freight forwarding and clearance professionals with headquarters in Tuticorin (Thoothukudi) and a branch office in Chennai.

Managing Director, Senthil Veerabahu has over 22 years experience in the industry and says; "Amirtha Shipping is a leading Indian freight forwarding service provider in Tuticorin, Tamil Nadu. We provide excellent shipping, logistics and freight forwarding services with competitive prices and high-quality experience including sea, air & land freight, multimodal, LCL, FCL, customs clearance and other value-added services."

"We are a team with clear objectives to ensure that our customer-centric and personalised logistics solutions are delivered accurately. With specifically-designed processes, extensive skills and logistics expertise in a wide variety of different cargo, we offer safe and secure delivery services."

A warm welcome to our latest Cargo Connections member! **www.amirthashipping.com**



OVER 20 YEARS OF TRANSPORT MILESTONES AT **TIME SHIPPING**

We are pleased to welcome **Time Shipping** as new members in **Italy**. Established in 2001, the company come recommended by Cargo Connections members. They provide a complete scope of freight forwarding services and say they look forward to showing their strengths in cost-effective, prompt and dependable solutions to the network.

"Time Shipping is an international freight forwarder, operating for over 20 years, specialised in sea freight, air freight, project & breakbulk cargo, vehicles transport and much more. Milan is our headquarters, a city located in a strategic position in Italy for the development of international trade.

After over 20 years of milestones in transport services, we offer a high standard of service and our experience allows us to prevent many problems and to take immediate action to solve any others. From the smallest parcel to large container loads, our professional team are ready with comprehensive expertise."

A warm welcome to Time Shipping! www.timeshipping.it



AMIRTHA SHIPPING ATTEND FUNCTION FOR MSC VIDHI IN TUTICORIN

MSC Vidhi, with a length of 277.28m, is the longest container mainline vessel to call at V.O. Chidambaranar Port in Tuticorin, South India. It was recently berthed at the Dakshin Bharat Gateway Terminals. An inaugural function was organised by MSC Line Tuticorin and CEO of **Amirtha Shipping** (members in India), **Mr. Senthil Veerabahu** was invited to attend.

Senthil was delighted to participate and met with the MSC Liner team, DBGT Terminal team and the Tuticorin Port Authorities to discuss the development of Tuticorin trade. www.amirthashipping.com



'CREATING SOLUTIONS' AT ECLIPSE LOGISTICS IN VIETNAM

We are pleased to introduce **Eclipse Logistics Co Ltd** as new members in **Vietnam**. With a strong enthusiasm and passion for the freight forwarding and logistics world, the company is over 10 years old and located in Ho Chi Minh City.

James Nguyen (Chairman) says; "Eclipse Logistics is a Vietnam-based forwarding and logistics service provider with skilful staff and a professional way of working. Our slogan is '**Creating Solutions**' which shows the approach of our team and our one-stop service. With extensive knowledge, years of experience and strong relationships with carriers, airlines and operators, we make sure that cargo is handled effectively, safely and well-secured."

Their services include comprehensive airfreight, seafreight and inland solutions but do not end there. They also provide a range of additional services such as customs clearance, documentation & licenses, warehousing, packing and insurance. www.e-corp.vn



CS4 LOGISTICS WINS TENDER FOR GERMANY'S BUNDESBANK ART MOVE

The distinctive main building of the Bundesbank's central office has been in-use since 1972 and is to undergo a complete restoration. An impressive volume of art objects therefore needs to be carefully packed, crated and transported to a dedicated fine art warehouse to be stored for a period of 5 years. CS4art is the winner of a Europe-wide tender for this challenging, niche logistics solution.



Upon invitation by the customer, CS4 Logistics began an intensive on-site inspection and consulted with various engineering companies working on the project for Bundesbank. CS4 also created a road-book for the project life cycle.



Franz Rixgens, COO of CS4art explains:

"It was not difficult for us to think of solutions even for the unusual collection of objects in Bundesbank, due to our decades of experience in the field of designing and manufacturing art transport boxes. Here, however, the complicating factor was that the objects could only really be measured in detail when the work process began."

"For the production of the special crates, we co-operate with our specialists - with whom we have also built special climate crates for masterpieces from German and international museum collections in the past. In 1992, for example, I was the only supplier to offer a technical solution for a climate crate in which Leonardo da Vinci's 'Lady with an Ermine' from the Princely Collection in Krakow which travelled on an international exhibition tour."

At CS4art we have this collected wealth of experience."

Thousands of objects are located, inventoried, and RFID-tagged so that all components are not only effortlessly recorded during packing and crating, but are also scanned with date and time stamps at checkpoints during the process flow.

The entire transport route and storage locations have been documented. This also facilitates micro-logistics later on when the objects are returned to their new locations.

"The exact value of the tender is not to be published; but considering a 5-year storage period in a dedicated fine art warehouse, logistics experts may come to an easy conclusion." www.cs4.de/

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