



# ANNUAL ASSEMBLY

18-20 MARCH 2018

PRAGUE



**CARGO**  
Connections

Welcome Letter.....	2
Agenda.....	3
Team-Building City Hunt.....	4
1-2-1 Meetings.....	4
Daytime Refreshments.....	4
Meeting Room & Wifi.....	4
Twitter Competition.....	4
Welcome Reception & Gala Dinner.....	5
Business Lunch.....	5
Dress Code.....	5
Dinner Excursion.....	5
Meeting Materials.....	5
Delegate List.....	6
Membership List.....	9
Fundraising Foundation.....	10
4th Annual Assembly: Dubai.....	11



# WELCOME LETTER

## Welcome to our 3rd Annual Assembly

You have taken the valuable opportunity of joining us in our early stages and will become an integral part of Cargo Connections as we continue to grow. So, congratulations! You have understood our vision and we truly believe that your foresight will earn you good business in the coming years. Plus, you have secured representation in your country as we will not recruit more than 3 companies in most countries.

Having been involved in the development and management of international freight forwarder networks since the late 90s, I have seen many changes.

Additionally, the fast growth of technology and the online world has changed the way many of us work. For better and for worse.

Social media and online communication mean it is easier to stay in touch, but I wonder if that has taken away the human element - our industry is heavily reliant on trust and that is gained much faster when you meet in person. This is especially true for us as we work together over long distances, across cultures and languages. It is not surprising that emails and IM often lead to misunderstandings and it is easy to forget just how important body language and facial expressions are in communicating.

Therefore, belonging to a quality network and attending annual meetings is vital and this gathering in Prague will enable you to discuss business face to face with your important overseas partners.

We truly expect the next few days to be fruitful for your company, and hope that you enjoy your time with us.

RACHEL HUMPHREY  
President/C.E.O.



# AGENDA

## SCHEDULE OF EVENTS

### Sunday 18 March 2018

- 19:00 - 20:00 Welcome Reception
- 20:00 - 22:30 Gala Dinner

### Monday 19 March 2018

- 09:30 - 09:50 Opening Session
- 09:50 - 10:00 Group Photograph
- 10:00 - 10:20 1-2-1 Meeting. Session 1
- 10:20 - 10:40 1-2-1 Meeting. Session 2
- 10:40 - 11:00 1-2-1 Meeting. Session 3
- 11:00 - 11:30 Tea/Coffee Break
- 11:30 - 11:50 1-2-1 Meeting. Session 4
- 11:50 - 12:10 1-2-1 Meeting. Session 5
- 12:10 - 12:30 1-2-1 Meeting. Session 6
- 12:30 - 14:00 Lunch Break
- 14:00 - 16:30 Teambuilding City Hunt!
- 19:00 - 22:00 Dinner Excursion

### Tuesday 20 March 2018

- 09:30 - 09:40 Opening Session
- 09:40 - 10:00 1-2-1 Meeting. Session 7
- 10:00 - 10:20 1-2-1 Meeting. Session 8
- 10:20 - 10:40 1-2-1 Meeting. Session 9
- 10:40 - 11:10 Tea/Coffee Break
- 11:10 - 11:30 1-2-1 Meeting. Session 10
- 11:30 - 11:50 1-2-1 Meeting. Session 11
- 11:50 - 12:10 1-2-1 Meeting. Session 12
- 12:10 - 12:30 1-2-1 Meeting. Session 13
- 12:30 - 14:00 Lunch Break
- 14:00 - 14:20 1-2-1 Meeting. Session 14
- 14:20 - 14:40 1-2-1 Meeting. Session 15
- 14:40 - 15:00 1-2-1 Meeting. Session 16
- 15:00 - 15:20 1-2-1 Meeting. Session 17
- 15:20 - 15:50 Tea/Coffee Break
- 15:50 - 16:10 1-2-1 Meeting. Session 18
- 16:10 - 16:30 1-2-1 Meeting. Session 19
- 16:30 - 16:50 1-2-1 Meeting. Session 20



# TEAM-BUILDING CITY HUNT

We want to provide you with more than the usual bus tour and have prepared a fun, interactive way for you to see the beautiful city of Prague. Therefore, we will take part in a City Hunt on Monday afternoon, a fun team building game where we will use creativity, orientation skills and time management to solve a series of clues as we walk through the beautiful streets of the Old Town. At 14:00 on Monday, our guides will explain the game, create teams of 4/5 people and provide us with special maps. The small groups will then walk through the historic streets as we compete with other teams to solve the clues.

The game will finish with an Award Ceremony back in our meeting room at 16:00.

The afternoon will be a great combination of getting to know each other better and seeing the beautiful city of Prague in a fun way.



## 1-2-1 MEETINGS

Our Agenda includes 20 individual meetings so that delegates can introduce their company and highlight their specialist areas, discuss cross trade and potential collaborations as well as providing information regarding their country's regulations and requirements. These crucial sessions also provide an opportunity to share key import and export trade information. Your name badge lanyard will contain your 1-2-1 schedule and each meeting is assigned a table number so that the changeover runs smoothly. Our Cargo Connections Countdown Clock helps you manage your time and will sound 8 short beeps to give you a 2 minute warning to end your meeting. A continuous alarm will sound when the session is over and you will then see a changeover timer to allow you to get to your next table.



## MEETING ROOM & WIFI

Our meeting will be held in Moravia Room on the 1st Floor, accessible from the staircase in Hotel Reception. Only registered delegates are permitted entry. The meeting room is non-smoking and we ask that mobiles are switched off or turned to 'silent' during all sessions. The doors will open at 09:00 for a prompt 09:30 start on both Monday and Tuesday. Please be at the Meeting Room at the requested time to avoid disruption and late starts. We have supplied long tables in the meeting room for you to place your company brochures and gifts to your fellow Cargo Connections partners. The hotel offers wi-fi to all guests staying at the hotel on a complimentary basis, please see Hotel Reception on arrival for details.



## DAYTIME REFRESHMENTS

As well as our official Coffee Breaks with freshly prepared snacks and seasonal fruit, we have also arranged for coffee, tea, sparkling and non-sparkling water, Pepsi, Pepsi Light, 7Up and Tonic Water to be available throughout the day in the Foyer Pre-function Area.

## TWITTER COMPETITION

We are holding a fun 'Twitter Competition' to get the word out into the industry about our fantastic event! The competition will run through our whole meeting, not just the Gala Dinner and the winners will be announced at 14:00 on Tuesday. Simply take a photo, with or without our selfie props and post it on Twitter with the hashtag #cargoconnections or #logisticsleaders. We will then retweet your photo and automatically add you to our competition - there are no limits! You can enter as many times as you like with as many photos as you like. Good luck!

**1st Prize:** 1 x Annual Fee

**2nd Prize:** 1 x Registration Fee 2019 (worth £650)

**3rd Prize:** CC Bundle including Powerbanks



# WELCOME RECEPTION & GALA DINNER

At 19:00 on Sunday 18 March you will be welcomed to the Foyer Pre-function Area (accessible from the staircase in Hotel Reception) with a glass of Prosecco and to collect your name badge and meet fellow delegates. We will then enjoy a Chef's Choice Dinner Buffet, in the Bohemia Room, which will include a selection of appetizers, a salad bar, soup of the day, main courses with meat, poultry, fish and vegetarian options. There will also be a wide selection of desserts, homemade ice-cream and sorbets and an international cheese selection. A Cymbalo band with traditional folk instruments will entertain us with arrangements of modern songs. The evening includes a Marriott Open Bar until 22:30.



## DRESS CODE

For the Gala Dinner, we advise smart attire. We recommend a business suit for the start of our meeting as our Official Group Photo will be taken on Monday at 9.50. Thereafter, the meeting attire is business casual (no ties needed!).

## BUSINESS LUNCH (DELEGATES ONLY)

A Chef's Choice Lunch Buffet will be available on Monday and Tuesday from 12:30-14:00 at the Midtown Grill Restaurant on the Ground Floor which will include Appetizers, Salad Bar, Soup of the Day, Hot Dishes, Cooking Station and Desserts.



# DINNER EXCURSION

Our evening dinner excursion will be to Kolkovna Celnice, a local restaurant that accentuates the pride in the long and famous tradition of Czech beer brewing. Owned by the Pilsner brewery, the venue is decorated with period photos and brewing equipment. We will enjoy camembert cheese on white toast with cranberries, toasted almonds and rocket salad followed by grilled chicken with steamed broccoli and baked jacket potato with chive sour cream and finishing with homemade rhubarb cake with almond crumble and mint sour cream. Accompanying our dinner will be traditional Czech beer, wine and soft drinks and we will be entertained by Colorful Trio, a hugely talented band playing a wide range of musical genres from jazz standards, R&B, soul, pop to Latin-American music. Please meet in the Hotel Reception at 18:50 for the short 2 minute walk to the restaurant!



## MEETING MATERIALS

On Monday morning, each delegate will receive a Conference Bag making it easier to carry items between your 1-2-1 meetings. On Tuesday you will receive a link address so that you can download 100's of photos from our Gala Dinner and Conference Room, as well as our Official Group Photo. Finally, a small gift from the Cargo Connections Head Office - a calculator so you can work out fantastic profit shares (!) and a Cargo Connections selfie stick, so you can get even better photos of yourselves, for the Twitter competition.

CORRECT AS OF 05/03/18

# DELEGATE LIST

\*\*AUSTRIA/CZECH REPUBLIC/HUNGARY/SLOVENIA



Julio Jose Delfino  
Delfino Global  
**ARGENTINA**



Daniel Coringrato  
Delfino Global  
**ARGENTINA**



Robert Mrencevski  
Spark Global Logistics  
**AUSTRALIA**



Wolfgang Vytisk  
Allsta Express Spedition  
**AUSTRIA**



Reinhard Schwarz  
Air Sea Land (ASL)  
**AUSTRIA\*\***



Markus Brandl  
Air Sea Land (ASL)  
**AUSTRIA\*\***



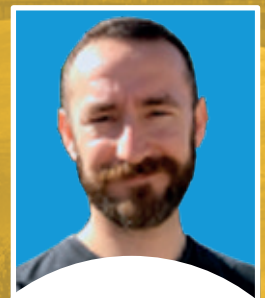
Peter Sequeira  
Tri-Alliance Freight Services  
**CANADA**



Sunny Xiao  
Shanghai Multiplex  
**CHINA**



Shirley Chou  
Wirtz Link Service  
**CHINA**



Dalibor Stipanac  
Express d.o.o.  
**CROATIA/SERBIA/SLOVENIA**



Mladen Djuric  
Express d.o.o.  
**CROATIA/SERBIA/SLOVENIA**



Sanja Lasic  
Express d.o.o.  
**CROATIA/SERBIA/SLOVENIA**



Pavel Rusnak  
Zoom Cargo  
**CZECH REPUBLIC**



Ludmila Blazkova  
Zoom Cargo  
**CZECH REPUBLIC**



Hanane Belhadj  
Actitrans  
**FRANCE**



Hugues Mayeur  
Actitrans  
**FRANCE**



Delphine Hautbergue  
Atlantide Logistics  
**FRANCE**

“ Each company is required to be an active Member, prepared to reciprocate business and attend our Annual Assembly in order to develop business within the spirit of Cargo Connections. Our aim is to have only professional and pro-active agents in Cargo Connections. ”



Martin Zeller  
ALLSTA Spedition  
**GERMANY**



Emmanuel Percy-Brown  
Total Logistics  
**GHANA**



Victor Owusu  
Total Logistics  
**GHANA**



Wilfred Menezes  
Athena Global Logistics  
**INDIA/SINGAPORE**



Mayuri Gupta  
Athena Global Logistics  
**INDIA/SINGAPORE**



Arun Kumar  
InSynergy Supply Chain Solutions  
**INDIA**



Mahesh V. Neelakantan  
V-Care Logistics Services  
**INDIA**



Hala Al-Ajlouni  
Al Nahrain for Transportation  
**IRAQ/JORDAN**



Linda Pitto  
BASE S.P.A.  
**ITALY**



Marco Ghezzi  
New CargoJet  
**ITALY**



Puvaneish Paphitis  
Kagayaku Logistics  
**MALAYSIA**



Luis Lasheras  
Kronoz Internacional  
**MEXICO/USA**



Patricio Lasheras  
Kronoz Internacional  
**MEXICO/USA**



Edwin Bodestaff  
TIS Logic BV  
**NETHERLANDS**



Gerry Claudatos  
Nautica Shipping  
**NEW ZEALAND**



Izhar Ul Haq Qamar  
Intl Cargo Management  
**PAKISTAN**



Frank Dizon  
Cheska Freight Intl  
**PHILIPPINES**



Prof. Rodrigo Villanueva Jr  
Ex-Works Cargo  
**PHILIPPINES**



Mary Ann B. Cabangon  
Globalistics Freight Services  
**PHILIPPINES**



Roman Dambek  
Delphia  
**POLAND**

“Joining Cargo Connections means that not only will you receive new business from fellow Members, it will also give your customers confidence to trust your company with their shipments, as you have exclusive access to a network of freight forwarders who can accommodate specific requests and make immediate suggestions on each individual shipment.”



Jag Jivan Singh  
JS World Freight Distributor  
**SINGAPORE**



Toler Wolfe-Coote  
Fox Mallard Freight  
**SOUTH AFRICA**



Santiago Fernandez  
Milestone Logistics  
**SPAIN**



Gino Mazzoni  
Total Freight Management  
**SWITZERLAND**



Sonia Hadj Kacem  
Agence Maritime Mohab  
**TUNISIA**



Alev Aksoy  
Mira Transport  
**TURKEY/USA**



Bahadir Bozok  
Solibra Lojistik  
**TURKEY**



Rachel Humphrey  
CC Head Office  
**UNITED KINGDOM**



Judith Mellett  
CC Head Office  
**UNITED KINGDOM**



Martyn Ward  
Ward Global Logistics  
**UNITED KINGDOM**



Sundaram Jeyasuresh (Jey)  
Aura Freight Time Shipping  
**UNITED ARAB EMIRATES**



Shane Oliver  
STI Middle East LLC  
**UNITED ARAB EMIRATES**



Robert Schott  
AIRSCHOTT / SEASCHOTT  
**USA**



Charles Kim  
Alba Wheels Up Intl  
**USA**



Joshua Kochath  
Comage Container Lines  
**USA**







# FUNDRAISING FOUNDATION

This year we are raising funds for Klokánek (Kangaroo House) which was opened in December 2005 in Prague to provide a temporary home for children from difficult family circumstances. The building was converted from a former agricultural training centre into 13 flats with capacity for 48 children and is under the authority of the Ministry of Labor and Social Affairs.

Klokánek is a project of the Fund for Endangered Children, which offers an alternative to the existing institutional system by replacing it with temporary family care until it is time for the child to safely return home or after a suitable permanent family has been found through adoption.

At Klokánek, every two weeks, two "Aunts" take care of the children. Each

Aunt cares for the children for a week, and then the alternate week is spent with the second Aunt. This benefits the children as they get to know and trust their Aunts which assists their emotional wellbeing and development. The maximum number of children in a "Kangaroo" family is four children who live together with their Aunt in a home unit equipped the same as a normal household. There are no strict rules as is the case in constitutional institutions and a normal family environment is encouraged. In addition, three married couples manage and take full time care of the children to provide a male influence and an environment of a full family background.

Children get to enjoy fishing, clay-modelling, sport, pottery, playing guitar etc. The smaller children go swimming once a week with their Aunties and the

house receives a visit once a week from a canine therapy dog called Fin. The facility has its own nursery school and a large garden with a playground.

All employees of the Kangaroo undergo complex psychological examinations to ensure good relationships with the children are being maintained, with enough empathy to create an emotionally warm environment. Children can call home and their parents can visit them at any time and take them on walks (unless serious reasons or if the child does not wish to).

We have spoken with the Chairman of Fund of Endangered Children, Jan Vaněk and the funds we raise will go towards the children's summer camp and for the operation of Kangaroo House.

Our 4th Annual Assembly will take place from 17-19 March 2019 at the Radisson Blu Hotel, Dubai Deira Creek - a luxury hotel in the heart of Dubai's bustling business district and shopping center. The hotel is just 7km from Dubai International Airport with easy access to all of the city's attractions and entertainments.



## 4th ANNUAL ASSEMBLY

17-19 MARCH 2019

DUBAI



### SUN 17 MARCH 2019

19:00 - 20:00 Welcome Reception  
20:00 - 22.30 Gala Dinner

### MON 18 MARCH 2019

09:30 - 17:00 Official Meeting  
19:00 - 22:00 Dhow Dinner Cruise

### TUE 19 MARCH 2019

09:30 - 17:00 Official Meeting

### WELCOME RECEPTION & GALA DINNER

We will gather to collect name badges, meet fellow delegates and enjoy a Welcome Reception with canapés at the Pool Deck with stunning views of the Creek and City Skyline. We will then make our way to the Plaza Ballroom for an elegant Gala Banquet.

### OFFICIAL MEETING

Our meeting will take place in the Grand Zabeel Ballroom. As well as our official coffee breaks with freshly prepared snacks, we have also arranged for freshly brewed coffee, selection of teas, juice and mineral water to be available throughout the day. Lunch with soft beverages will be held in a private venue and all delegates will gain high-speed wireless internet access. We have also arranged for complimentary valet parking for those not staying at the hotel.

### DINNER EXCURSION

Our Monday evening excursion will be an exclusive Dhow Dinner Cruise. Upon arrival we will receive a welcome drink and then enjoy a two-hour dinner cruise with Arabic majlis seating on a traditional wooden Dhow with an Oud musician. The evening includes beer, red and white wine, soft drinks, mineral water and fresh juices.

### ROOM RATES

We have negotiated the following excellent room rates, which our guests will be able to book directly with the hotel using a dedicated online booking system:

Single Standard Room @ AED 700 (approx. USD 190)

Double Standard Room @ AED 770 (approx. USD 210)

A delicious breakfast buffet is included as well as free use of their health club with steam room, sauna, swimming pool and fitness equipment. All rooms have private balconies and stunning views of the creek and city skyline and complimentary high speed, wireless internet access.





**CARGO**  
Connections

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Registered in the UK, Company No 9127025  
ISO 9001 Reg No 205364; ISO 14001 Reg No 205366