

ISSUE 32

AUGUST 2022

# eMAGAZINE



**CARGO**  
Connections



# TABLE OF CONTENTS

**03**    **EFFICIENCY, EFFECTIVENESS & INNOVATION FROM CORADUANAS ECUADOR**

**04**    **‘STRATEGIC SOLUTIONS’ WITH H2B IN INDONESIA**

**05**    **CARGO CONNECTIONS HOLDS EXCLUSIVE WEBINAR FOR THEIR MEMBERS**

**07**    **NEW MARKETING TOOL FOR OUR MEMBERS**

**11**    **USEFUL INVOICE MONITORING SYSTEM**

**12**    **‘HONESTY & INTEGRITY’ FROM INTEGRATED SERVICE SOLUTIONS IN INDIA**



*"Welcome to our re-vamped Digital Newsletter. We think our Graphic Designer, George, has done a fantastic job!"*

*This is the perfect time to send us some news, so we can feature your company in our next issue. In order for us to prepare an article for you, please send us details of an interesting shipment; new staff members; opening of new offices; member collaborations (our favourite!), company anniversary; new services that you offer, etc.*

*Remember, we also post the article to Twitter and LinkedIn as well as send to the industry media. This public relations service is included in your Annual Fee – there is no extra charge.*

*We are processing new registrations every week and our 6th Annual Assembly looks set to be a large event. We have many new Members attending for the first time so please make sure you book your place so that you can introduce your company in person. We have even prepared our Meeting Brochure super early so you can be fully organised! Our final version of the brochure will be issued in October and will include a photograph of each delegate to make it easier for you to recognise each other.*

*For now, enjoy this issue and do get in touch if the CC Head Office staff can help you at all."*

*Best wishes,*

*Rachel Crawford FCILT  
President/C.E.O.*







## EFFICIENCY, EFFECTIVENESS & INNOVATION FROM CORADUANAS ECUADOR

We are pleased to report membership in Ecuador with Coraduanas-Ecu. Their main offices are located in Quito with an additional office in Guayaquil. The company hold ISO and BASC certification and are experts in import and export in Ecuador with main activities including air, sea & road freight and customs clearance.

"Coraduanas-Ecu has a philosophy of seriousness and transparency. Our priority is to serve in an agile, timely and efficient manner, providing personalized attention with the highest standards of quality and punctuality. We offer highly-qualified and comprehensive freight forwarding services with efficiency, effectiveness and innovation."

Cargo Connections President, Rachel Crawford says "We are delighted to welcome representation in Ecuador and believe Coraduanas-Ecu will be a great asset with their professional approach and local knowledge. It is great to see our friendly network of agents is continuously growing and we look forward to meeting all our new members in person at our next meeting in Abu Dhabi on 26-28 October (read more)!"

## 'STRATEGIC SOLUTIONS' WITH H2B IN INDONESIA

We are proud to introduce PT. Harmoni Harapan Bersama - also known as H2B - as our first members in Indonesia. With a passion for the freight industry and a mindset focused on quality & efficiency, the company has its headquarters based in Jakarta.

"By implementing the motto 'Smile - Perfection - Satisfaction,' clients of PT. Harmoni Harapan Bersama have received utmost satisfaction through perfected and amiable service. We have international networks with major logistic companies around the world, allowing us to better cater to clients' needs and ensure continued customer satisfaction."

Their services include in-land solutions as well as air freight and sea freight, but extends to other logistics processes such as customs clearance, warehousing, insurance and more.



Mount Merapi, Indonesia



# CARGO CONNECTIONS HOLDS EXCLUSIVE WEBINAR FOR THEIR MEMBERS

Cargo Connections recently held an exclusive Webinar for their 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 Cargo Connections' eLearning Platform.

Fully-funded by the Head Office, the Interactive Webinar was provided free for Members and featured an interesting case study of a power plant that planned an extension and went from 12 x 180 ton gensets to 6 x 300 ton. This fascinating case study showed how late changes in a project design can have a major influence on equipment selection and sourcing and was a perfect example of how the heavy transport provider (or crane provider) should be involved from the early stages of the project.

The session took place on 2 May 2022 and was recorded for Members who were unable to participate due to varying time zones. Cargo Connections President, Rachel Crawford, said:

"This fascinating case study showed that forwarders really are the world's greatest problem solvers! It also highlighted the vast amount of factors that go into the planning and execution of such projects. Marco's presentation included the perfect mix of videos, photos and diagrams which he explained in great detail. It really was a fantastic webinar and showcases the huge wealth of knowledge Marco has gained in his 20+ years in the industry."



**ECOMMERCE EXPO**  
28 - 29 September 2022  
ExCel London

ARE YOU A  
LOGISTICS  
SPECIALIST FOR A  
RETAILER  
OR BRAND?

REGISTER FOR YOUR FREE TICKET



**RDL group**  
RESEARCH | DEVELOPMENT | LEARNING  
www.rdl.group  
info@rdl.group  
+38 (093) 177 60 55

**MEDITERRANEAN FREIGHT FORUM**  
20 September 2022  
Istanbul, Turkey

**Who Should Attend?**

- International Producers, Traders, End-users: coal, coke, fertilizers, grain, crude oil, steel, metallurgical raw materials
- Sea Shipping Companies; Brokers / Owners / Operators / Agents
- Integrated logistics providers
- Ports & Terminals
- Stevedoring companies
- Exporters, Importers
- Port handling equipment providers
- Consultants involved in the monitoring of sea-borne trade
- Financial Institutions: Investment Banks / Infrastructure Funds

**JOIN KEY EVENT FOR MEDITERRANEAN SHIPPING AND PORTS DEVELOPMENT**



**RailFreight SUMMIT**  
5th anniversary edition

**RailFreight Summit 2022**  
**MOVING TO A NEW REALITY**  
7 & 8 September 2022  
Warsaw, Poland

REGISTER NOW



**PROJECT OMAN**

**SECURE YOUR SPOT**  
24 - 26 OCT 2022  
Oman Convention & Exhibition Centre, Muscat  
www.project-oman.com

ifp dam





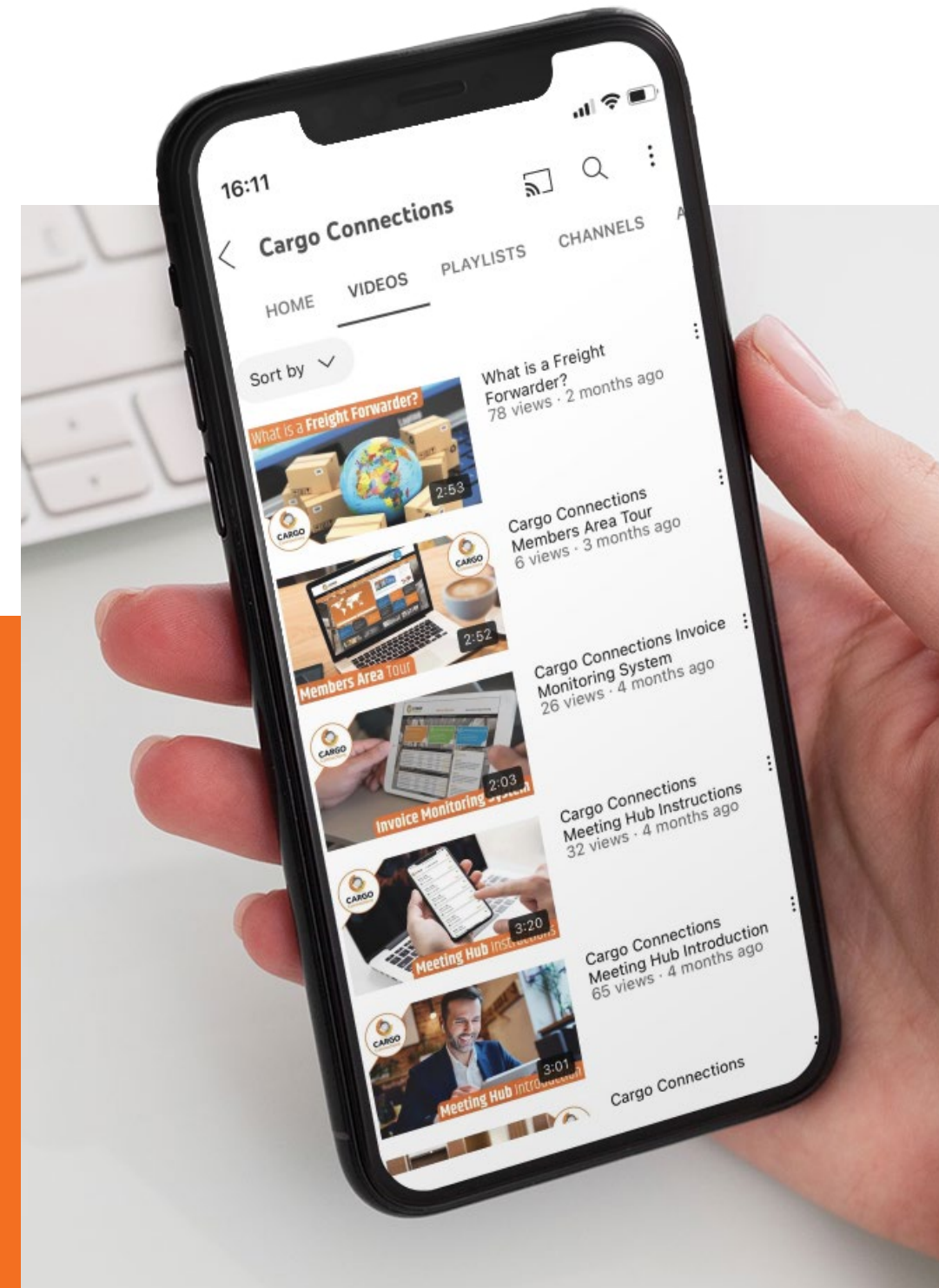
# NEW MARKETING TOOL FOR OUR MEMBERS

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.

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. Here are some idea of how you can use the video:

1. Include a link to the video when sending emails or quotes to your customers via either the CC Page or YouTube
2. Share a link to the video on your social media accounts
3. Add a link to the video in your email signatures
4. Embed the video into your website

Please see our Video Library and our YouTube Channel, a central hub for our video collection which showcase some of our most popular membership features. Please subscribe so that the videos are easily accessible to you and to stay informed and connected.





2022

# BEC Scam



The CC Head Office would like to remind Members to be aware and extra cautious of the Business E-Mail Compromise (BEC) scam.

It is a 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.

You can read more on the FBI website:

[fbi.gov/news/stories/business-e-mail-compromise-on-the-rise](https://www.fbi.gov/news/stories/business-e-mail-compromise-on-the-rise)

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



rachel@cargoconnections.net www.cargoconnections.net

## UPCOMING LIVE ONLINE COURSES

Infocus  
International

### Power Purchase Agreement

Commences: 30 August 2022

[www.infocusinternational.com/ppa-online](http://www.infocusinternational.com/ppa-online)

### Renewable Energy Power Purchase Agreements

Commences: 11 October 2022

[www.infocusinternational.com/pparenewable](http://www.infocusinternational.com/pparenewable)



### Renewable Energy Project Finance & Financial Modelling

Commences: 13 September 2022

[www.infocusinternational.com/renewable-project-finance](http://www.infocusinternational.com/renewable-project-finance)

### Project Finance & Project Financial Modelling

Commences: 7 November 2022

[www.infocusinternational.com/projectfinance](http://www.infocusinternational.com/projectfinance)



#infocusinternational

Infocus International

@infocusint



THE INTERNATIONAL EXHIBITION  
OF OIL & GAS COMPANIES,  
TECHNOLOGIES SUPPORTING  
INDUSTRIES

26-28  
OCTOBER 2022

PULLMAN CONFERENCE CENTRE  
AND EVENTS, VUNG TAU,  
VIETNAM



[www.oilgasvietnam.com](http://www.oilgasvietnam.com)

### HIGHLIGHTS OF THE EVENT

1. INTERNATIONAL C-LEVEL OIL & GAS CONFERENCE
2. TECHNOLOGY SEMINARS
3. OIL & GAS WORKSHOPS
4. LIVE! PRODUCT DEMOS

Organized By:  
FIREWORKS  
CONFERENCE AND CONVENTIONS  
Fireworks Trade Media Co., Ltd.

For more information, contact us:

(+84) 28 6287-8196

(+84) 28 6287-8160

[viet@asiafireworks.com](mailto:viet@asiafireworks.com)

**23-24  
NOVEMBER 2022**

TAN SON NHAT PAVILLON  
CONVENTION CENTER,  
HO CHI MINH CITY, VIETNAM

[www.concretevietnam.com](http://www.concretevietnam.com)

**HIGHLIGHTS OF THE EVENT**

- \* DAY CONCRETE & CEMENT CONFERENCE
- \* TECHNOLOGY SEMINARS CONCRETE & CEMENT WORKSHOPS
- \* LIVE! PRODUCT DEMOS

Organized By:  
FIREWORKS  
CONFERENCE AND CONVENTIONS  
Fireworks Trade Media Co., Ltd.

For more information, contact us:

(+84) 28 6287-8196  
(+84) 28 6287-8160  
[viet@asiafireworks.com](mailto:viet@asiafireworks.com)

**ANTWERPXL**

**REGISTER NOW**

4 - 6 OCTOBER 2022

THE FUTURE OF BREAKBULK

ANTWERP EXPO | ANTWERP

**XL  
ANTWERP**

REGISTER NOW >  
[ANTWERPXL.COM](http://ANTWERPXL.COM)

Host sponsor  
Port of  
Antwerp  
Bruges

by EASYFAIRS





## USEFUL INVOICE MONITORING SYSTEM

As we continue to grow, I wanted to remind you of a useful membership tool. Our online Money Monitor 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 (also available in our YouTube Channel): 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.

Thank you for your time and please do get in touch if you have any questions.

## 'HONESTY & INTEGRITY' FROM INTEGRATED SERVICE SOLUTIONS IN INDIA

We are pleased to introduce Integrated Service Solutions - also known as ISS - as our newest members in India!



"Our vision is to be recognised worldwide as a leader in the field of end-to-end supply chain solutions. Integrated Service Solutions (ISS) Global Forwarding is committed to providing a consistently high standard of service, through world-class leadership, continual improvement, employee's consultation, participation, development and social responsibility while protecting the environment and the health and safety of employees, and anyone who may be affected by the activities of the company."

They cover an array of services including in-land solutions as well as air and ocean freight, but involves other logistics processes such as customs clearance & brokerage, warehousing, insurance, consolidation and more.





**The Maritime Standard TMS TANKER CONFERENCE**  
Wednesday 16th November 2022, Atlantis The Palm, Dubai, UAE

RESHAPING THE MARKET - TANKER SHIPPING - POST PANDEMIC

BOOK NOW & SAVE UP TO 20%



WWW.TMSTANKERCONFERENCE.COM



**The Maritime Standard TMS Awards 2022**  
MIDDLE EAST AND INDIAN SUBCONTINENT

TUESDAY, 15TH NOVEMBER 2022  
ATLANTIS THE PALM,  
DUBAI, UAE  
WWW.TMSAWARDS.COM

EARLY BIRD OFFER  
BOOK NOW AND  
SAVE UP TO 10%

*An Evening of Excellence*



**IATA WORLD CARGO SYMPOSIUM**  
London, England  
27 - 29 September 2022



JOIN US AT THIS YEAR'S IATA WORLD CARGO SYMPOSIUM

**MAINTAINING MOMENTUM,  
BUILDING RESILIENCE.**

Meet and connect with cargo leaders and exhibitors, partake in plenary sessions, industry meetings, workshops and executive summits, tackling aspects related to Technology & Innovation, Safety, Security & Customs, Cargo Operations and Sustainability.

REGISTER NOW ON [IATA.ORG/EVENTS](https://www.iata.org/events)

For more details please contact: [iatawcs@gi-events.com](mailto:iatawcs@gi-events.com)




**FUTURE OF MARITIME SOLUTIONS — SUMMIT**



**PORT GDAŃSK**  
OFFICIAL HOST PARTNER

**21 - 22 September 2022**  
Gdansk, Poland

**10%** discount code **DigiFreight10**

[www.futuremaritimesolutions.com](https://www.futuremaritimesolutions.com)  
WISDOM



**UPCOMING  
LIVE ONLINE COURSES**

Book 3 persons or more to  
enjoy Group Discount!



AN INTERNATIONAL EXHIBITION OF MARITIME TECHNOLOGIES,  
SHIPBUILDING EQUIPMENT & SUPPORTING INDUSTRIES



**VIETNAM MARINE & OFFSHORE EXPO 2023**

[www.marine-vietnam.com](https://www.marine-vietnam.com)

**17-19 MAY 2023**  
**HANOI, VIETNAM**



FEATURING 5 MAJOR SEGMENTS

- Shipbuilding & Maritime
- Offshore Support & FPSOs
- Ports & Shipping
- Fishing Vessels & Trawlers
- Naval & Coastguard Vessels

For more information, contact us:  
(+84) 28 6287-8196 (+84) 28 6287-8160  
[vieta@asiafireworks.com](mailto:vieta@asiafireworks.com)

Co-located with: **VIMAR**  
Vietnam International Maritime Exhibition (March 2023)

Organized by: **FIREWORKS**  
Fireworks Trade Media Co., Ltd.

**White Label**  
WORLD EXPO

**12 & 13  
OCT 22  
MESSE  
FRANKFURT**

**EUROPE'S  
LEADING  
ONLINE RETAIL  
SOURCING SHOW**

**REGISTER FOR  
FREE TICKETS**  
[WHITELABELWORLDEXPO.DE](https://www.whitelabelworldexpo.de)




**LNG: Supply, Demand, Pricing & Trading**  
6 - 15 September 2022  
An overview of LNG business in 2022 with a commercial focus but technology and shipping will also be covered



**Mastering Clean Hydrogen**  
2 - 12 August 2022 | 7 - 14 November 2022  
A comprehensive course, providing the knowledge and tools to segment and analyse opportunity & risk within emerging hydrogen economies



**Carbon Capture, Utilisation & Storage**  
31 October - 4 November 2022 | 17 - 20 January 2023  
Master the technology pathways, its business drivers, economics and deployment strategies

Supported by:



#infocusinternational  
Infocus International  
@infocusint  
[www.infocusinternational.com](https://www.infocusinternational.com)