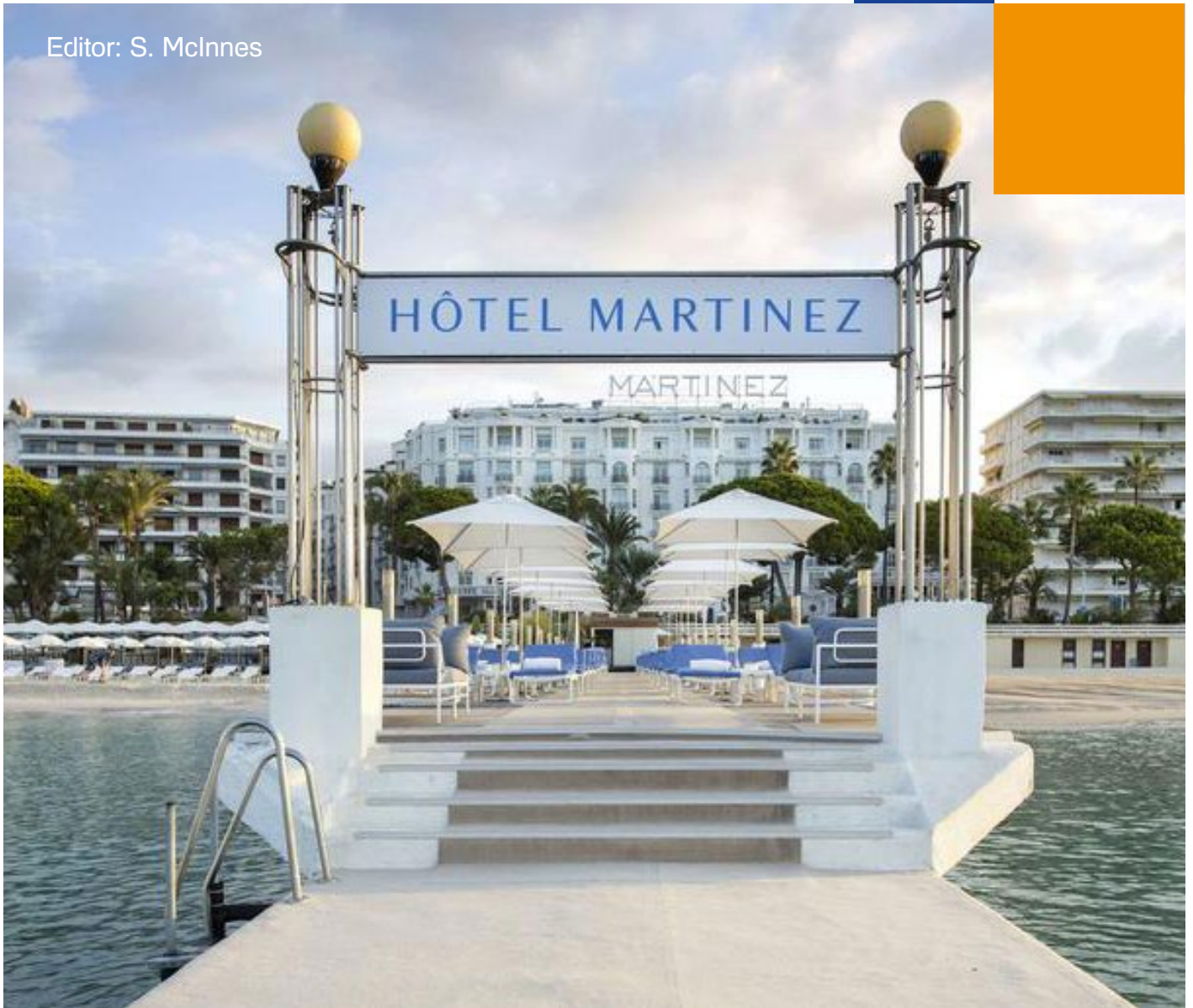


# Newsletter

## #51

April 2020

Editor: S. McInnes



CARE/MPL  
FIRST EVER WEBINAR

MPL CONFERENCE  
CANNES 2020

THE CHALLENGES  
OF COVID-19

# MPL NEWS

**TAKING THE NEGATIVE EFFECTS OF THE CORONAVIRUS, CREATE SOMETHINGS POSITIVE, AND THEN ADD A TOUCH OF HUMOUR.**

Daily we are flooded with negative news about the Coronavirus. We know only too well how this is affecting us personally, being cut-off from family, friends and business colleagues and the incredible economic repercussions.

Now in the Northern Hemisphere, the weather is improving, yet we can't take a stroll in the sun, go to the beach, or play with our children in the park. Football matches, the cinema or the theater are all off-limits. The list of things we cannot do, is endless, HOWEVER, unbelievable as it may seem, some positives have emerged from this, as a direct result of this pandemic.

Dolphins are being seen in harbors, the canals in Venice have never looked so clean. In Thailand Sea Turtle eggs are hatching on the beaches and baby turtles are making it to the sea in numbers

far exceeding previous memory. Cities that could not be seen from the air, due to pollution are suddenly visible.

Globalization in many ways is being reinforced. This crisis reminds us of our underlining unity as humans and it has highlighted and created heroes.

Here are some words that describe the positive effects this pandemic has invoked

- DEDICATION
- CARING
- INSPIRATION
- COURAGE
- INITIATIVES
- HUMOUR

**DEDICATION** top of the list of course are the medical staff who are the Officers, Soldiers and Infantry throughout the world, battling this war. That includes too everyone that makes a hospital function. Let's not forget the freight forwarding industry who make the arrangements for the delivery of the highly needed medical equipment Personal Protective Equipment (PPE).

**CARING** examples are those people who volunteer to deliver food to those who are housebound due to poor health or age. Then there is 'adopt a grandparent'. This program connects elders who live in nursing homes with youngsters around the world.



# MPL NEWS

**INSPIRATION** can be gained from the 99-year-old, in England, Captain Tom Moore whose ambition was to collect £1000 for the NHS charities (National Health Service) by completing 100 laps around his garden, before his 100th birthday at the end of April. Instead he has collected £26 million.

**COURAGE.** The captain of the Diamond Princess cruise ship, where the coronavirus had spread to over 700 passengers, was the last to leave the boat after making sure everyone had disembarked safely. Passengers said Captain Gennaro Arma did his best to keep the quarantined in good spirits with informative announcements and strove to reassure everyone.

**INITIATIVES.** In Italy one young girl is playing tennis from the roof top of her apartment to her friend on another apartment to the rooftop, with several buildings in between.

**HUMOUR.** Costume-themed bin outings go viral as people look for laughs during coronavirus isolation. Even with a lockdown, you must take the rubbish out. Some people in Australia started dressing up for the occasion, some elegantly and some not so much.

**STAY SAFE!!**

## 13<sup>th</sup> ANNUAL CONFERENCE CANNES - FRANCE

**W**e remain optimistic, that this terrible pandemic will have evaporated and that our important Conference will go ahead as planned. Think you will agree, it will be all the more significant this year, after we have been on lockdown, to have the opportunity to see our friends, reunite with business partners and to meet new members.



HOTEL MARTINEZ

POSTER CANNES VINTAGE



# 13<sup>th</sup> ANNUAL CONFERENCE

## ITINERARY IN BRIEF (Subject to Change)

GOLF OPIO VALBONNE

### SUNDAY, 18<sup>TH</sup> OCTOBER

Arrivals for those who want to play golf the following morning.

### MONDAY 19<sup>TH</sup> OCTOBER

Majority of arrivals

07:45 – 16:00 MPL GOLF TOURNAMENT – Golf Opio Valbonne

19:30 – 20:30 Welcome Pre-Dinner Drinks with Hors d'oeuvres

20:30 – 23:00 Welcome Dinner with unlimited drinks throughout

### TUESDAY 20<sup>TH</sup> OCTOBER

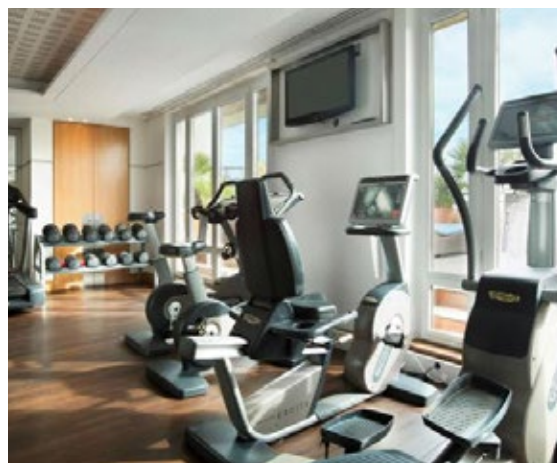
09:30 – 17:00 Conference Business and one on one meetings

19:30 Meet in the Foyer

20:30 – 23:00 Le Moulin de Mougins



HOTEL MARTINEZ - CONFERENCE ROOM



HOTEL MARTINEZ - GYM

## ITINERARY IN BRIEF

### (Subject to Change)

SAINT-PAUL DE VENCE

#### WEDNESDAY 21<sup>ST</sup> OCTOBER

- 09:30 – 16:00 All day one on one meetings
- 17:00 – 18:30 Football Match (meet in the lobby at 16.15)
- 19:30 Meet in the Hotel Foyer
- 20:00 – 02:00 MPL PARTY – “Chateau de la Begude”, Opio

#### THURSDAY 22<sup>ND</sup> OPTIONAL EXTRA/EXCURSION

- 09.00 – 16.45 From the hotel with transportation provided.  
To include excursion of Saint-Paul de Vence and its  
historical sites with an English guide.  
Lunch and free time for shopping until 15:45

THANK YOU TO THOSE MEMBERS  
WHO HAVE ALREADY BOOKED FOR THIS GREAT EVENT.

**WE WILL KEEP YOU UPDATED  
ON THE CONFERENCE AND TO ANY CHANGES.**



FOOTBALL MATCH

LE TILLEUL - SAINT-PAUL DE VENCE

# MPL DEVELOPMENTS

**M**PL as you are aware, has completely revamped its website, and we encourage all members to have a good look and get used to how to use it to your best benefit.

Absolutely essential is that you regularly check the Network of Offices, because we are

constantly gaining new members, plus the members we have may well change their details and of course, and unavoidable is that members leave or are expelled. Don't rely on your memory, check your facts first. This could well save you MONEY!!!

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



# MPL NEWS

## MPL PARTICIPATION AT 2020 EXHIBITIONS

### INTERMODAL BRAZIL

**M**PL out of necessity caused by the Coronavirus, had to cancel our attendance at Intermodal/Brazil earlier this year. It is an important event for our Group, and it is planned to re-arrange our participation for March 2021.



INTERMODAL SOUTH AMERICA –  
BRAZIL – DURING A PREVIOUS YEAR

### BREKBUK EUROPE

**A**gain, due to the Coronavirus pandemic, the organizers of Breakbulk Europe have postponed this event and will now open in Bremen, Germany on the 29th September and continue through to 1st October.

This is the world's largest exhibition for project cargo and the breakbulk industry.

MPL WILL KEEP YOU POSTED FOR BOTH BREAKBULK PLANNED FOR LATER THIS YEAR AND ON INTERMODAL IN 2021.



# THE CHALLENGES OF COVID-19

BRIEF OUTLINE OF AIR CARGO COMPANIES WHO HAVE STEPPED UP TO MEET THE CHALLENGES OF COVID-19.

ANTONOV AIRLINES

**A**NTONOV AIRLINES on the 14<sup>th</sup> April, transported 100 tons of medical supplies from Tianjin China Airport to Warsaw, Poland. The aircraft was carrying tests for laboratory analysis, medical masks and other protective equipment.



**A**TLAS AIR a subsidiary of Atlas Air Worldwide, has donated air transport to New York University (NYU), Langone Health for the movement of essential medical equipment. Earlier this month they operated one flight from Shanghai to New York City and then Shanghai to Chicago. The Atlas Air operated Boeing 747-400 freighters were filled with medical gowns, face shields and masks necessary to protect frontline responders dealing with the Covid-19 virus.

ATLAS AIR



**E**MIRATES SKYCARGO which says it operates flights to 51 destinations globally, out of which 19 cities are served by the Emirates SkyCargo Boeing 777 freighter aircraft and 38 destinations are served by dedicated cargo flights of Emirates' Boeing 777 passenger aircraft offering up to 50 tons of belly capacity. This month they moved 125 tons of urgent foodstuffs to Dubai and 75 tones of pharmaceuticals and medics from the UK to the UAE, China, Pakistan, Australia and Japan. Since the beginning of April, the carrier has executed 30 chartered flights connecting over 20 global destinations. The main commodities transported were medical supplies and equipment for hospitals.

EMIRATES SKYCARGO



# THE CHALLENGES OF COVID-19

BRIEF OUTLINE OF AIR CARGO COMPANIES WHO HAVE STEPPED UP TO MEET THE CHALLENGES OF COVID-19.

**E**TIHAD CARGO to compliment its operational fleet, it using passenger aircraft for special freighter and humanitarian flights. They have been flown to Addis Ababa, Amsterdam, Beijing, Bogota, Bucharest, Copenhagen, Chennai, Cochin, Dublin, Frankfurt, Jeddah, Johannesburg, Karachi, Khartoum, Kiev, Milan, Paris, Rome, Shanghai, Tbilisi, Wuhan and Zagreb. More special flights are to be introduced in the coming weeks.

ETIHAD CARGO

**H**ONG KONG AIR CARGO TERMINALS (Hact) has taken precautionary measures to protect its staff from the pandemic. It has installed thermal cameras at its terminal to help identify staff members with abnormally high body temperatures – which is a key symptom of the virus. These temperature checks include all staff during their shifts and office staff during their lunch breaks. Their canteen, has restricted the number of seats to comply with distancing regulations. Furthermore, they revise its shift rosters on a regular basis to ensure the number of staff on site at any one time is minimized.



**I**AG CARGO AND BRITISH AIRWAYS has transported an essential delivery of personal protective equipment (PPE) to Heathrow for the NHS using British Airways' first fully optimized cabin. IAG and British Airways worked together to expand aircraft cargo capacity using the passenger cabins.

**IAGCargo**

# PETER RATHMANN



When we joined the Marco Polo Group in 2014, our focus was not aimed at a lot of new shipments and freight. We already had a well-functioning network with numerous hand-picked agents in many countries in the world. But not, however, in every country. So, this was exactly the reason for joining MPL: so that we could serve our customers even in the countries in which we didn't have any contacts, or, as the case may be, any good contacts. In the meantime, we've established a good working relationship with quite a lot of the people in the group and even a close relationship with many of them; we mutually support each other when need be. As the saying goes: good contacts are only damaging to those that don't have them.

During the Corona crisis, one notices even more how familial the MPL partners have become with each other. We are pleased to have made the right choice with MPL.



QUAY HANDLING OF WIND TURBINE SEGMENTS  
IN ROSTOCK, MARCH - SEPTEMBER 2019



# PETER RATHMANN



I hope very much that we all learn from this world-wide pandemic, specifically that "even more turnover and even more profit" needn't always dominate our daily business.

I also wish that we in Europe most quickly come to an agreement so that every economy, every country gets back on its feet as quickly as possible. Whether it be by means of "EURO BONDS" or "CORONA BONDS" or whatever, the main thing is that we come to an agreement. We Germans should know that our economy only works when our neighbours in Europe, or, for that matter, our neighbours world-wide are also doing well. There is a mutual dependency. We're ALL sitting in the same boat.

I haven't even said a word about Peter Rathmann & Co., but for that we'll be seeing each other at the next conference this year in Cannes, provided that it is permitted to take place.

For those of you who haven't got to know us yet, we're located in Hamburg and provide, in addition to our niches that we serve (project cargo for example, a few pictures are attached) the complete range of logistics that are required in international transport. You can find us at [www.rathmann-co.de](http://www.rathmann-co.de).

Andreas Ehrhorn.  
Kind regards from the Hanseatic  
City of HAMBURG –  
and please stay healthy!

April, 2020



MOVEMENT OF EXCAVATOR BOOM  
FOR PANAMA CANAL - BRV



TRANSPORTATION OF HELICOPTERS  
FROM EUROPE TO ALASKA - JANUARY, 2018



# ACA International

## CHINA



First and foremost, I sincerely wish every member and their families are staying safe during this pandemic situation. COVID-19 has changed our lives. However, as soon as all of us join together, with proper distancing and isolating, we will heal and finally succeed.

Understand that recently members have encountered many inquiries about Epidemic Prevention Supplies (EPS) logistics and soaring needs. I would like to take this opportunity to share some critical information to avoid anyone of us getting into trouble.

EPS items exporting from China is now getting more regulated. These include COVID-19 testing agents, protective clothing, masks, infra-red thermometers, etc., are all under control. The Chinese government has published a list of factories who are qualified to produce all these items.

On top of that, the Ministry of Commerce also just announced that all these EPS items will have to have secure MOC clearance, which was just started in week 15.

All in all, suppliers need to possess and prepare the below documents in order to get goods cleared in China for export:

- Business license with business scope covering production and exportation

- Production permit indicating factory has permission to produce specific PPE item

- Test report for product quality

- Registration certification for medical devices or supplies

- Product manual and production lot number references

- Product quality and safety specification (accomplished with the product during export)

- Certification issued by Ministry of Commerce

If any of your clients are now purchasing PPE items from China, these will be important for them to cross check with the supplier whether they possess all of the above correct documents.

Naturally, proper and valid CE or FDA or AS/NZS certifications will be necessary for clearance at destinations. Presently there are many issues about these certifications provided by suppliers. Especially during early March, there were a lot of invalid CE certifications being issued from CELAB, ICR Polska, ISET, ECM, NPS, CIC GTS, Huaxun, ENC, STS Inspection and Certification and HTT. For further details, the reader can access more information from the web site of European Safety Federation/COVID-19.

As buyers may in future not be able to collect what they have

bought, there will be the possibility of disputes over the forwarder's invoice. If we can explain to clients BEFORE the shipment, we will be free of liability.

Furthermore, due to restrictions and the shortage of airfreight capacity, especially from South China, that airline will collect a dead freight penalty once the cargo is booked. Therefore, it is strongly advised to have a full payment on the logistics cost in advance from customer and to explain clearly to the client the present situation and their potential risk and liability.

ACA has been involved in EPS operations since the outbreak of COVID-19 in China. This has brought on a change from importing to Hong Kong and China to exporting globally by air or sea.

We will be very happy to provide additional information in particular on the difficult areas and of course any needs for shipping EPS items.

**Ricky Shon**  
CEO

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# PRO-SHIPPING

## MEXICO



### DDP in Mexico, a Cultural Challenge

In Mexico, the law regulations and "traditional" ways of clearing cargo has become an interesting challenge to import under DDP terms.

We have to consider that, for Customs Clearance in Mexico, the norm is that every Importer has his own Customs House Broker. Mexican Law and IRS (SAT) indicates that Taxes and duties must be paid from the Importer's Bank Account. Therefore, it is usual for Mexican Importers to pay these Duties, Taxes, customs fees and maneuvers. For importers there are no problem in paying these costs because they hired his own Customs Broker.

We receive DDP quotations regularly. Even when we can calculate VAT and Duties, custom fees and maneuvers, the costs form only an approximate rate,

and may be variable. This is a risk because Agents wants to pay the amount originally quoted. Another issue is that we have to setup an Importer's Company with a "new" Customs Broker and they need to share important and sometimes confidential documentation: Company Charter, IRS codes, pics of door location of company etc. This may become an uncomfortable situation for importers in Mexico.

The options we have:

- 1.- To reach Importer's Customs House Broker (already hired for the customer) and ask for a quotation.
- 2.- To become a DDP shipment on DAP or DAT. Which is more usual and comfortable for all parties involved.
- 3.- When the Importer is new and starting operations, we can offer and handle Customs Service for the first and following services.

It is important that our fellow MPL agents consider this information. Naturally, we are always willing to look for the best ways to attend to Customer's needs.

If you are interested or have more questions about this topic, please contact our local office at Mexico City, and we will be glad to give our support.



PRO SHIPPING MEXICO MEETING  
WITH BELGIUM AMBASSADOR  
SR. ANTOINE EVRARD



# PRO-SHIPPING

## MEXICO

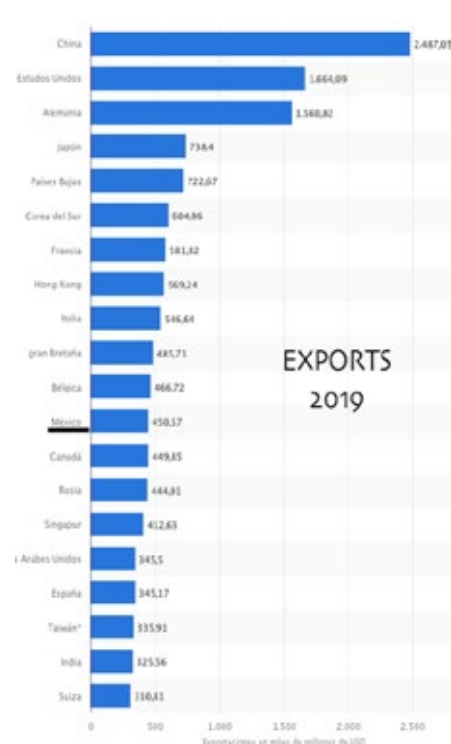
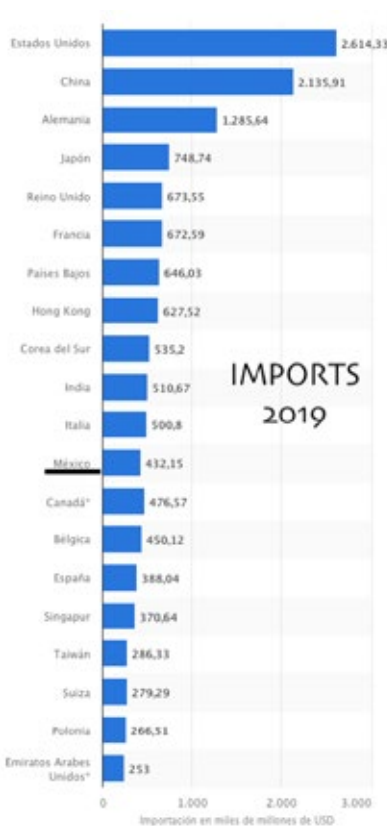


### IMPORTS & EXPORTS IN MEXICO COVID-19 // PAST, PRESENT & PERSPECTIVE

**M**exico is a traditional and active market for Imports & Exports. In 2019 based on the first 15 countries with major participation around the World. \*\* The population with 127 million, Mexico is a good target for inversion and the work force.

\*\*statista

**D**uring 2018 Mexico got an important increase in operations, 2019 however, did not close as strong as we had expected. 2020 is proving a challenge due to National and International changes and regulations, and now of course we, like everyone in our business, must deal with the repercussions of the COVID-19 PANDEMIC. At this moment, late April 2020, social life is paralyzed in Mexico, the same as many countries around the world. Our Government is closing public places and non-essential activities have stopped. This situation is halting the rhythm of regular marketing and as a natural consequence, economic activities will suffer and affect the import and export statics. In a few months, we will be able to see the "damage" this situation has caused, and our country and all the others, will urgently need to start a strategy for recovery. Regarding our activities, Ports, Customs, roads and railways in Mexico are still working normally and freight forwarding carries on well.



We are adapting to the new challenges. The coronavirus will continue to increase the number of infected cases in following

days but, we hope they can be controlled and we can maintain services as normal.



TRADE BALANCE  
IN MEXICO

# FMG

## RUSSIA



**D**ear Friends,  
This year is hard challenge for all of us. The epidemic of COVID-19 had corrupted logistic systems and forwarding business. However we had new experience and got stronger.

First of all it showed us the logistic process may be organized remotely from our home. The success of that method depends on individuality and internal responsibility of employees and managers. If the specialist knows all issues preventively then waste of time and others losses are minimal.

Russia faced with the virus problem later than others countries so we had some time to prepare the needful measures. Our government understands

that the invisible enemy unites all humanity. That's why Russia sent aid planes to countries where the situation are the most hard – Italy and USA.

We consider the victory over virus is under the responsibility of everyone. The darkest hour is just before the dawn. You can be sure FMG Shipping and Forwarding are not offline, we are working as hard as we can to provide the best service and finding the solutions for everyone.



APRIL, 2020

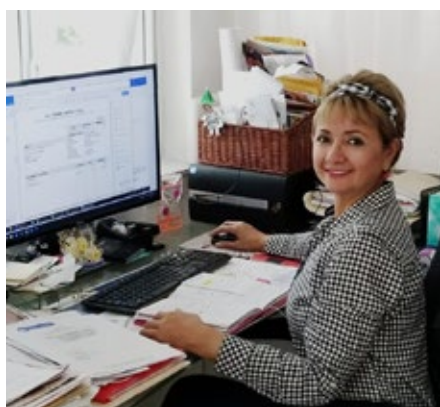
# All Trans Cargo, Corp.

Logistic Services Network

## NEWSLETTER

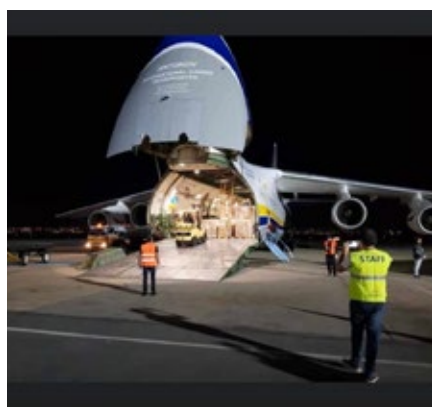
### OUR SECTION

Message from our CEO Mrs. Lic. Ana María González: *"In the face of adversity, we want to convey to you the security and trust that Alltranscargocorp, will be together with our allies of the 9 agent networks to which we belong, strive to protect primarily the health and well-being of our employees and their families."*



### Working from our Homes

Our company takes the challenge to work from our homes, and we take on line inquiries in our normal schedule. Our pricing and sales team work normally. Quote us!



### Airport Situation

Our local government impose to close passengers flights in all Ecuador. Guayaquil only receive cargo from charter flights and Quito maintain normal operations with commercial airlines.



### Supply Chain Situation

Our national and international logistics operations will not suffer any variation. They are maintained normally. In Alltranscargocorp we make the impossible possible to get your cargo just in time.

Follow us in 

[WWW.ALLTRANSCARGOCORP.COM](http://WWW.ALLTRANSCARGOCORP.COM)

APRIL, 2020

# All Trans Cargo, Corp.

## Logistic Services Network

### NEWSLETTER

## OUR SECTION

Our internal situation has been modified by local government. This is the case of inland trucking schedules.

We work from our homes, but it doesn't switch the normal logistics of supply chain.



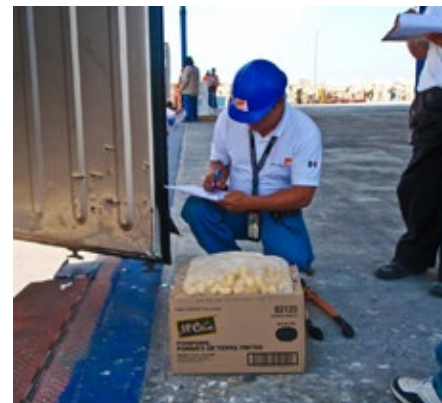
### Inland Schedules

As internal measures and to prevent the spread of the covid19, the government has established that the hours of circulation of international cargo vehicles are only for 9 hours a day. From 5:00 am to 14:00 hrs.



### Container Depots

Some container depots serve 24/7, but others have only reported that they will attend at specific times. This is the case of the ONE container depot that only has daytime hours. This situation has led us to carry out more specialized logistics.



### Customs Situation

Due to the covid 19 pandemic, the customs situation in our country has turned to process medical supplies, such as masks, surgical gloves and laboratory tests. These procedures are being carried out normally online, thanks to the collaboration of Ecuadorian customs.

Follow us in 

[WWW.ALLTRANSCARGOCORP.COM](http://WWW.ALLTRANSCARGOCORP.COM)

# REAL LOGISTIC

## POLAND



**D**ear Marco Polo Line Members

We would like to invite you to use our new LCL rail service from China. It's a very interesting alternative to the others means of transport. Now, especially with such expensive air freight charges, LCL by rail is a good option not only for sea freight from China.

- Warehousing, customs clearance and road transport.  
For more information and to book the place, please contact us: [consol@real-logistics.pl](mailto:consol@real-logistics.pl)

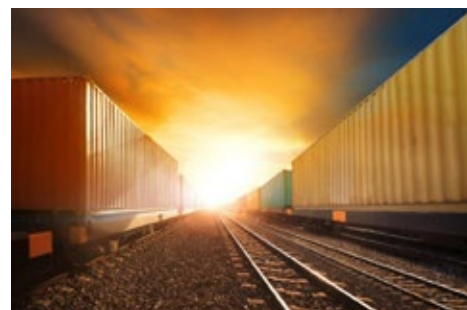
We hope you are well and healthy! We wish you all the best despite the difficult times with this pandemic.

Real Logistic Team



Here are more details about our service:

- LCL rail
- Xi'an – Warsaw (then we can deliver to other European countries within 24-48h)
- T/T. 12 days
- Each Saturday
- Pick-up ex all locations in China



# MARE

## TURKEY



Dear Marcopolo Family ,  
Nowadays it is not so easy to concentrate on our biz but as we are all aware the logistics sector is one of the most important chains of the trade ..so it should not be stopped and luckily for some we still can do the business. I would like to wish to all our friends and partners very healthy days for the future and are all very sorry about the people who passed over due to coronavirus pandemic issue . During these hard days what we do as Mare Logistics, first we have organized ourselves for a smart way of working and now we all can follow, check and control the business from our homes. In order to protect our staff from this outbreak, we decided to have maximum of two people in the company until this pandemic attack has ended officially . Another important point is to show respect to our partners which we do biz with together and are trying to pay them on time. Naturally we also want our partners to pay us on time as well. To be honest being a member of such a network suits us best especially for these kind of payment issues. Regarding our business activity, as of 1st July 2019, our Ministry of Transport made it compulsory to obtain accreditation. As per the Ministry, all Turkish freight forwarders should be accredited, otherwise there are severe penalties.

For example, if a Freight Forwarder operates without a licence, they will have to pay TL 15,000. - for each transaction they make (each invoice), which would amount to hundreds of thousands of USD and would probably bankrupt many of our Freight Forwarders. This could affect Marcopololine agents cooperating with unlicensed Freight Forwarders in Turkey.

We as MARE have obtained our accreditation as attached.

By the way , we have also updated our website and the new website is online now , please visit [www.marelojistik.com.tr](http://www.marelojistik.com.tr) ; We also have an Instagram account [marelogistics](https://www.instagram.com/marelogistics) for you to follow as well .

Finally, hope to see you all in France at the MPL 2020 Annual Conference. Miss you so much and to all our friends please #stayathome #staysafe. Even if the IMF says this might be worst economic crisis since the 1930s depression , I am sure that we will fight against it all together and we will win the battle against the coronavirus with patience, unity, knowledge, wisdom and courage!

Best Regards ,

## TO SUMMARIZE

1. Business is still alive ...and we are working here without any problems, banks remain open and operating well.
2. We have changed our way of working like all trying to use the smart working system from homes
3. Payments, OK may seem irritating but we must respect others and have to pay on time as much as we can.
4. A legal application in Turkey and want all people to be sure that we are accredited see attached proof.
5. MARE's new website - instagram account of MARE LOGISTICS.
6. Closing with good wishes

Kerem YEGIN  
Mare Lojistik Hizmetleri Tic.A.S  
Mob : +90 546 646 96 15  
WEB : [www.marelojistik.com.tr](http://www.marelojistik.com.tr)

# COLE

CANADA // USA



## SHIP LOADER MODULES TO IQUIQUE, CHILE



Cole Int'l recently arranged transport of oversized bulk units to Chile. The shipment comprised of five Loader modules totaling 1250 CBM and 81 tons. The cargo was shipped on a Chartered Vessel bound to Iquique, Chile. The scope of work included route survey, scheduling pick up from various vendors, staging cargo at the port, coordination with Terminals and Vessel operator for loading the modules utilizing ship's gear.



Due to size of the cargo, movement was restricted between midnight hour and 6.00 a.m. The movement involved road permit applications from various municipalities and government bodies as the height of the modules ranged from 3.6 meters to 4.7 meters. Specialized heavy haul trailers were arranged to move the cargo during the off-peak hours. Our staff worked on site closely with the shippers to execute the shipment seamlessly to the loading port and on to the vessel.

For assistance with breakbulk, project and oversize moves, please contact Cole International Inc.

Email: [atul.roy@coleintl.com](mailto:atul.roy@coleintl.com)



# DN FREIGHT

## SOUTH AFRICA



Comprehensive Logistics Solutions

Even though we are facing challenges in South Africa, DN Freight has been able to move quite a few project shipments and specialised cargo. Attached are some of the photos of the shipments we've done. Most recently, during the lockdown, we've handled a number of sea freight shipments of food aid, and continue to do so. These products are all for Unicef, Doctors without Borders, the Red Cross, etc. Due to the confidentiality clauses between our client and the end users, we are unable to send photos of these.



We have assisted too with 8 charter flights (B-777) into JNB Int'l Airport, for foodstuff that were urgently needed for the manufacturing of food items – photos attached.

Most of our fellow agents know that we started in 1999 but few know that we started with 3 staff, in a small office at the back of a warehouse, with a handful of clients. However, this did not stop us from dreaming big and

every milestone was celebrated. We slowly started growing our client base, being known for service delivery and hands-on operations, and finally bought a property in Johannesburg. During this time, we opened both a Durban and Cape Town office, also small, but with dedicated staff and massive support from the shareholders. It didn't take long for us to burst out of our seams. Our Johannesburg office relocated to a much bigger premises, where we offer warehousing solutions, pick and pack, loading and offloading of containers etc. Olin Frederiksen, who started the company, is still actively involved and is at the office first most days. The company is his passion and this is clearly visible in the way he treats his colleagues, clients and agents. Without Olin, Haydn van Niekerk (General Manager) and Brett Frederiksen (Sales Manager), the business would have been very different. They are the backbone of DN Freight and all have a desire for us to be the best that we can be.

South Africa started a lockdown on 27 March in the face of the Covid-19 spread. The first priority of management was to ensure that the staff are safe and each person had an office set up at home. We are still working and none of our staff have contracted the virus. It took some out of the box thinking but all for the better.



We miss interacting with our colleagues but hopeful that we will return the beginning of May, once our lockdown is over. In light of us not being able to have daily chats to the staff, a WhatsApp group was created for all staff to communicate on work related issues. This didn't last long of course, and very similar to the MPL WhatsApp group, it turned into a motivational group with a good couple of jokes popping up. Business is the main focus but it is wonderful to see how everybody embraced the difficult situation and make the best of what we could.

Our government has given us clear directives on the lockdown and essential goods may still be imported and exported. Non-essential goods are moved into nominated storage facilities until the lockdown has lifted. This is negatively impacted the market as it is resulting in a shortage of containers, as it is worldwide. Some of the regulations are changed from time to time, and understandably so. Covid-19 knows no boundaries and government has to adjust in face of very trying times.

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# LOGISTICS WORLDWIDE EXPRESS GLOBAL



**B**efore the implementation of the Enhanced Community Quarantine (ECQ) by the Philippine Government across Luzon wherein major ports are situated, the Manila ports had an average of 4000 TEU'S per day then fell to a low of 40 boxes per day due to the lockdown which started on March 17.

The Government Task Force handling the crisis IATF stated provisions about unhampered movement of goods and cargo to be observed. Due to several interpretations, however by different agencies, communities and other parties involved, confusion arose which resulted in further delays on pull-out from ports. Containers overstayed from the major ports, threatening a shutdown as utilization neared 100 percent.

In response, the Philippine Port Authority (PPA), Department of Finance (DOF), Bureau of Customs (BOC), Department of Trade and Industry (DTI) and other related Government Agencies issued a Joint Administrative Order (JAO 20-01) outlining faster processing for imported goods while imposing heavier penalties for overstaying containers.

The impact of the aforementioned Joint Administrative Order shows signs of recovery despite the ECQ extension of up to 30 April. The Manila International Container Terminal and the Manila South Harbor are now at 85 percent utilization says PPA General Manager, Jay Santiago.

As of April 9, the Bureau of Customs, Electronic to Mobile (e2m) systems are fully functional and available after experiencing glitches and temporary shutdowns due to technical difficulties during the past few days, that contributed to the release and pull-out of containers from the ports.

Limited forces are still being observed by the Customs Offices to minimize people's movements in accordance with the ongoing ECQ regulations which may still contribute to challenges on curtailing delays.

**LWE Philippines, Inc.** somehow manage to continue skeletal operations to assist agents and customers on releasing facilitating delivery of cargo within the restrictions and prevailing guidelines under the Enhanced Community

Quarantine rulings.

In line with the current situation, **LWE Philippines** is committed in meeting and managing all stakeholders' expectations by providing the sound services permitted by the present regulations amid circumstances brought on by the COVID-19 challenge.

Finally, an extended lockdown has now been scheduled to end by 30 April, but is still subject to the evaluation of the PH Taskforce and other experts, as to if and when it is deemed viable to end or if further extensions, will be required.

Michael Angelo Torres  
General Manager  
Forwarding & Logistics  
LWE Philippines, Inc.  
Email: mytorres@lwe.com.ph

# TCI

## MEXICO



The COVID-19 situation worldwide has tremendously impacted the logistics business, however TCI international Logistics has not stopped operating.

As a result of the contingency, services have begun to slow down.

Sea freight have been presenting delays upon arrivals to the Atlantic sea ports of Mexico, these as a consequence of the contingency of the European Countries.

Mexican customs have taken several actions to prevent the spread of the Coronavirus the most important is the electronically review of petitions, documents and payments

which is causing delay due to the overcrowding of their system.

Air freight service has been affected due to the lack of cargo, some of the cargo airlines are no longer in service or the sailings are very unstable.

Space needs to be requested in advance and the rates and routes are subject to change without prior notice.

Although the contingency situation has surprised us all, in some way, TCI International Logistics continues operating as usual, and we have adopted a Home Office life style to continue offering complete and quality service.

TCI International Logistics Mexico is well known for its dedication and extraordinary service on all kinds of cargo, especially in overweight and over dimensioned projects.

Herewith, you will find a picture of our last project, managed from Europe to Altamira Mexico, which was a three piece Injection molding machine, of over 40 TON delivered in Saltillo, Mexico.

We can also brag about the management of 40HC container coming from France to Mexico with a volume of 40-48 containers from an important French company.

This was a grateful accomplishment of one of our sales executive, surly it will become a big project in the future.

[m.meier@mytcigroup.com.mx](mailto:m.meier@mytcigroup.com.mx)



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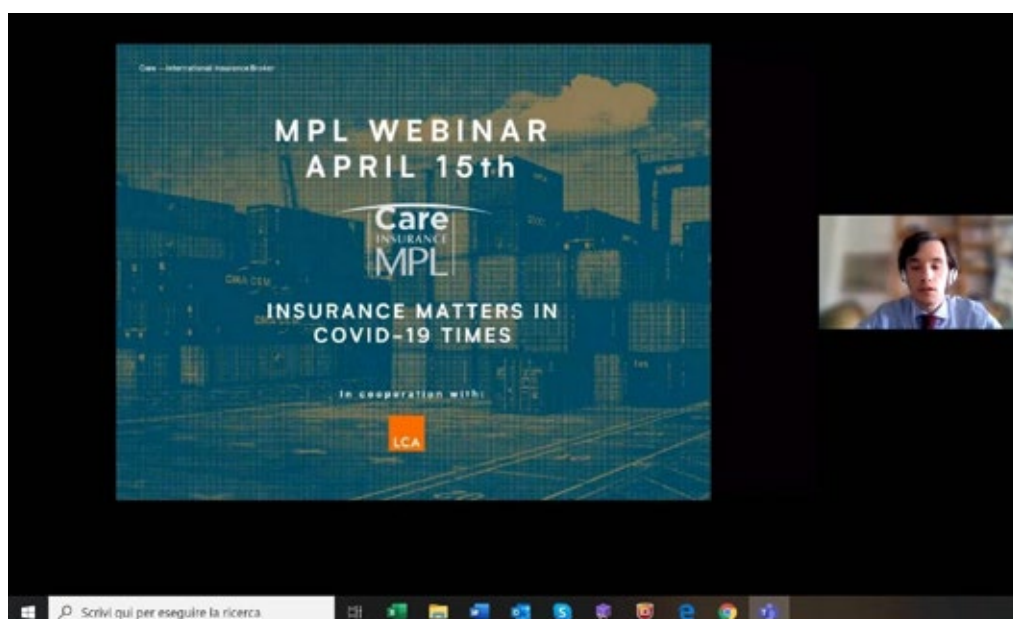
We can also help you with other risks, starting with property, liability, pollution, cyber and business travel insurance.

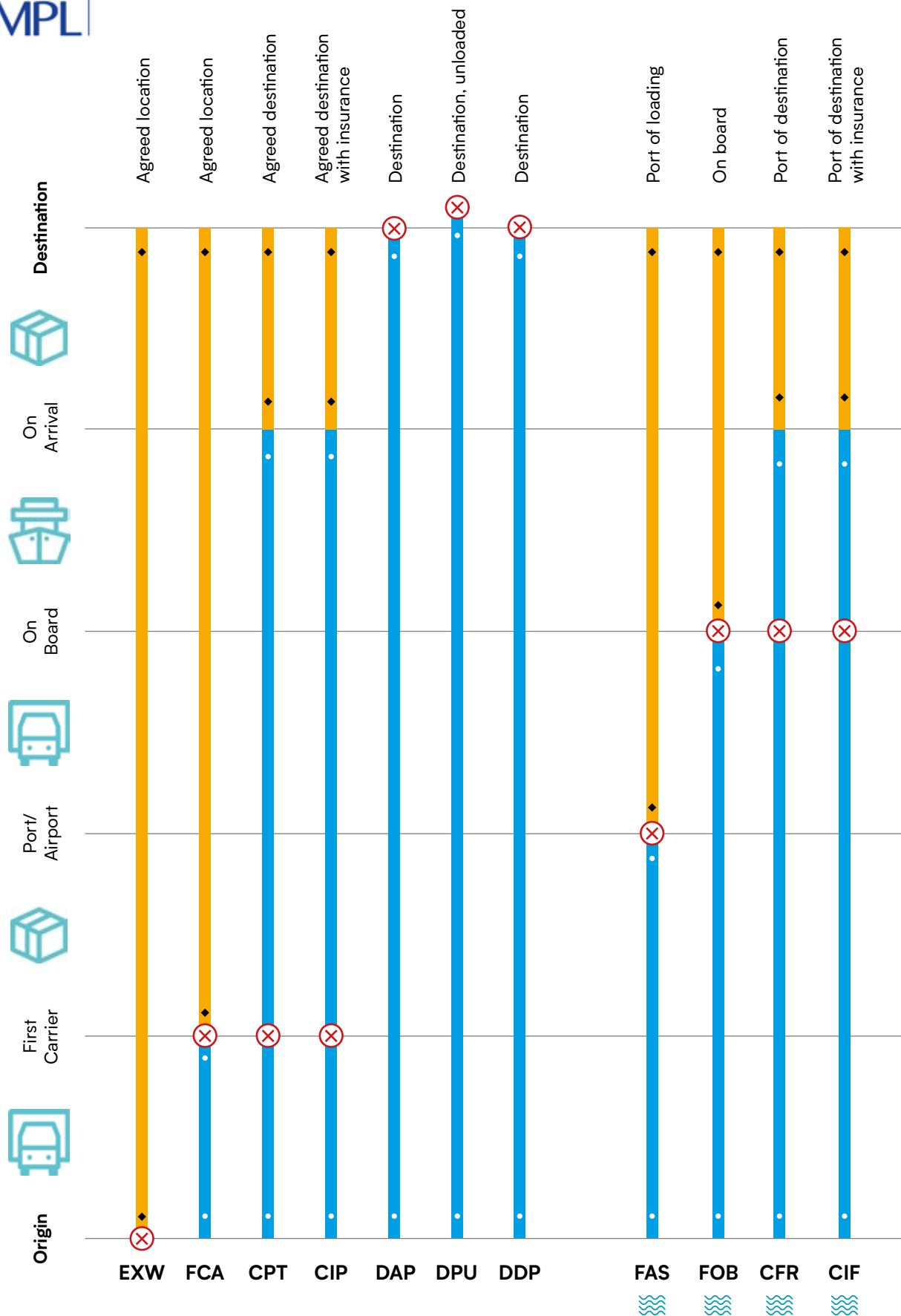
# CARE MPL



## A GREAT SUCCESS AT CARE/MPL FIRST EVER WEBINAR

On April 15th, CARE MPL and LCA Law Firm, both from Italy, have offered MPL members the opportunity to take part to a **webinar on legal and insurance matters** pertaining the covid19 outbreak. The session has been followed live by many members worldwide, who therefore had the opportunity to listen to shipping lawyers from Italy, UK, China and the US, who in turn provided many clarifications concerning the uncertainties of these days. It was important to provide a comprehensive picture and while it was not obviously possible to have experts from each and every country, the explanations that have been provided for those territories can at least provide some clarity and guidelines. Matteo from Care-MPL then provided some insight on how the insurance market is evolving during the pandemic. Both LCA and Care-MPL are available to review individual questions separately, so do contact us! More webinars will follow in the future, in the meantime **you can watch this one online** on MPL's website.





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

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[sandy@marcopololine.com](mailto:sandy@marcopololine.com).  
 PHOTOS ARE WELCOMED TOO, THEY PROVIDE AN INTERESTING LINK AND ADD COLOR TO THE NEWSLETTER.