

Newsletter

#49

February 2020

Editor: S. McInnes



MPL CONFERENCE
CANNES 2020

BUSINESS NEWS

MPL EXHIBITIONS -
INTERMODAL - BRAZIL

INTERMODAL

SAO PAULO – BRAZIL

MARCH 17-19, 2020

FROM 13:00 TO 21:00 DAILY

This will be the third time MPL has been represented at Intermodal. The initial one was in 2011, which had great significance because it was the first exhibition of any kind that MPL has participated in. The second occasion at Intermodal was in 2018, also a great success.



With each MPL presence at Intermodal, we have endeavored to augment our stature, both for our organization and for the VIP members who attend or are represented. Not only has the stand design greatly improved, but each MPL partner participating and in attendance gets their own desk from which to promote their company.

Intermodal is a hub for doing business as it brings together principal players from the national and international markets over a period of three days.

INTERMODAL 2011

As a location, Sao Paulo is important because it is considered the financial capital of Brazil, and the venue for major corporation, banks and financial institutions. It exerts strong international influences in commerce, finance, arts and entertainment. The city has Brazil's highest GDP (gross domestic profit) and is the largest in world, using Purchasing Power Parity, i.e. a term that measures prices in different areas using a specific good or goods to contrast the absolute purchasing power between different currencies.





VIP MPL Members in Attendance

ACROSS LOGISTICS S-L-U.V

AGL CARGO

AMARINE SHIPPING CO. LTD.

CONTINENTAL WORLDWIDE
LOGISTICS SL

FOX CARGO DO BRASIL -
EIRELLI

EDGE AMARINE WORLDWIDE
LOGISTICS CO., LTD.

RS LOGISTICS LTD.

The exhibition is an excellent launching pad for new products and services, and its very modus operandi encourages new business, partnerships, joint ventures, sales and networking.

- 29 thousand square meters of show with exhibitors focused on logistics, cargo and foreign exchange solutions
- Over 400 national and foreign brands from over 22 countries from all segments of transportation
- The best environment to do some networking with the major market players
- Source the latest products innovations and discover cost effective solutions to existing processes
- Three days of intensive business opportunities and rapid face-to-face meeting

For the evening of 16th March one of our newest members, Fox Cargo, has invited our Group of attendees to their Cocktail Dinner. This will take place on the rooftop of their offices. This is a wonderful opportunity to meet more than 200 international freight forwarders before the exhibition and to personally invite them to visit our stand over the next few days.

Sophie Cappa



INTERMODAL 2018

VIP MPL Members Represented

LUEDERS & STANGE KG

SHINE LOGISTICS CO. LTD.

CARE INSURANCE MPL

AGL CARGO

BRAZIL



BRAZIL IS BACK ON TRACK. AGL CARGO IS HERE TO HELP YOU!

After several years of virtually zero economic growth, Brazil is now back on track.

Important and focused long-term measures taken during the past 12 months enabled the Brazilian economy to show clear signs of recovery and growth. Analysts expect positive results and improvement trends at least for the next few years.

AGL Cargo Brazil has been continuously investing in its structure, either by regular training programs to our already experienced staff or by broadening its reach with new offices, thus ensuring commercial penetration in all main regions of this big country.

Few months ago, AGL Cargo became the 45th AEO certified Brazilian logistics operator.

This achievement highlights the company's commitment to adhere the most rigorous

industry standards of financial transparency and regulated operational procedures.

Our team all around Brazil (Sao Paulo, Santos, Guarulhos, Itajai, Curitiba, Belo Horizonte, Goiania, Recife and Fortaleza) are fully prepared to render a first class service to our customers and partners!

We offer a complete package to attend your needs: seafreight, airfreight, domestic trucking, international trucking, inhouse customs brokerage, warehousing, cargo insurance and cargo projects!

Global reach with a local touch. Count with us!

"Your Company with Worldwide Reach"





WE OFFER WHAT YOUR BUSINESS NEEDS: GLOBAL LOGISTIC SOLUTIONS

BARCELONA · MADRID · VALENCIA · ROTTERDAM · HONG KONG · SHENZHEN · HANGZHOU

ACROSS LOGISTICS IS YOUR BEST PARTNER BECAUSE WE OFFER:

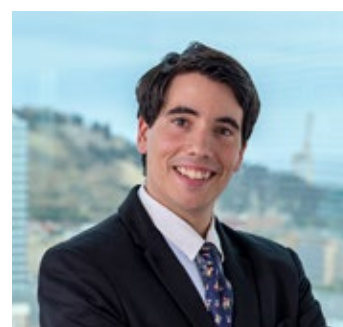
Tailor made solutions
Knowledge and expertise
Time critical know-how
Leadership attitude
Network
A clear vision that merges into solutions
Quality services & competitive rates

SERVICES

Air freight	Warehousing
Sea freight	Customs Brokerage
Road & Rail	Project Cargo
Time Critical Shipments 24/7	Sensitive & Perishable



Mr. Juan Castellano
Overseas Group Manager
+34 647 417 099
juan@acrosslogistics.com



Mr. Gerardo Esteban
Spain Overseas Manager
+34 616 366 446
gerardo@acrosslogistics.com

OUR CREDENTIALS





24th EDITION
INTERMODAL
2018 SOUTH AMERICA
INTERNATIONAL EXHIBITION FOR LOGISTICS,
CARGO TRANSPORT AND INTERNATIONAL TRADE



transport logistic

the leading exhibition
June 4-7, 2019
Messe München



26th EDITION
INTERMODAL
2020 SOUTH AMERICA

INTERNATIONAL EXHIBITION FOR LOGISTICS,
CARGO TRANSPORT AND INTERNATIONAL TRADE

MARCH, 17 - 19
SÃO PAULO EXPO - SP - BRAZIL
1p.m. - 9p.m.

STAND: J054

See You soon in Sao Paulo~

amarine shipping

Air & Marine freight forwarders in South Korea & Vietnam



EAWL

Edge Amarine Worldwide Logistics

CONTINENTAL

SPAIN

conti
transport

Last November was an amazing month, full of Project cargo to all around the world, please see the photo of a big Project moved from Itajai (Brazil).



Then a BIOMASS BOLDER for the Heineken factory in Spain. As we have a lot of English tourists, coming every year, that means we need much more beer – hence the BIG Factory (LOL). We transported the various pieces over several trips, because some of them weighed as much as 55+ tons each.

ready to ship to the port of Valencia for transport to Afganistan, the Mayor of the village came out to welcome us and before moving the trucks we were entertained by a musical band from the village who played a bye bye song ¡! It was so funny, but the Mayor explained that with the helicopters there was a fantastic Maritime rescue program, which will be remembered in Spanish history and that they were all very sad to see the helipcters go.



Furthermore, we moved several helicopters which were over 25 years old each. They worked for SPANISH MARINE RESCUE for several years and now coming to an end, those helicopters were to be shipped to AFGANISTAN. The strange thing was that the Factory where they were restored and repaired in preparation for shipment was located in a very small village in the Spanish hinterland where no one knew such a Factory existed. The village housing the Factory has aproximately 1000 inhabitants, so when we arrived with our trucks





We are FOX Brasil. Beyond freight forwarding services, we offer personal designed solutions for operations by air, sea and land. Our team's mission is to provide services with quality and flexibility.

Our story started 17 years ago. Our journey was long and had many challenges but with the support of numerous clients and business partners that we have by our side, we have achieved many milestones. One of them is being a member of MarcopoloLine Group. It is a great honor for FOX Brasil to be part of this amazing network of excellence and commitment.

Meet the team that makes all the magic happen:



Luciene Araújo
Pricing

✉ pricing1@foxbrasil.com
☎ +55 11 99784-2699



Thiago Husti
Overseas Business Development

✉ sal6@foxbrasil.com
☎ +55 11 98100-5701



Luciana Tajima
Director

✉ luciana@foxbrasil.com
☎ +55 11 98727-0363



Simon Sousa
Director

✉ simon@foxbrasil.com
☎ +55 11 98267-3676



WWW.FOXBASIL.COM



+ 55 11 3543-0200



CONTACT@FOXBASIL.COM



@foxbrasilfreightforwarder



RS Logistics Limited--Hongkong (Head Office)

CORE BUSINESS :

USA & Canada
Latin Americas
Europe & Mediterranean
Intra-Asia

OUR HISTORY

RS Logistics Limited (RS) is a fast growing customer-oriented firm in the logistic industry. Founded in 2003, we started our business in Hong Kong as corporate headquarter with a vision to provide worldwide logistics services to clients. Today, RS serves various destinations and becomes one of the leading logistics providers from the major ports in PRC and South East Asia.

RS provides comprehensive logistics services and acts as a trouble-shooter for our clients in regard to any logistics-related issues. We do not only position ourselves as a service provider but also want to become a business partner with our customers. We provide tailor-made services in order to help our customers succeed in the global marketplace.



**We believe a satisfied customer is the best
business strategy of all.**

China :

Hongkong
Shenzhen
Xiamen
Fuzhou
Ningbo
Shanghai
Tianjin
Dalian
Qingdao

Asia :

Korea
Philippine
Singapore
Vietnam
India
Thailand
Cambodia
Malaysia
Indonesia

Latin America:

President: Barry.lam@rslog.com

Trade manager: royham.sh@rslog.com.cn

Oversea manager: herseyyi.sh@rslog.com.cn

Group Email

TP: pricing@rslog.com.cn

Latin America: pricing_csa@rslog.com.cn

Air: air@rslog.com.cn



LÜDERS & STANGE

YOUR LOCAL LOGISTICS IN GERMANY

Benefit from our more than 150 years of experience in forwarding and logistics. Lüders & Stange is a family-owned and managed business in its fifth generation - founded in 1865. This gives us the know-how to provide you with real solutions that suit your specific needs. Discover how we make the difference – from bespoke forwarding and tailor-made processes to precise work and friendly, fair service.

LUEDERSUNDSTANGE.DE

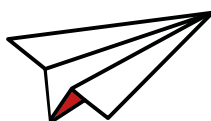
**ONE-STOP SHOP
FOR LOGISTICS
SOLUTIONS**



Sascha Conrad
Export / Project cargo
Terminal Operations / Customs



Pay-Andres Lüders
CEO / Dangerous Goods
Warehousing / Intrastat



GET IN TOUCH!



Jonas Conrad
Import / Export / Customs
Airfreight

SHINE LOGISTICS

SOUTH KOREA



Shine Logistics Co.,Ltd.

Shine Logistics arranged for a project cargo from Incheon, Korea to Barcelona, Spain.

We, a Marcopololine member in Seoul, South Korea, have recently moved a project cargo from Incheon to Barcelona.

The shipment which consisted of steel round bars 41.104MT with length of 4 meters was sent out from Incheon International Airport to Barcelona, Spain.

It was raw materials which are parts of car.

We are handling for Steel Products which are STS Coils, Steel Bars, Steel Plates, Steel Sheets, Wire Rods and can also arrange for all kinds of cargoes whatever it is via SEA and AIR.

For shipment requirements to / from Korea, please make sure to get in touch with them:

cbim@shinelogistics.com



CASPI

ISRAEL



Dear MPL Members.
Good day to you all!
We are pleased to announce that **Caspi Freight Forwarding & Customs Clearing Agents Ltd.**, in Israel, last year officially launched three new departments.

These departments will allow our partners to enjoy a wide range of services:

1st Dep. Bonded warehouse:

Temporary storage premises offers the possibility of storing goods that enter the customs territory of Israel whilst awaiting further customs-approved use or treatment.

Able to provide clearance and distribution by demand.

Person In Charge, **Mr Avihu Abadi**,
Authorized Customs Agent.

2nd Dep. Personal Effects, personal importing:

We specialize in the customs clearance & delivery of personal belongings, which offers a complete Customs and Quarantine clearance from the Israeli's import wharf to inside your home.

Our professional services will take care of everything and support relocation and private importing
Person in Charge, **Mr Matan Mashita**,
Authorized Customs Agent

3rd Dep. Private Cars, Collectible vehicles:

Expertise in importing and exporting private vehicles as well as collectibles

Clearance and conduct with the Ministry of Transport

Person In Charge, **Mr Moshe Russo**,
Authorized Customs Agent

We remain at your disposal.

Please feel free to contact us at any time.

Oren Cohen

Sales & Marketing Manager
Agency Network Relations



CONTRANS (PVT) LTD

ABOUT US

We Contrans (Pvt) Limited established in 1996 with a vision to provide Shipping and Logistics services to our valued customers. With some young professionals we organized the company to full-fill our Customers' needs in efficient way as well as to create value to our associates.

OUR SERVICES

**Excellence in Customer Service
Is Our Highest Priority**

It is Contrans policy to respond to all of the partner/clients enquiry promptly. With all of strategies, we are able to offer a prompt response to customers, which will not only save the cost but also increase the working efficiency.

CORPORATE OFFICE :

Suraiya Mansion (1st Floor)
30, Agrabad Commercial Area
Chattogram-4100, Bangladesh
Phone : +88 031 710247, 723057
Fax : +88 031 710032
E-mail : contrans@bbts.net
Web : www.contransbd.com

- SEAFREIGHT FORWARDING
- AIRFREIGHT FORWARDING
- CUSTOM BROKER
- CARGO CONSOLIDATION & DECONSOLIDATION
- DOOR TO DOOR SERVICES
- WAREHOUSING
- ARRANGE OF CARGO INSURANCE AND SURVEY
- INLAND WATER TRANSPOTATION

FMG

RUSSIA



Dear Friends,
FMG as a representative of Marco Polo Line Russia proudly presents our international achievement in top class racing such as Formula One. Over the last year our country developed and built the racing track in Sochi on the highest level of racing requirements.

Sochi's track is the most modern circuit in Eastern Europe, the only circuit in Russia that accepts Formula One Grand Prix. A unique feature of Sochi's track is its area – the track runs through the Olympic Park where the Winter Olympic

Games were held in 2014. The first drawback in the configuration of the track is the long third turn – the 650-meter bend is the longest bend in Formula One tour. The negative slope of the track poses a very difficult challenge for pilots.

Our country welcomes honorable and competitive spirit of autosport! Sochi track has special free days where anyone who wants may drive through the royal run.



SANTOVA

THE NETHERLANDS

SANTOVA LOGISTICS – YOUR GLOBAL NETWORK PARTNER.

COMPANY INTRODUCTION

From a one-dimensional service offering out of a single office in Durban in 2002, Santova today is a multinational global trade solutions business with offices in South-Africa, Australia, Mauritius, Singapore, Hong Kong, Germany, United Kingdom and The Netherlands.

With The Netherlands as a gateway to mainland Europe we are happy to offer you from our offices in Rotterdam and Amsterdam-Schiphol our Dutch way of service, very business orientated, straight to the point and extremely sales driven.

LOGISTIC SERVICES

- Air Freight
- Ocean Freight (FCL/LCL)
- Railway
- Road Freight (Domestic & International)
- Customs, fiscal representation based on own customs licenses
- Supply Chain Management
- Warehousing & Distribution
- Special Projects
- Express Parcel Services

IT SOLUTIONS

Santova has developed a virtual supply chain management system tool called **TRADENAV**.

A portal containing intelligent technology and management information. Offering customers web-based control, visibility and accurate real time information.





SPECIAL PROJECTS

Complex project and out-of-gauge cargo is also a specialist service offered by the Santova Group. This includes extensive consultations and pre-emptive planning, organizing, controlling and monitoring (on-site representation) of the project. It will include a review of country-specific port, planned route, bridge surveys and site reports to pre-empt potential challenges and manage them accordingly.

AEO CERTIFIED

Santova Logistics B.V. has been awarded AEO status, giving customers and their supply chain faster access to simplified customs procedures to the world's largest economies through Mutual Recognition Agreements.

CONTACT INFORMATION

Please contact us to discuss any business opportunities or development from or to mainland Europe or any of our offices worldwide.



The Santova teams have been working very hard to achieve this international recognition. As a mark of quality, an AEO status effectively demonstrates that Santova's role within the international supply chain is secure, and that their customs controls and procedures are efficient and compliant.



PARISI

CHINA / VIETNAM

PGS CBEL IS YOUR ECOMMERCE PARTNER IN ASIA

PGS CBEL is your Ecommerce Partner in Asia!

PGS CBEL's extensive overseas network of global warehouse facilities, combined with a professional team dedicated to global eCommerce trade, puts them in the position to handle any logistics challenge that their eCommerce customer may encounter.



Find our full office network and contact details at:
<https://www.pgs-log.com/our-offices/>

Send request to: inquiry@parisigs.com





PGS OFFICE NETWORK

With an extensive network of offices in Asia, PGS CBEL is calling themselves an expert in the following areas:

- Your partner for fulfilment by Amazon Shipping Service with FBA Deliveries from China to the rest of Asia to any Amazon fulfilment centre globally.
(<https://pgs-log.com/fba-fulfilment-by-amazon-shipping-services/>)
- Your solution for all services around Cross Border eCommerce Logistics
 - Freight collection via PGS global network
 - Customs Clearance from Country of Origin
 - Import Customs Clearance and Duty / Tax arrangements
 - Order sorting, Pick & Pack
 - Last Mile delivery to Amazon warehouse
 - End-to-End Track & Trace

How do I monitor and manage all my shipments and inventory?

On our system !!!

PARIS GRAND SMOOTH

Hong Kong, SAR
Shenzhen
Guangzhou
Xiamen
Ningbo
Shanghai
Nanjing
Zhengzhou
Qingdao
Tianjin
Beijing

Vietnam
Ho Chi Min
Hanoi
Haiphong

More office details at www.pgs-log.com

Send your requests to: inquiry@parisga.com

PGS OP System

SHIPPING NEWS

Kansas City Airport

Kansas City has been in the Sports News recently, because their football team (not to be confused with soccer) the Kansas City Chiefs, won the Super Bowl 31 – 20, against the San Francisco 49ers on the 3rd February, 2020. This took place at the Hard Rock Stadium in Miami Gardens, Florida. The game was held one week after the Calabasas helicopter crash that claimed the lives of former basketball star Kobe Bryant, his 13-year-old daughter Gianna,

and six others. The victims were honored in a tribute, with 49ers and Chiefs players lined up at opposite 24-yard lines in homage to Bryant's jersey number 24.

Half time entertainment was provided by Jennifer Lopez and Shakira.

The Super Bowl is a major American annual event, but what makes it special is that the last time the Kansas City Chiefs won, was 50 years ago.

Kansas City, Missouri, is also in the News, after reporting its Kansas City International Airport in 2019 was its busiest in history.

The air cargo tonnage was down 0.2 per cent, but increased to 1.1 per cent to 18.1 million pounds through the month of December. The Airport experienced its third busiest year since opening in 1972 and its 2nd busiest December in the airport's history.

Ocean Liners Remove 1.3m Teu Capacity From Asia Trades In Q1

Container shipping lines are expected to withdraw a combined 1.3 million TEU of capacity by voiding sailings on Asia to North America and Europe trade lanes.

Hellenic Shipping News reported that although blanked sailings announced for the quarter so

far, appear to reflect a slowdown in business from the Chinese New Year and not related to coronavirus. Further blanked sailing may however happen because of the extended New Year holiday due to virus.

Carriers have been more aggressive this year in voiding

sailing on the Asia-Europe trade. Spot container rates from Shanghai to North Europe and the Mediterranean are higher than last year. Whilst Shanghai to North America are still substantially lower year on year.

Consequences Of The Cononavirus

Lufthansa Cargo's freighter aircraft will now operate according to a special schedule to and from the Chinese mainland due to the virus.

On the other hand, American Airlines has stopped flying to

Beijing and Shanghai and will resume services on March 27 because of health concerns.

Delta has stopped services to mainland China and will restart flights April 30. As of this moment United Airlines has reduced its

service, but not halted it. Whilst American airlines is continuing to fly to Hong Kong. European Airlines such as British Airways and Air France have also stopped flying to China.



OMAN AIR CARGO

Oman Air Cargo Services Gets Facelift

After the refurbishing at Muscat International Airport the air cargo unit of Oman Air's Service Building, it has embarked on devising competitive logistic service criteria to align with global standards.

With an area of 22,00 square meters and annual reception capacity of 350,000 tonnes of goods, the new facility will serve as a modern warehouse that will enhance the

airport's performance.

The new hub will accommodate 734 multi-level loading containers and 2,208 mobile chutes, with goods transport vehicles fitted with hydraulic cranes. The facility also has gates that provide for simultaneous loading of three air cargo planes and 25 outlets for 40 foot and 20 foot cargo vehicles. Furthermore, there is now a 400 car parking lot with 34 heavy vehicle

parking spaces. This is in addition to a 2,500 square meter livestock center and 228 square meter chambers for high risk goods.

As the airport often receives perishable materials, the whole building has already been provided with excellent air-conditioning and cooling stores for these goods.

The company cartwright introduces. New fridge trailer for air cargo markets

UK's Altrincham, Cheshire-headquartered Cartwright Europe has launched a new fridge trailer specifically designed for the air cargo market in continental Europe. The aim is that it will provide an alternative option to the air

cargo industry in the Benelux region and across Europe. The new trailer has been designed to carry various products ranging from pharmaceutical items, general freight and different configurations of air cargo pallets. The capacity, can accommodate

33 Euro pallets or 2 x 3000 mm high and 2 x 2,900mm high air cargo pallets. The trailer offers a 15 tonne kingpin, which connects the trailer to the tractor, with a high tensile steel chassis neck to allow for a maximum payload.

Link-up between af-klm, delta and virgin

Air France-KLM Cargo, Delta Airlines Card and Virgin Atlantic Cargo are hoping to capitalize on their new transatlantic joint venture.

The partnership, which represents 23 per cent of total transatlantic cargo capacity or more than 600,000 tonnes annually, will enable the airlines to offer 110

nonstop routes with onward connections to 238 cities in North America, 98 in continental Europe and 16 in the UK.

NEW
NEW
**NEW LOOK
NEW WEBSITE
NEW OPPORTUNITIES**
NEW
NEW



marcopololine.com

LE HAVRE

SAO PAULO – BRAZIL

MARCH 17-19, 2020

FROM 13:00 TO 21:00 DAILY

FRANCE'S LE HAVRE
PORT CONFRONTED BY
PROTESTERS,
FORCED TO OFFER
COMMERICAL REBATES AND
TARRIFF DISCOUNTS TO
CONTAINER SHIPPING LINES.

The Union (Haropa) for the French ports, Paris, Rouen and Le Havre, has offered rebates and tariff discounts to Container Shipping Lines calling at Le Havre. This is an attempt to keep hold of customers when the nation's ports are being plagued by strikes to protest President Macron's proposed pension reform.

As further demonstrations around the country are being planned, it leaves ship planners to cancel scheduled routes. In fact, one such carrier, North Europe Vessel has

described it as a 'nightmare'. They have decided to reroute cargo to Antwerp, until there is some stability and certainty.

Hapag-Lloyd last December advised customers of a list of 20 vessels that would skip Le Havre. According to Haropa, carriers cancelled 52 liner calls that month. This resulted in a loss of at minimum 50,000 TEU of containers at the port. It is estimated in the same month 200 vessels avoided the port.

Haropa's first stimulus, consist

of a one-off rebate on port fees for containerships calling at Le Havre this month. This is aimed at encouraging their loyalty.

The second part of the stimulus is aimed at attracting new business. As yet the amount has not been decided, but will be offered for two years to those stopping at the port, during 2020 as part of a new service.



WE ARE A LEADING SPECIALIST INTERNATIONAL INSURANCE BROKER, NEGOTIATING DEDICATED COVERS FOR OUR CORPORATE CLIENTS, BY LIASING WITH THE BEST GLOBAL INSURANCE COMPANIES.

We already insure many MPL members and we can cover you worldwide thanks to our global network.

A world-class level of service is our primary value for clients.

We are always available to support you throughout the policy's duration, with an attention and availability which is second to none.



**Negotiation
and Support**



**Marine
Claims Handling**



**Contractual
Review**



**Training
and Support**

As an MPL member, you can fully benefit from our exclusive advantages, protect your company and obtain training and assistance for your peace of mind.



MARINE INSURANCE

- All risk cargo
- Freight liability
- Warehouse
- Charterer's liability



CYBER INSURANCE

- Security and privacy liability
- Cyber Extortion
- Reputational damage
- Business interruption



TRAVEL INSURANCE

- Unlimited medical cover
- Baggage, theft, liability, delays
- Trip cancellation



INSURE YOUR BUSINESS TRIPS

*Travelling very much for business?
Well of course, you are an MPL freight forwarder!*

As of today, travel implies a series of often underrated risks: health, terrorism, travel disruptions, personal liability, thefts... and it's important to be properly protected in every situation.

CARE has negotiated exclusive rates for MarcoPoloLine members with BUPA Global Travel, a leading insurer.

Highlights:

Choose your mix depending on your needs:

BASIC COVER BENEFITS

- › Unlimited medical cover
- › In-patient treatment
- › Out-patient treatment
- › Evacuation
- › Repatriation
- › Mugging and assault
- › Compassionate emergency repatriation
- › Accompaniment
- › Compassionate emergency visit
- › Statutory arrangements in case of death
- › Home transportation of the deceased



NON-MEDICAL OPTION

- › Personal accident - death and disability
- › Baggage - theft, loss, or damage
- › Baggage delay
- › Theft of passport/cash
- › Personal liability - property damage
- › Personal liability - bodily injury
- › Travel delay
- › Missed flight connection
- › Hospital daily benefit
- › Security and legal assistance



TRIP CANCELLATION OPTION

This option covers in case you are unable to travel due to acute illness, injury or death

Unique Advantages:

- › Free choice available between Annual travel or single trip, both as company or individual
- › Access BUPA's 24/7 multi-language emergency assistance service in case of need
- › Get your virtual insurance card on your handheld device with BUPA's myCard app

Have your company fully covered, starting from less than 4€/5\$ per travel day!
Get a direct quote at insurance@marcopoline.com or visit www.brokerCare.com

13th CONFERENCE

CONFERENCE VENUE

HOTEL MARTINEZ

73 Boulevard de la Croisette,
06400 Cannes, France

CANNES positively glows on the surface. There are very few promenades in the world more dazzling than La Croisette.

Lord Brougham, an ex-British chancellor, is believed to have initiated tourism to Cannes. In 1834, he was on his way to vacation in Italy, but was forced to stop along the way in the small village of Le Suquet, because the Italian border was under quarantine. Le Suquet is now part of the old quarter of Cannes. Lord Brougham fell in love with the town, as well as the food and warm climate and subsequently built a palatial mansion. He proceeded to invite his wealthy friends, and soon Cannes was the place to holiday. As railways began to be built across Europe, Cannes became more accessible from Paris and other cities on the continent, further increasing tourism. By the early 20th century it became the 'in-place' to holiday and be seen.

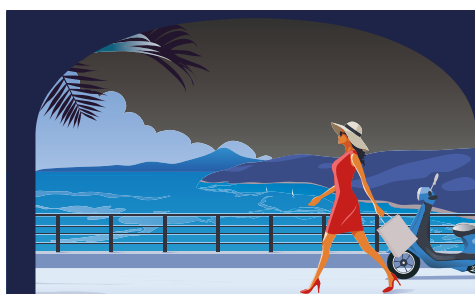
CANNES has become universally famous, for the rich and the celebrities that flock there.

Many Artists over the years have made it their home, whether they be writers, painters, musicians, filmmakers or actors. In addition, so too have royalty and international politicians, plus acclaimed sportsmen and women.

Just a few examples from the past and present:-

- Winston Churchill
- Picasso
- Aldous Huxley – Author of Brave New World
- Graham Greene Famous British Author
- Robert Lewis Stephenson of Treasurer Island
- King Leopold II of Belgium
- Bono of U2
- Jules Verne
- Anne Spoerry French-Kenyan doctor and pilot
- Johann Zarco Grand Prix motorcycle racer
- Anthony Modeste – football player

The list endless.



13th ANNUAL CONFERENCE

19-23 OCTOBER 2020

CANNES

OVERVIEW OF CANNES

- Country: France
- Currency: Euro
- Area: 19.62 sq. km
(7.58 sq. miles)
- Population: 73,868
(2017 to 01/01/2020)

CLIMATE

A subtropical Mediterranean and enjoys 11 hours of sunshine per day during the summer (July). Whilst in Winter December-February the weather is mild. It does tend to rain more in October, but usually limited.

ECONOMY

The area around Cannes has developed into a high-tech cluster. However, the main economic environment is based on tourism, business fairs, trade and aviation. The city has 6,500 companies, of which 3,000 are traders, artisans and service providers.

PLANTS SYNONYMOUS WITH CANNES

Curiously enough the Palm trees that symbolize Cannes and the famous Croisette promenade, were imported from the Canary Islands of Spain. Then the stretch of coast that Cannes sits on is renown for its mimosa blossom, that blooms in early spring. That too had its origins in Australia. With the great influx of residents with large fortunes in the 19th century, combined with the fashionably large, lush gardens, led

to luxurious foliage being brought in from abroad. In the early 1800s eucalyptus trees from Africa were planted in the town.

HOTEL MARTINEZ – OUR 2020 CONFERENCE VENUE

This famous art deco style Hotel located on Promenade de la Croisette was opened on the 20 February 1929. The founder-owner was Emmanuel Michele Martinez, son of Baron Giovanni Martinez and his wife Guiseppa, from Palermo, Sicily, a noble ancient Italian family of Spanish origins.

During World War II, it was occupied by the French Army, then the Italian Army, followed by the Germany Army. After the French liberation, it was then inhabited, by the U.S. Air Force.

MARTINEZ 1929



In 1981 the hotel was sold and again in 2005. Then in 2012 it was once again sold and in 2013 joined the Hyatt Group and was renamed the Grand Hyatt Cannes Hotel Martinez. The hotel closed for renovation on 30th October, to 2017 and reopened for business March 5th 2018 under its original name. It celebrated its grand reopening on May 7th 2018. The renovations are a mix of Art Deco and modern luxury.



MARTINEZ 2020

13th CONFERENCE

CONFERENCE VENUE

HOTEL MARTINEZ

73 Boulevard de la Croisette,
06400 Cannes, France

HOTEL MARTINEZ – OUR 2020 CONFERENCE VENUE

The Hotel Martinez is 500 meters from the Palais des Festivals, facing the Mediterranean Sea, the Bay of Cannes and the Lérins Islands. Nice- Côte d'Azur International Airport is approximately 45 minutes away by car. Cannes train station is a 10-minute walk from the hotel.

The visitor's book is testimony to "Cannes, city of the stars". Some of the 20th century's most illustrious personalities have signed its pages. Aristocrats, Royalty,

Statemen from Presidents to Prime Ministers and many artists, such as singers, writers and actors have slept there. Its distinguished guests included more than 18 heads of states for the 1990 Franco-African summit. Nor to be forgotten of course, are the many movie and fashion stars present since 1946 who stayed there for the International Film Festival normal held annually in May.

LOOK FORWARD TO SEEING YOU
ALL IN CANNES LATER THIS YEAR



FRENCH RIVIERA



MARTINEZ BY NIGHT

ITINERARY IN BRIEF

(this may change as in some cases times are estimates)

SUNDAY, 18TH OCTOBER

Arrivals of those who want to play Golf the next morning

MONDAY 19TH OCTOBER

Majority of arrivals

- 07:45 Depart Hotel to play Golf
- 08:30 Arrival at the Old Course Cannes Golf Links
- 13:30 Lunch at the Old Course restaurant
- 15:00 Approximately arrive back at hotel
- 19:30 – 20:30 Welcome pre-dinner drinks and Hors d'oeuvres
- 20:30 – 23:00 Welcome Dinner with drinks throughout

TUESDAY 20TH OCTOBER

- 09:30 – 17:00 Conference – Business
- 19:30 Depart Hotel for restaurant
- 20:00 – 23:00 Le Moulin de Mougins

WEDNESDAY 21ST OCTOBER

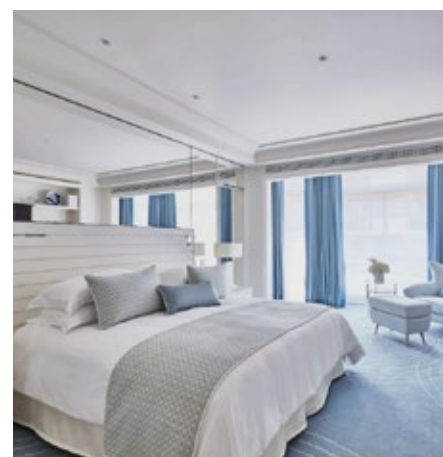
- 09:30 – 16:00 Conference – Business
- 16:45 Depart hotel for Football game (minutes by foot)
- 17:00 – 18:30 Football Match
- 19:30 Meet in the Hotel Foyer / THEME: DRESS LIKE A STAR

From evening to early hours of the morning, starting with Farewell Drinks, dinner, plus MPL Party. Full details to be provided soon.

THURSDAY 22ND OPTIONAL EXTRA/EXCURSION

- 09:00 Departure from the Hotel
- 10:00 – 11:30 Arrive St. Paul de Vence and sightsee with guides
- 12:00 – 13:30 Walk to Le Tilleul restaurant
- 13:30 – 15:45 Free shopping
- 15:45/16:00 Return to Cannes
- 17:00 Arrive at the hotel

HOTEL MARTINEZ



LE TILLEUL RESTAURANT

13th CONFERENCE

HIGHLIGHTING OUTSIDE EVENTS

19TH OCTOBER MPL GOLF TOURNAMENT

The Grand Duke, Michael of Russia on a visit to Scotland discovered the famous St Andrews Golf Club and was enthralled by its fairways. Later when he and his wife were forced into exile by Tsar Alexander III, they found refuge in Cannes. As Golf by then was considered an institution, he created the first course, under Mediterranean skies. Located between the sea and Siagne River, the site is an exceptional place of nature.

The “9-hole” or the “Grand Duke” course, was the Grand Duke Michael of Russia’s first creation. Since then, Lords, Dukes, Counts, Princes and Kings were eager to discover it. Prince Bertil of Sweden

and King Leopold of Belgium were nominated as honorable chairmen. The Duke and Duchess of Windsor had tea in there.

Jerry Lewis and Sean Connery attended tournaments. It has been described as the most marvelous Golf Course.

In 1997, the Camerini family became the owner of the site and extended the course from 9 holes to 18.

Today, the “Old Course” offers a surface of 74 hectares planted with 4,000 pine umbrellas and attracts 45,000 players per year. Crossing the Siagne River in a ferryboat during a game represents a unique feature.

OLD COURSE GOLF



20TH OCTOBER EVENING LE MOULIN DE MOUGINS

A celebrated restaurant, situated in a 16th century mill (moulin). It is located on a hill, 5 km from the bling of central Cannes.

Founded by renown chef Roger Vergé and his wife in 1969. As of 30 August 2009 the Moulin was rated four “knives and forks” in the Micheliin Guide.

The outdoor garden venue has been frequented by several famous faces including Sir Elton John and Sharon Stone.

There will be entertainment as you enjoy the pre-dinner drinks, and again whilst you dine.

LE MOULIN DE MOUGINS





MPL FOOTBALL MATCH

21ST OCTOBER FOOTBALL (SOCCER)

This has been a tradition started during our 2012 Conference in Vietnam. Had thought for several years, that attendees needed to

release the stress built up after two full days of high powered one on one meetings. This would help both the players and spectators.

IMPORTANT women are most welcome to play, as they have in the past, with great success.

21ST OCTOBER MPL PARTY

Details will be shown in the March edition of this Newsletter.

22ND OCTOBER OPTIONAL EXTRA

An excursion to St. Paul de Vence, which is one of the oldest medieval towns on the French Riviera. Located on top of a large hilly mound on which a Roman oppidum was built, followed by a medieval castle dominated in the Middle Ages by the Counts of Provence. In the 16th century, King Francis I ordered built the impressive city walls and fortifications that still stand today. In the 19th century, the artists started to arrive, attracted by the light and the beautiful architecture of the village. Paul Roux, owner of the future Colombe d'Or Hotel (the very famous hotel and restaurant at the entrance to the village), decided to house a few artists for free in exchange for some of their paintings. Considered the best light in the Mediterranean, Matisse, Picasso and other great artists flock

there. The stone arches between the chapel and the ancient oil press are remnants of the aqueduct that, for centuries, channelled precious water from the foothills of Vence to all of the village's oil presses and flour mills. Plus the old wash-houses were blessed through history with water from this aqueduct.

During the 1960s the village was frequented by French Actors, Yves Montand, Simone Signoret, Lino Ventura and poet Jacques Prévert. Saint Paul is also well known for the artists who lived there, such as Jacques Raverat, Gwen Raverat and Marc Chagall and more recently Bernard-Henri Lévy and Ariell Dombasle. Former Rolling Stones Bill Wyman has a home there. American writer James Baldwin died there in 1987

and British actor Donald Pleasence lived there until his death in 1995. Miami FC player Vincenzo Rennella was born in the village.

More than two million people visit each year. 2000 years of evolution created this jewel from the early Ligurian tribes who erected a fortress on the hill then called Plateau de Saint Puy, to the Saint Paul de Vence of today.



ST. PAUL DE VENCE

WHY PUBLISH IN THE MPL NEWSLETTER

Our **MPL Newsletter** keeps your co-members up-to-date with your latest company news, industry, market trends, views, new staff appointments, and promotes upcoming new mandates.



- **BUILDS RECOGNITION**
- **COST EFFECTIVE**

Unlike other forms of advertising, our newsletter enables you to communicate your marketing message at NO cost.

- **MAINTAINS RELATIONSHIPS**

Building loyalty may not happen overnight, but remaining in regular contact with new and existing members on a regular basis helps maintain your relationship with them in the long term.

- **EASILY SHARED**

Once received, the Newsletter can

easily be forwarded to others with a simple click of the mouse; giving you further exposure and credibility.

- **DRIVES REPEAT TRAFFIC**

An effective MPL newsletter will drive high quality traffic back to you.

FINALLY, AND EQUALLY IMPORTANT, the regular communication achieved with utilizing the MPL Newsletter ultimately nurtures long term relationships, with both new and established partners, and helps keep your company in the minds of the recipients and with an ever-growing audience.

TO ENSURE YOU ARE REPRESENTED IN THE FIRST 2020 EDITION, PLEASE SEND YOUR INPUT **NOW, FOR THE MARCH EDITION (OR AT LATEST 15TH MARCH)**, WHETHER IT BE AN ARTICLE OR COMPANY PUBLICITY TO THE EDITOR:

sandy@marcopololine.com.

PHOTOS ARE WELCOMED TOO, THEY PROVIDE AN INTERESTING LINK AND ADD COLOR TO THE NEWSLETTER.