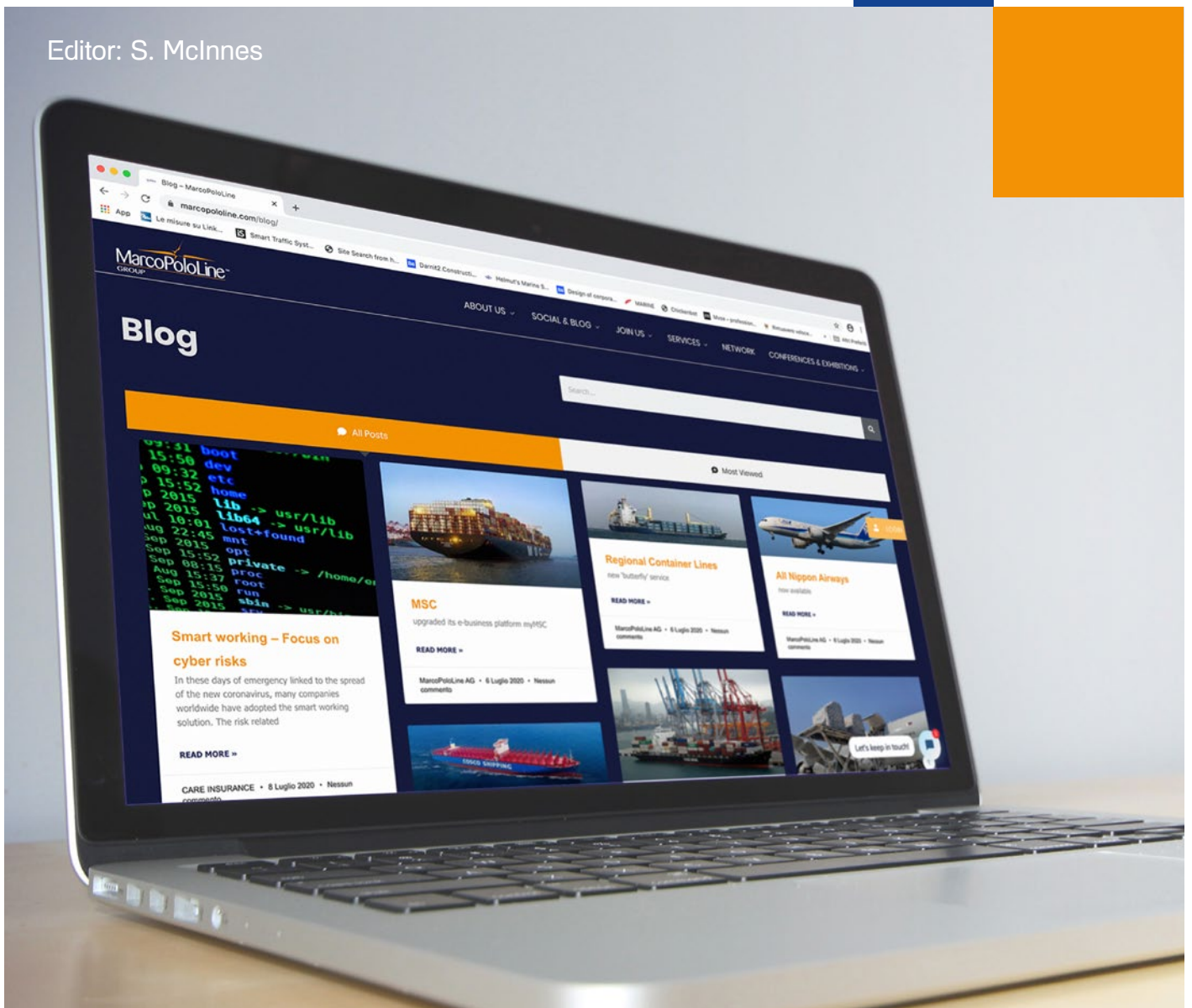


Newsletter #53

July 2020

Editor: S. McInnes



MPL BLOG

US AGRICULTURAL
EXPORTS

OTO ON LINE

MPL BLOG

BLOG TO PROMOTE YOUR COMPANY ON OUR WEBSITE!

More visibility you give to your company, more business you will get! Use all the tools MPL offers, they have been created FOR YOU!

Rail to China - new dates

by Real Logistics Sp. z o.o. Sp.k.
2 July 2020



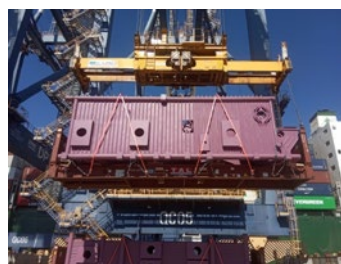
From July the weekly console of Real Logistics will leave on Wednesdays instead of Saturdays. The LCL rail from Lodz to Chengdu will take 16 days T/T. Please feel free to contact us and get more details including our competitive prices. consol@real-logistics.pl

Loaded on 3x40' Flat Rack Containers OOG 1 x piece loaded on a Flat Rack Bed on board

by FOX Brasil - Freight Forwarder
19 June 2020

Project Logistics successfully handled the logistics of 4 x out of gage components composing a boiler, destined to a biomass power plant at

Brazil's country side.



Description	Qty	L(m)	W(m)	H(m)
Convection tube	1	12,550	4,38	3,40
Hearth	1	10,700	3,85	4,20
Economizer	1	10,880	3,85	2,65
Combustion	1	11,450	3,75	3,75

FOX Brasil's team has managed the logistics from the sea freight, receiving under hook on delivery 1000km inside the country at job site. A route survey was performed previously for the whole project management.



Occupational Safety and Health rules were specially taken into account, due to the high risk for contamination

during the Covid-19 outbreak in Brazil.

FOX Brasil | Project Logistics is specialized on managing the logistics for #turnkeyproject #biomasspowerplant. Please count on our support on your next project: project@foxbrasil.com

Don't forget to follow us on Instagram, LinkedIn and Facebook: [@foxbrasilfreightforwarder](https://www.facebook.com/foxbrasilfreightforwarder)

LCL by rail from China

by Real Logistics Sp. z o.o. Sp.k.
14 May 2020

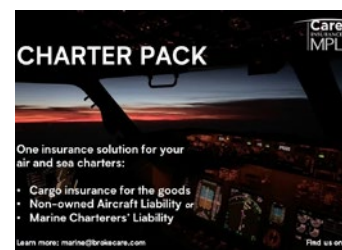


The interest of European importers in groupage rail transport from China is growing. Most of the cargos pass through terminals in Poland, and the average T/T is 12-14 days. The central location of Poland allows to deliver loads by road up to 12 to 48 hours to anywhere in Europe. Real Logistics – a Marco Polo Line member from Poland

launched a weekly console from Xi'an to Warsaw with a 12-day T/T. More info: consol@real-logistics.pl

Care MPL Charter pack

by Care Insurance
13 May 2020



In these uncertain times, the world of logistics has been revolutionised, finding new relevance and inventing new ways to serve the most diverse needs. In particular, the number of operators or owners of goods chartering entire ships or planes to transport goods for specific projects is growing. This often finds the support of airlines that are well-disposed to find outside-the-box solutions, in times of scarce passenger traffic. Care MPL, starting from its experience in the sector, has decided to offer to interested members an insurance package, negotiated with specialised companies, which can cover:

MPL BLOG

- Goods on an all-risks basis
- Your liability as an aircraft or ship charterer

We will be happy to discuss your needs.

Contact us at
marine@brokercare.com
More info: consol@real-logistics.pl

Recent Australian Court Case

by LCA

3 July 2020

In a recent court case (released in the end of 2019) between Technology Swiss and the freight forwarder Famous Pacific Shipping (FPS), the County Court of Victoria (Australia) has ruled that a freight forwarder's general terms and conditions (including limitation of liability) can be incorporated through an email footer, despite not being signed contract.

The Court stated that the email footer "could hardly have been clearer".

Lashing of containers in departure to Melbourne

by Visa

3 July 2020

We have just ultimate lashing of container to be despatched to Melbourne, there will be twin shipment to New Zealand next week. These are special equipments of project we have recently gained.



MSC

by MarcoPoloLine AG

6 July 2020



The Mediterranean Shipping Company (MSC) has upgraded its e-business platform myMSC with the addition of a new online instant Quote function. Customers wishing to use this tool will be able to quickly and easily get real-time shipping rates for container bookings. Currently, the majority of MSC's bookings are carried out offline, and it can take sometime to complete a booking. Using the Instant Quote, customers can generate an online quote in less than a minute, with just a few simple clicks 24/7 online.

How to avoid demurrage charges in Brazil

by Fox Brazil - Freight Forwarder

6 July 2020

If you are a freight forwarder who often ships to Brazil, you should be familiar with the risks of having your customers' goods sent to the red channel. In case the cargo needs to go through inspection once it reaches a Brazilian port, you might have to keep the container for longer than the time previously agreed with the carrier – resulting in potential demurrage charges. In order to help you make your logistics operations as cost effective as possible, on this post we have listed some practical strategies to avoid facing demurrage charges in Brazil. Check it out!

Strategies to avoid demurrage charges in Brazil

Negotiate free time

When demurrage free periods are not part of the freight negotiation, the carrier usually applies their standard deadlines at the destination. In this scenario, the free time is usually about 7 to 10 days for dry cargo and 2 to 5 days for refrigerated cargo – these numbers can vary from season to season.

However, one of the most effective ways to avoid demurrage charges in Brazil is requesting the longest possible free time with the sea carrier in charge of transportation. Therefore, when you are still negotiating the freight, don't forget to request for a deadline extension (longer than the standard one) to return the container. It is possible the shipowner could make some allowances in order not to lose the deal.

Monitor customs activities
Monitoring customs status around the time your goods

are expected to arrive in Brazil is a must. Depending on the time of the year, there might be more inspection and delays in your cargo's clearance, and this could dictate how long you will need to return the container to the shipowner.

In addition to that, you should also monitor the vessel mooring dates and container return deadlines precisely. This will allow you to plan ahead and make sure that the container gets returned before the agreed deadline.

Cargo deunitization

Brazil Federal Revenue inspection is focused on the cargo rather than the container itself. Therefore, in case of delay in the release of your cargo by customs, you can request for the container to be disunited (emptied) and returned to the carrier before your merchandise is cleared – preventing yourself from paying demurrage charges. However, it might be necessary to seek judicial assistance to make such a request.

Now that you know some strategies to avoid demurrage charges in Brazil, make sure to check this article with other ways to reduce logistics costs while shipping overseas!

Get to know FOX Brasil

We are a Brazilian freight forwarder with extensive experience in handling import and export freight operations that link Brazil to the rest of the world. Talk to our team and get specialized logistics assistance!

14TH ANNUAL CONFERENCE

Due to the Covid-19 pandemic, we decided to postpone our Annual Conference, because the health of our Partners is the first thing to take care of.

We are pleased to inform you that the new dates to meet for our 14th Annual Conference are 15-19 October 2021!

In the meantime, to give you the opportunity to meet virtually, we will organize a OTO on line from the 21st to the 25th of September 2020!

FREE REGISTRATION FOR OUR MPL PARTNERS!

Our way to contribute to the current situation.

Do not miss and contact sophie@marcopoline.com to register immediately.

An attendees list will be shown and updated on our website weekly!





MarcoPoloLine
GROUP



OTO ON LINE

21st / 25th
SEPTEMBER 2020

Don't miss our virtual appointment!
[Click here to join!](#)

US AGRICULTURAL EXPORTS

US agricultural exports increased 12.5 per cent in the first quarter over the year-ago period as the farm sector continued to diversify its markets for high-volume containerized commodities such as grains and seeds, soybeans, and cotton.

The increase was helped in part by a sharp rise in agricultural exports to China after a disastrous Q1 2019 when exports plunged 57.1 percent amid the tariff war between Washington and Beijing, reports IHS Media.

Tensions eased after the signing of the 'phase one' trade agreement in January, but have since ratcheted up amid the Covid-19 pandemic.

The top five markets for US agricultural exports, and nine of the top 10, are in North and South Asia with the farm sector in recent years increasing sales to a number of countries in Asia to meet demand from a growing middle class. The US-China trade war accelerated that trend by motivating agriculture shippers to develop other markets.

Exports to Asia increased 11.6 per cent in the first quarter, according to PIERS, a company within IHS

Markit. Exports to China surged 77.4 per cent, while exports to Asia - excluding China - increased 4.4 per cent.

The spike in agricultural exports to China in the first quarter followed two consecutive years of declining exports due to the US-China trade war. During that period, the US agricultural sector aggressively pursued other markets, shown by Q1 exports increasing 19.9 per cent to Taiwan, 24.2 per cent to Vietnam, 93.2 per cent to Pakistan, 85.8 per cent to Turkey, 30.1 per cent to Malaysia, and 50 per cent to Thailand, according to PIERS. Exports to Japan declined 4.8 per cent, while falling 1.6 per cent to South Korea and 21.3 per cent to Indonesia.

Soybean exports to China had been crippled by 25 per cent tariffs, plunging 97.8 per cent in Q1 2019 from the first quarter of 2018. But containerized soybean exports to China came roaring back in the 2020 first quarter, increasing 1,329 per cent year over year. Measured in actual container volumes, US farmers exported only 121 TEU of soybeans to China in Q1 2019 versus 1,727 TEU this year, according to PIERS.

Exports of grains and seeds to China tell a similar story. After plunging 58.6 per cent year over year in Q1 2019, exports to China increased 96.4 per cent in this year's first quarter. Cotton exports followed the same scenario, plunging 51.8 per cent in Q1 2019, but increasing 94.5 per cent in Q1 2020.

REPORTED BY SEANEWS INTERNATIONAL SHIPPING NEWS
JUNE/TURKEY

SeaNews TURKEY
INTERNATIONAL SHIPPING MAGAZINE

ALFONS FRERIKS LOGISTICS



THE NETHERLANDS

GUIDING YOUR TRANSPORTS WORLDWIDE

From the Netherlands Alfons Freriks Logistics is your partner for all kinds of transport. We are since the beginning of 1978 a leading player in logistics with a complete range of services; for road, air, sea, and rail and basically everything in between. This includes for example warehousing and customs facilities. We have expanded our services throughout Europe and our specialty in worldwide overseas forwarding guarantees an excellent service.

From our office in Veenwouden we direct all transport via road, water and rail throughout Europe. Our office forms the heart of a qualified network with a total supply of logistic services. An important feature is the intermodal-and container transport. With daily services and the good cooperation with professional agents all around Europe.

From our office in Rotterdam we direct airfreight, continental and intercontinental container transports. Our office in the world port of Rotterdam forms the heart of a qualified network with a total supply of logistic services. Our specialty is the worldwide overseas forwarding.

Alfons Freriks Logistics is a professional organization with an excellent feeling for your needs. With our distinguishing abilities which you can see in the small detail, doing just a little more than people expect. Versatility and adaptability are important achievements. A commitment is a commitment! We put a high value on intensive cooperation.

Alfons Freriks Logistics
Guiding Your Transport Worldwide





All Trans Cargo, Corp.

Logistic Services Network

**JUNE, 2020
ECUADOR**

NEWSLETTER

OUR SECTION



Message from our CEO Mrs. Lic. Ana María González: *The new challenges of the new world that we are forced to live in these circumstances push us to be more competitive than before. For this reason, Alltranscargo Corp is renewed and looks for alternative routes that allow optimizing time and costs.*



NOTICES ABOUT GUAYAQUIL PORT

The Directory of Maritime Traffic Control of the Port Authority of Guayaquil (APG) in Ecuador, recorded the entry of 202 ships of different draft to the Port of Guayaquil during May 2020. The port infrastructure of the terminals allows products to be mobilized to different parts of the world, applying the health security standards established by the National Government and the WHO against coronavirus (Covid-19). Since the pandemic was declared, the entry of ships through the port access channel has been carried out 24 hours a day, seven days a week.

DPWORLD POSORJA REACHES FEEDER VESSEL SERVICE

Mobilized one container per crane every 78 seconds, the productivity figures have become relevant by generating a record 46.1 GMPH in the care of the Feeder ship "Dublin Express". This represents the loading or unloading of a container per crane every 78 seconds.

Follow us in



WWW.ALLTRANSCARGOCORP.COM



**JUNE, 2020
ECUADOR**

All Trans Cargo, Corp.
Logistic Services Network

NEWSLETTER

OUR SECTION

Our country situation, becomes normally every week since covid situation. We work from our homes, but it don't switch the normal logistics of supply chain that we offer to our agents and strategic partners.



ANDEAN COMUNITY

Andean Community approves measures to facilitate trade during the coronavirus crisis. They approved five measures to facilitate trade integration between Bolivia, Colombia, Ecuador and Perú countries that make up the body- during the crisis caused by the coronavirus pandemic (Covid-19)

IMPORT OF MEDICAL SUPPLIES

We realize the importation of medical supplies. And this is carried out in compliance with the regulations of the Ecuadorian customs. Alltranscarga imported medical supplies, such as masks, to face the covid pandemic. We are able to carry out customs and INEN procedures and sanitary records necessary for the importation of medical supplies on time and without delay.

Follow us in   

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All Trans Cargo, Corp.

Logistic Services Network

**JUNE, 2020
ECUADOR**



OUR SERVICES

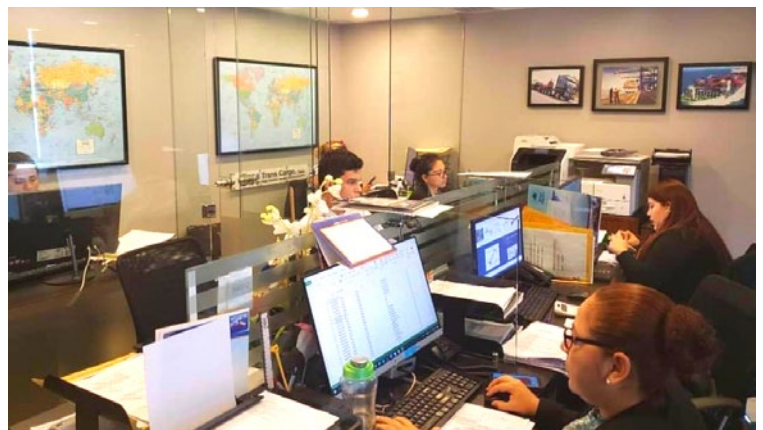
We provide logistics solutions in the international transport of Import and Export cargo by sea or by air, Customs services, warehousing and Cargo reception. We are your best option to handling all your DDP, DDU, EXW shipment.



CERTIFICATION

Alltranscargo have the BASC certification We avoid customs fraud, smuggling, terrorism, illicit drug trafficking and the diversion of chemical precursor drugs in the most efficient way.

Facilitate trade between nations in an agile and secure way. It allow us to create greater awareness of international business, business security, and operational policies and procedures.



TEAMWORK

Our work team is 100% qualified to meet your most complex and urgent requirements. Teamwork is key to offering quality services to our clients and international agents.

Our saying is always on time and exceeding your expectations.

Follow us in   

WWW.ALLTRANSCARGOCORP.COM

AMARINE SHIPPING IS THE GATE KOREA & VIETNAM



www.u-amarine.com



E-mail : cesar@u-amarine.com

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Amarine Shipping Seoul

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Edge Amarine Worldwide Logistics Hochiminh

Zip Code 71009

3F, 159 Nguyen Du St., Ben Thanh Ward, District 1, Hochiminh, Vietnam

Tel + 84. 28. 3827. 1900 E-mail : hcmc@u-amarine.com

FMG

RUSSIA



Dear Friends,
What do you know about Kazakhstan?

Yes, it's a lack of information about Kazakhstan even nowadays. Nonetheless it's very perspective and growing country with logistical sources. It has rich story and great landscapes. Russia respects Kazakhstan and our two countries have long historical relationship.

So how forwarding at Kazakhstan may help your business? First of all it's a hub to Eurasia countries. At the second it's a direct window to Russia. For deliveries from Middle and East Asia to Russia (and inversely) the route via Kazakhstan is the fastest by rail and a truck. Kazakhstan belongs to Eurasian Customs Union with Russia. It means the goods may pass customs clearance at Kazakhstan and then be delivered

to Russia. In case of export from Russia the goods may be cleared at Kazakhstan. Very often this possibility is forgotten.

Also don't forget own Kazakhstan needs. This country evolves culturally and economically. So a lot of cargo flow ends at Kazakhstan for it's subsistence. In case of any request or business regarding Kazakhstan please contact our company FMG Shipping and Forwarding. We can provide the best service. Everything new is well forgotten old.

KAZAKHSTAN



GLOBAL FREIGHT SOLUTIONS

MALTA



IN CONVERSATION WITH JIMMY CUTAJAR, THE OWNER
OF MALTA'S GLOBAL FREIGHT SOLUTIONS

Opportunities galore.

A successful 2019 has enabled the Maltese forwarder Global Freight Solutions to stay close to its niche markets in 2020. Director Jimmy Cutajar told Christian Doeppen about GFS's strengths and strategies, and the trends in the regional transport market.

How did 2019 go for GFS, Mr Cutajar?

We had a successful year of growth in our niche markets.

Which niches does GFS serve?

Besides transshipment and distribution in Malta, we're also active in the neighbouring Mediterranean country Libya.

How do you serve that market?

There's traditionally high import demand in Libya – despite the great degree of instability characterising the country. We serve the ports of Tripoli, Misrata and Al-Khums with our weekly groupage solutions from Europe. It isn't easy to import goods into

Libya, you know – road haulage options through neighbouring countries are difficult, for example – so maritime options enjoy a legitimate position.

What are the main problems currently predominating in Libya?

A strike in the country's oil and gas industry, and the reticence of investors, have had both a big impact. Authorisation procedures for agency licences are rather opaque, depending on the port concerned. Overall, Libya as a market remains interesting for forwarders though.

How has Maersk's ending of direct calls from the Far East in Malta affected traffic?

Some flexibility and transit time (depending on the destination) has been lost. But it's not equally relevant for all goods.

What's your main business motto?

I'm an old-school forwarder. Protecting my customers' interests is my top priority. Costs

and benefits have to be in tune.

Where have you seen some new business opportunities?

Importing cars into Libya is an important segment. GFS may also be able to position itself in the ro-ro sector.



JIMMY CUTAJAR
SEES MORE POTENTIAL IN LIBYA.

FPI CARGO

PANAMA



AND NOW WHAT? ... On regards to Covid19 and the effect on International trading and Logistics.

*June 01st, 2020. Everglobe®
Jorge Pareja*

Every day we receive information from different sources, some more credible than others, about what awaits us in international markets and international logistics; some optimistic articles others not so much. This leads me to make a special effort to review and try to be objective in what we believe may be the next few months for everyone.

Let's see first what happened in these months at the International Trading following the Covid-19:

- In the first weeks of Covid-19, the supply chain from Asia and especially China was paralyzed.
- Then there was a paralysis of the demand for consumer goods, which generated that many companies had and still have high inventories with no demand at the moment.
- There was an explosion in the demand for PPP personal protection products, but in turn a collapse in the supply chain of these.

- Many products that were in demand for export had problems with the supply chain of packaging, labels, the frequencies and availability of transportation, the limitations imposed by each country, and the limitations of personnel as a result of orders to stay home.
- Many companies have difficulties and cash limitations and are forced to take measures to reduce operations or personnel.
- It is difficult to project the results for Q2 and Q3 this year.

At the Logistics and

- Air cargo transport was initially interrupted by a 75% reduction in flight capacity, which was somehow partially mitigated by a 19% increase in full Cargo Flights worldwide.
- At the ocean transportation level, the significant increase in cancellation of services and omission of port of call ("blank sailings") has meant a significant reduction in capacity, thus they have kept rates relatively stable, however, several shipping lines have already made important announcements about cuts in costs and negative results in

the coming months.

- Due to the accumulation of inventories, storage in warehouses in the United States and other countries has increased and has allowed these operators to maintain their margins.
- At this time, it is not clear what the peak season of the cargo will look like, or if there will really be any.

In all of the above, governments and companies have taken measures that have somewhat cushioned the effects; however, the future is not yet clear, and will depend largely on the development of the Covid-19 pandemic worldwide and in each of our countries. But the future will also depend of each of us, and of each of our companies and organizations we represent. It will depend on creativity and flexibility to adapt to this new form of international trade and International logistics. Some opportunities and challenges:

- Working from home will continue to be a challenge, the correct management of this new way of working will be key for each company and each person.

FPI CARGO

PANAMA



- Proper handling of the box, as well as expenses and costs.
- On-Line product marketing is here to stay, how quickly and efficiently our clients and ourselves adapt to this is key to survival.
- If we are in the logistics business, we must become strategic partners of our clients, helping them to achieve new markets, accompanying them in the transformation of their processes, facilitating the control of their loads.
- The marketing of clothing, footwear, and technology products will be increasingly On-line, creating opportunities for market penetration and logistics solutions for this type of client.
- At the consumer goods level, the distribution channel is now part of the product itself, it will make the difference of buying and selling the product.
- The export and import of food products will depend on the regulations of each country, but without a doubt the need for healthy products, that observe good sanitary and control practices towards the Covid-19 will increase.
- The “just in time” is migrating to the “just when available” in many cases.
- Personal Protection and medical products will continue to be in demand, but the regulations of each country must be carefully taken into account

With **Everglobe®**, as MPL partner, you can offer your clients ways to introduce their products to the US or Latin American Market as added value; recently we have launched the Everglobe® Specialty store at Amazon® (<https://www.amazon.com/everglobe>) which can be a platform for approved products to be present at the US Amazon marketplace.
Don't hesitate to contact us if you need any support.
Today more than ever, innovation, resilience and patience are necessary to pass this test.

Stay Safe. Thanks.
Jorge Pareja



FPi
Cargo



OUR SERVICES

Our Services in International Logistics are fully designed to meet your needs. We are committed to the Global and Panamanian markets. We offer our customers a high level of experience, commitment, speed and solutions.

FCL



We have the best agreements with shipping lines globally to provide you with unbeatable options for your imports or exports. Our service is constant and provides updates to keep you informed of what's happening during the sailing of your container.

LCL & LTL



For us every cargo is equally important no matter how small it is. We make our sea and land consolidation service available for imports or exports.

AIR



Air cargo handling from / to the main airports in the world. We understand emergencies and we know that every time you decide using this type of transportation is because you really need a fast service like ours.

FTL

We specialize in inland transportation in Central America for 48' and 53' equipments. We know what is required to handle your cargo through this delicate type of service. We are capable to handle imports and exports.



PROJECTS



We have the experience of handling cargoes for special projects, such as the expansion of the canal, among others. We love the complexity of unconventional loads, we share our knowledge and also learn from our customers.

STORAGE

Panama is the bridge of The Americas, here is where we store your cargo to be sent later to the destination you require. We have the capacity to store at Colon Free Zone, Howard-Panama Pacifico, Panama City, etc.



DISTRIBUTION

We have the ability to support companies at times when they require solutions to distribute their cargoes nationwide. We understand the importance of delivering locally and in times of high demand we put our capacity at your disposal.



FREIGHT FORWARDING

We are agents of Marco Polo Line Network in Panama, this allows us to meet your needs globally. We continue to cover origins and destinations where we never thought we were going to get.





YOUR KEY TO
THE WORLD



About Us

KTL Australia is a Melbourne based freight forwarder, established in 2008, that has developed a reputation for excellence in customer service and reliability. At KTL Australia we aim to ensure that your requirements are always serviced at the highest level. We have fostered strategic business relationships with our global network partners which provides our clients exclusive access to offices strategically positioned in every corner of the world, thus providing a distinct advantage over our competitors.

Services

- Sea Freight.
- Customs / Quarantine Clearance.
- Freight Management.
- Coastal Shipping.
- Air Freight.
- Consultancy.
- Break – Bulk / Project Cargo.
- Transport.
- Warehouse Management.



Construction

We work directly with some of Australia's largest and most reputable construction companies.

- Proven experience with more than 100 completed projects.
- We have built strong relationships with overseas suppliers that allows us to offer a polished door to door service to project teams across Australia & New Zealand.
- From skyscrapers to suburban multi-level apartment sites, we can assist with any construction project.
- We have well established relationships with our local suppliers to ensure we can meet the requirements of project teams.

LEAN LOGISTICS

BOGOTA



LEAN LOGISTICS SAS

International freight forwarder

ISO 9001

BUREAU VERITAS
Certification



Maritime resolution: DIAN 570

Aerial resolution DIAN 946

Network members



We have certifications and resolutions
important to provide you with better service
logistics and with the best quality standards



WWW.LEANLOGS.COM

CARE MPL

ITALY



SMART WORKING – FOCUS ON CYBER RISKS

In these days of emergency linked to the spread of the new coronavirus, many companies worldwide have adopted the smart working solution. The risk related to corporate data security is underestimated for those companies that have allowed their employees to work in “smart-working” fashion. It is indeed true that this method brings numerous advantages, but we would like to raise the attention of firms also to its threats, something we already did during a recent MPL webinar.

And indeed: what degree of security can corporate computers – and private ones, because not everyone has them – have, when it comes to a home WiFi network, through which employees access their work documents? How improvised is the solution and how truly reliable and safe? If the employer, on the one hand, can see the advantages from an economic point of view (i.e. continuity of service), on the other hand he/she must be very careful to avoid that a solution that is in principle advantageous, brings far more substantial financial and reputational damages.

Unfortunately, we live in a worse world than we think and these days there are countless fake Covid-19 themed e-mail alerts that actually

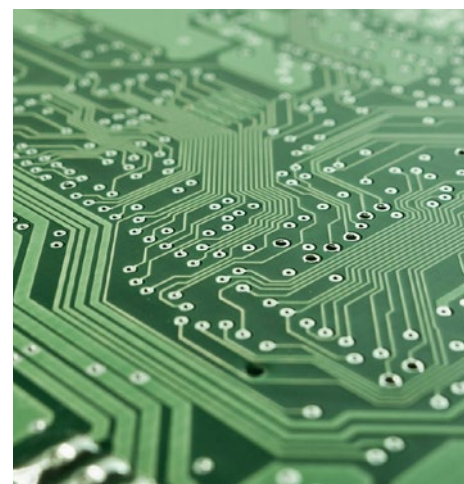
hide cyber security threats and major network violations. A shameful form of “digital looting”, with the intention of bringing other types of “infections” online, while taking advantage of the one spread in the real world.

In addition to verifying – as also in the ordinary workplace – that the employee uses company devices for the sole purpose of work, it is necessary to set up user accounts with limited access, encrypt data and establish connections to company data via VPN, with minimum security protocol like the OpenVPN type. It would also be advisable to encrypt the data present on external devices and to set up DLP – “Data Loss Prevention” procedures. Company IT consultants will be able to provide detailed guidelines.

Once minimum safety standards are guaranteed and procedures are followed (companies – regardless of size – should provide their employees with detailed guides), firms should think about protecting themselves from an insurance point of view, with cyber risk policies, whose offer on the insurance market is constantly evolving.

CARE MPL has been a pioneer in cyber insurance consultancy activity aimed at Italian and

foreign companies. Cyber risk is now known above all for coverage against hacker attacks, but actually offers a whole series of protections, against business interruption for example, or with reimbursement of costs for the recovery of data and systems, plus in some cases also reputational damage. Cybernetes, CARE’s cyberconsulting program on the market since January 2018, wants to put customers back in a secure position of trust and control over their virtual assets, following in-depth assessments regarding actual risks and compliance with GDPR legislation (EU companies). Subject to local compliance, we’d be happy to review your requirements, so do contact us!



CARE MPL

ITALY



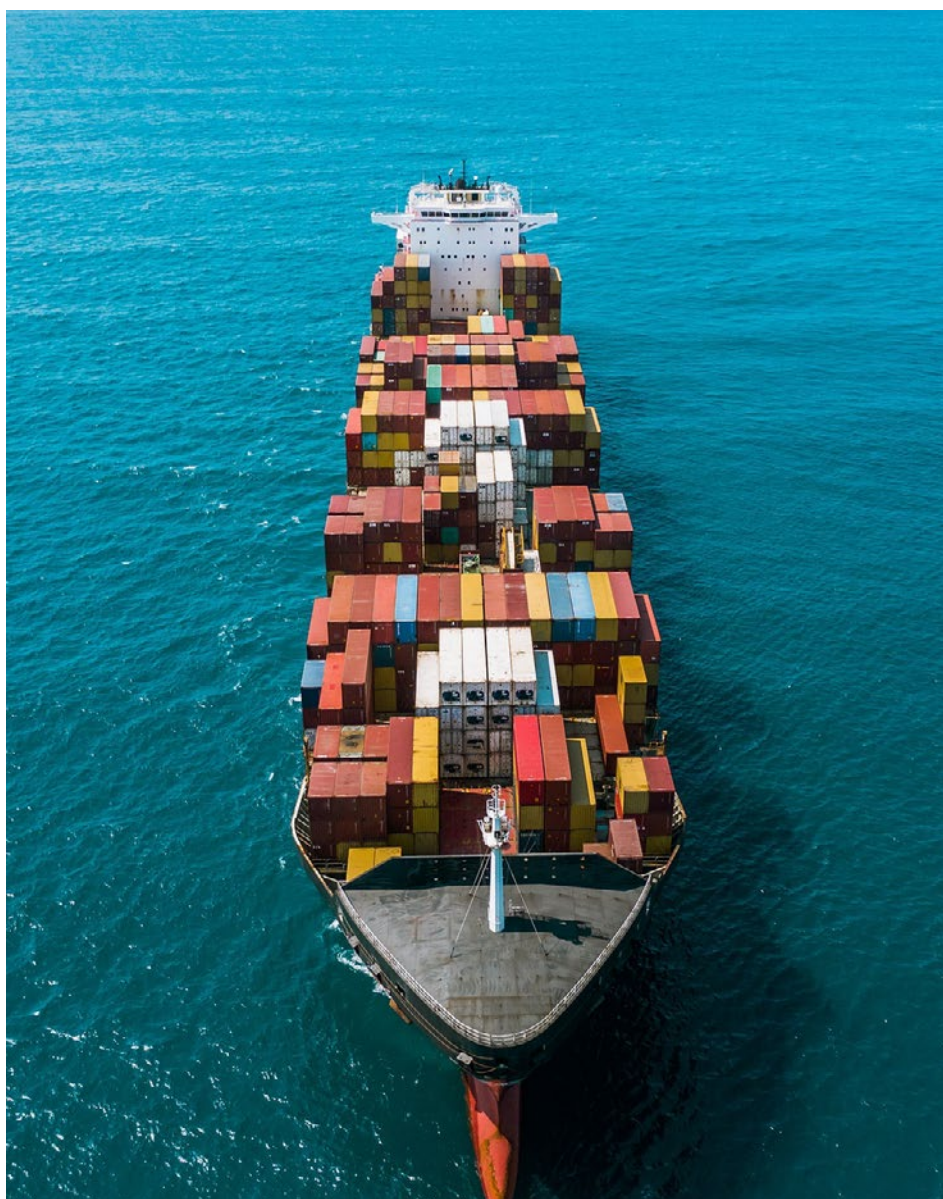
The network's official Insurance broker!
Based in Italy and Switzerland, we can cover you worldwide thanks to our many correspondents across the globe.
Get in touch for a bespoke marine, cyber or business travel Insurance proposal!

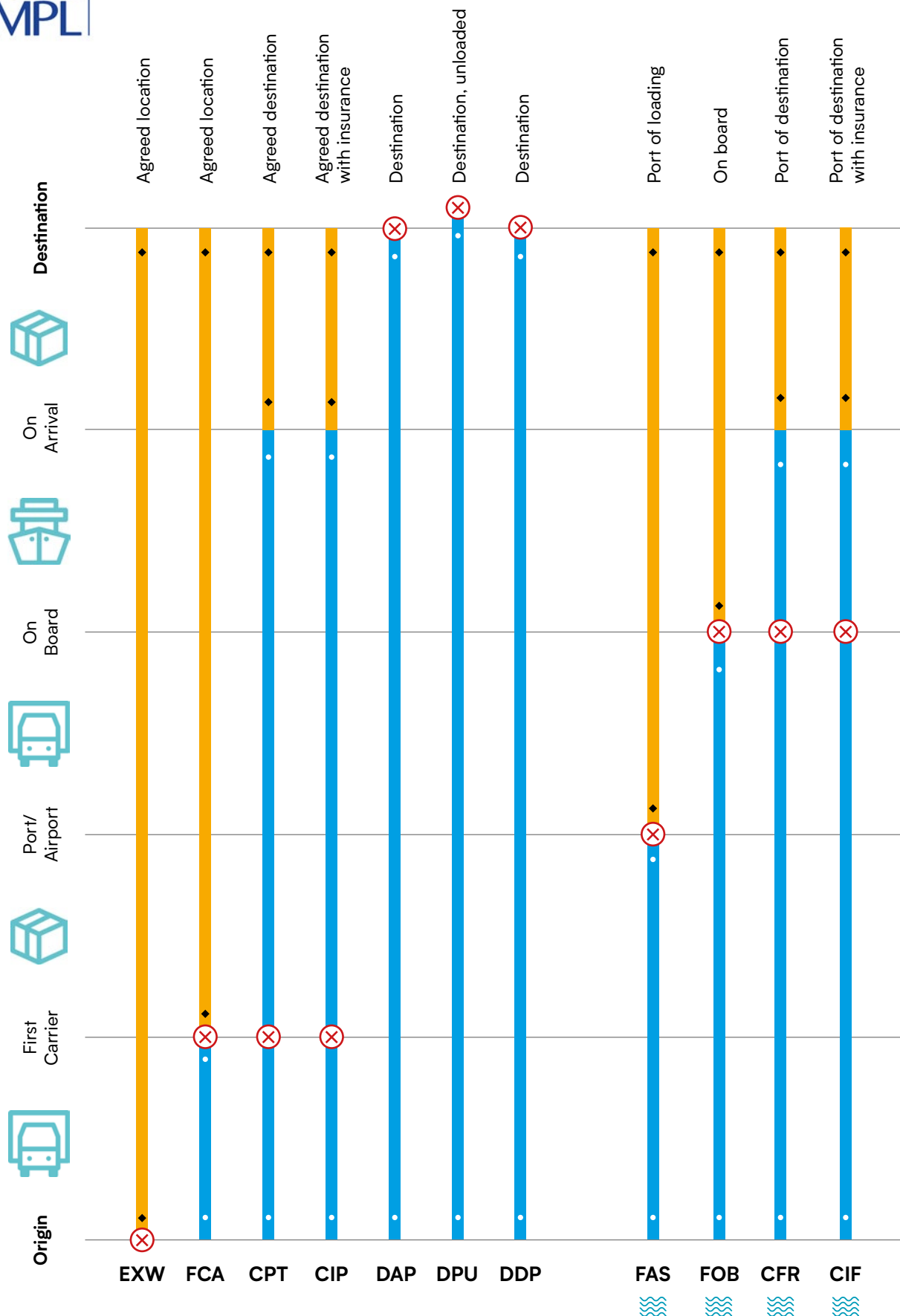
Cristian, Matteo and Rosalyn and indeed the whole team will be happy to assist you in a timely and professional way.

Our most successful marine insurance products among MPL members: All risks cargo insurance
Freight Forwarder's liability insurance
Warehouse cover
Marine charterers' liability insurance

CONTACT US FOR A QUOTE:

Matteo Albertini
matteoalbertini@brokercare.com
insurance@marcopoline.com





NOTICE:
This chart is for reference only,
and is to be used together with
Incoterms® 2020 rule book.

EXW EX WORKS
FCA FREE CARRIER
CPT CARRIAGE PAID TO
CIP CARRIAGE AND INSURANCE PAID TO
DAP DELIVERED AT PLACE
DPU DELIVERED AT PLACE UNLOADED

DDP DELIVERED DUTY PAID
FAS FREE ALONGSIDE SHIP
FOB FREE ON BOARD
CFR COST AND FREIGHT
CIF COST, INSURANCE AND FREIGHT

• Seller
♦ Buyer
✗ Risk Transfer

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
- 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.

PLEASE SEND YOUR INPUT NOW,
FOR THE JULY EDITION (**OR AT
LATEST 20TH AUGUST**), WHETHER
IT BE AN ARTICLE OR COMPANY
PUBLICITY TO THE EDITOR:
sandy@marcopoline.com.
PHOTOS ARE WELCOMED TOO,
THEY PROVIDE AN INTERESTING
LINK AND ADD COLOR TO THE
NEWSLETTER.