MarcoPoloLine Newsletter

Editor: S. McInnes | MAY 2019 | Issue No. 44





MPL EXHIBITIONS

MPL participated in its first trade fair, when they took a booth at **Intermodal South America Brazil** in early 2011, where there were 45,000 visitors. The next time was at Expo Carga in Mexico City, 2013.



Intermodal South America Brazil 2011





Africargo in Cape Town 2016

In 2015, the MPL Board seriously reevaluated the significance of facilitating this service to its members and made a decision that it was important and necessary.

WHY

They appreciated that exhibiting at trade fairs has enormous benefits. It confirms you are a serious player in the freight forwarding business. It gives you the opportunity to expand your contacts; reaffirm confidence amongst your present clients, meet face to face your more remote customers and visibly put your company on the world market. An additional advantage, often overlooked, is that you can eye your competition. This can give you a competitive edge. By watching them you can learn how to improve or what not to do.

WHEN

During 2016, MPL participated at Africargo in Cape Town and took a booth at Farbe Ausbau & Fassade in Munich. Then in 2017 West Pack in Anaheim, Transport Logistic in Munich and the Big 5 in Dubai







Farbe, Ausbau & Fassade in Munich, 2016

MPL EXHIBITIONS

2018 consisted of **MPL**'s participation at **Intermodal** in Sao Paulo, **Transport Logistic**, Shanghai and **All4Pack**, Paris



Intermodal South America 2018



notional neight forwarding network



marcopololine.com





Transport Logistic Shanghai 2018

February of this year we had space at **Thailand Industrial Fair** in Bangkok.



Thailand Industrial Fair Bangkok 2019



MPL EXHIBITIONS - MUNICH



Munich trade fair center

Now we are looking forward to Transport Logistics in Munich from 4 -7 June.

There are many superb exhibition venues throughout the world. Munich remains extremely popular, because of its huge facilities with excellent organization.

The added attraction is Munich's location in Europe, near mountains and beautiful lakes.

June 4 - 7, 2019

Messe München

The city itself has much to offer, with wonderful restaurants, great nightlife and a charming old center. Stretching from the middle of the city to the northeastern city limits is one of the world's largest urban public parks - the English Gardens. Taking a stroll through there, it is hard to believe where you are. Being so far from the sea and beaches, many Germans and tourists alike, enjoy sunbathing and relaxing around the lake in the Gardens.





Visit us! Hall A5 - Booth 233

MPL EXHIBITIONS - THE BIG 5 - DUBAI

lssue No. 44



From **25 – 28 November**, **MPL** has a booth at this famous event. It is one of the most spectacular trade fairs globally.

MarcoPoloLine Newsletter

Dubai is an alpha city and business hub of the Middle East. It is also a major global transport center for passengers and cargo.

THE BENEFITS AND IMPORTANCE of the MPL exhibitions

MPL breaks-down its participation into two categories – logistics and suppliers exhibitions.

The great advantage to the exhibitions that **MPL** participates in is that their booth at each event is manned by MPL staff, who will promote and represent your company, whether you attend or not. Plus you gain exposure in the Exhibitor's Guide.

Should you attend, the **MPL Booth** is the hub for meeting your customers, without the need to spend an enormous amount on your own company booth. Furthermore, it gives you the freedom to go to other stands, whilst being well represented in your absence.



ABC SHIPPING CO. SARL - LEBANON

ABC Shipping is in the business of freight forwarding and customs brokerage, founded more than a decade ago in the heart of Beirut by Sami Ballout. With a team of tenacious owners and hardworking staff, ABC Shipping has made a name for itself amongst Lebanon's shipping and freight forwarding companies; moving cargo by air, land, and sea, throughout all Lebanese territories and Arab countries in the Middle East. ABC Shipping tends to all kinds of services, from packaging and warehousing to Door to Door services, and everything in between. From Lebanon to the whole world, and vice versa.

ABC Shipping has established throughout the years great business relations with international partners worldwide, and thus, we were able to join the two international major freight forwarding networks WCA and MPL. That way, we secured customers worldwide with all the professional export and import freights they may need.

ABC Shipping, being an IATA Cargo agent, can provide worldwide air freight service with high competitiveness and follow up due to its professional team.

We can secure all services related to your freights by air, sea, and land with an import/exporting license, packing, warehousing, door deliveries, custom clearance, and all related logistics to/ from our homeland country, Lebanon.

Beirut city, our capital, is a very active and alive city. Business there is very flexible. Lebanese human resources are very distinctive, educated, and popular in the whole Middle East.



Our new and latest development was establishing a new company that is licensed by Lebanese authorities and is specialized in the transit business (TR8 Declarations).

Beirut Port and airport's location help us gain customers easily from Lebanon and worldwide, which opens up new opportunities for further development with safe, economical, and quick service.

Our new company name is ABC Transit Co. SAL and was established in 2018.

We were one of Marcopoline's first members, joining in 2007, which made us one of Network VIP member.

We hope by participating in these international freight fairs worldwide will help us develop further, establish more relations, and gain our customers'/ agents' trust.







AEROSEA WORLD LOGISTICS LIMITED - KENYA / UGANDA 'THE ARCHITECTS OF LOGISTICS'



Aerosea World Logistics is a dynamic, client-oriented company which believes in maintaining long term business relations with clients and partners for mutual success and prosperity. We excel in facilitating international trade through provision of customized freight services to our clients around the globe. AWL is a one stop shop tailored to handle your sourcing and logistical needs with a personalized touch.

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As your global logistics partner, AWL is committed to optimizing the combination of affordable rates, carrier and transit times in the areas outlined below:

- Facilitate trade transaction consultants.
- International trading
- International agency representation

- Import/export facilitation
- Customs clearance
- Collaborate in joint business venture
- Break bulk, chartering and brokerage
- Handling of dangerous
- goods/hazardous cargo
- Provide rail, road and air transportation logistics
- Refrigerated/perishables handling
- Warehousing, cargo segregation and distribution
- Trans-shipments and consolidation services

AWL is the only proud member in East Africa of the MarcoPolo Line Group where we have been able to coordinate large shipments through our exclusive network of freight forwarders worldwide.

BENEFITS AWL RECEIVES FROM MPL.

MarcoPoloLine has a network of offices strategically positioned to virtually every angle of the globe, giving us the advantage of being able to offer our clients comprehensive service. The MarcoPoloLine Group delivers for its members a fund (Payment Process Plan Fund) for the conditional coverage of defaults among members.

Cargo Bonus Program has assured an Increasing Cooperation and profitable Membership for all MarcoPoloLine Members and more business within the Group.

The MarcoPoloLine Group has enabled AWL to grow its expertise in the Freight Forwarding industry which gives us the leverage of being able to select from those offices.





Along Mombasa Road Opposite Hilton garden inn hotel. P.O. BOX 142-00507, Nairobi-Kenya









AMARINE - SOUTH KOREA





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ATLAS SHIPPING SERVICES - INDIA

Issue No. 44

MarcoPoloLine Newsletter





For more news and information, please visit our website at www.atlasdecargo.com







PETER RATHMANN & CO - GERMANY



Hamburg, 10.04.2019

PROJECT CARGO NEWS BULLETIN

MarcoPoloLine Newsletter

Peter Rathmann & Co. GmbH -

founded in 1961 – develop tailor-made logistics solutions worldwide. At this occasion especially the increasing number of oversized cargo transports over the last few years shall be in our focus.

Here are some examples ... • helicopters from Northern Europe to North America incl. Alaska

 shovels and other voluminous excavator parts to and from South America

• port handling of nacelles & tower segments for wind turbines

• booms and other parts for hopper dredgers for the Panama Canal

- special truck chassis from / to the US
- and many, many more ...

For this reason, *Peter Rathmann & Co. GmbH* are participating in this year's <u>ANTWERP XL</u> – additional to our presence at the <u>TRANSPORT LOGISTICS</u> <u>Munich.</u>

So we would like to invite all our friends, customers and partners to • our stall #E26 at the ANTWERP XL (May 7th -9th) and also • the MPL stall #233 / Hall A5 at the Transport Logistics (June 4th-7th).

We are looking forward to seeing you there ...











CENTAUREA - BRAZIL

ANYTHING. ANYWHERE. WHEN YOU NEED IT. CENTAUREA

SIMPLIFY AND OPTIMIZE, THAT'S OUR BIGGEST CHALLENGE!

OUR PORTFOLIO:

- Global Presence
- Real-time traceability, working 24/7
- AIRFREIGHT JATA AGENT
- OCEAN EREIGHT FIATA AGENT
- OWN CONTAINER FLEET management, CONTAINER SOLUTIONS'
- · COURIER SERVICES' new licensed product*
- Own Import and Export License at Brazil Customs "RADAR"
- Customs Clearance management
- Trading Consultancy
- Expert /Technician and Engineers. Own inside teamwork

GENTLE SOLUTIONS FOR HEAVY LOADS!

Mobilization/Demobilization of complete

· Multimodal and Intermodal features

Oversize cargo on air and ocean chartering, part chartering and single loads CYBERS04-A 2019 A CHALLENGE TO GROW

Transport forecast on **May 2019** Launch forecast "Nov 2019" Check at our webpage the real time sho www.centaurealog.com.br Come with us into this trip follow us up! 2019 the Satellite is ours



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centaurea.com.br CENTAUREA PROFESSIONAL

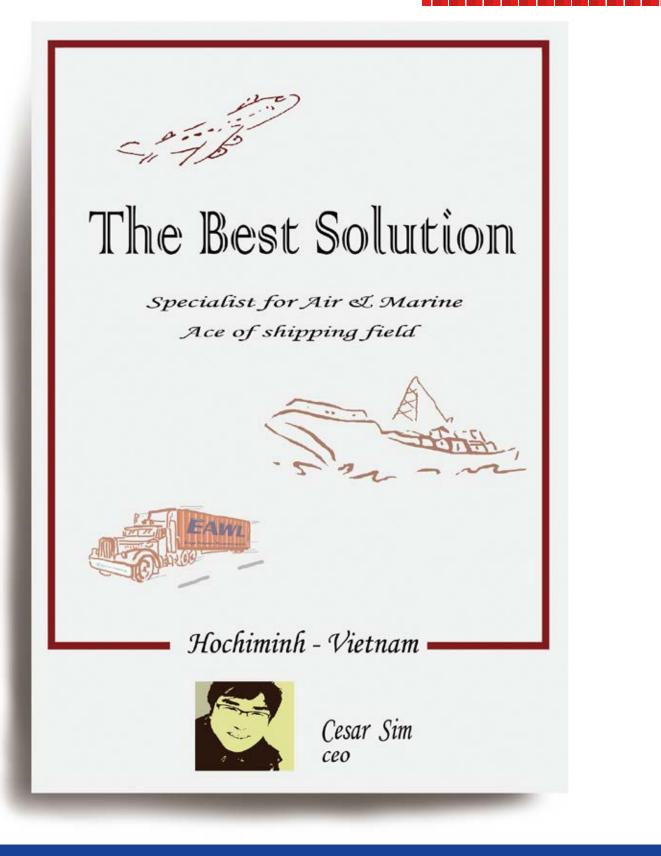
PCA

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EAWL - VIETNAM





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HUGO EXPRESS OY - FINLAND

MarcoPoloLine Newsletter



We are **Hugo Express Oy** Finnish Transport and Logistics Company. We specialize in air freight, and road transport service to Russia. Own vehicles, customs brokerage, own customs deposit for T1 documents, own customs deposit for duties, taxes and temporary import, customs bonded terminal close to Helsinki-Vantaa Airport. AOG availability 24/7, CIS countries transit handling, consolidation services.

OWN SYSTEM

Own unique software system helps us to work effectively and control your shipment on every leg.

AIR FREIGHT CALCULATOR

Online access to list net prices for MPL members. Please see more details: www.airfreight.fi Email for inquiries: sales@hugoexpress.fi

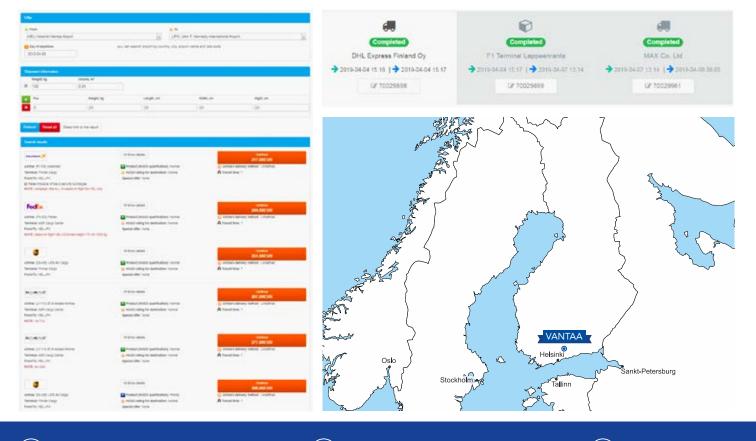
PLEASE READ MORE

How it works in Finland? www.hugoexpress.fi/finland GHA prices for import shipment to HEL airport http://www.hugoexpress.fi/ HELGHAimport

FOR MAWB/BL

Hugo Express Oy Öljytie 10 01530 Vantaa FINLAND VAT: FI23199454

Contact person: Anton Uimonen Contact phone: +358 942 579 221 Contact email: operations@hugoexpress.fi





Global Experts in **Transport Logistics**

Experience, Efficiency and Commitment





- Licensed FMC NVOCC with FCL, LCL, and Consolidation Services
- E-Commerce Logistics with Comprehensive Fulfillment by Amazon Delivery Network
- Licensed US Customs Broker with National Permit
- Dry Van, TL, LTL, Flatbed, Oversized, and Temperature Controlled
- Transloading, Pick n Pack, Storage, and Vendor Consolidation
- National Drayage Capability
 Ports and Rail Ramps
- IATA Air Freight Forwarder



Worldwide Logistics Group

Member of Marco Polo Network

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UNPARALLELED LOGISTICS SERVICE PROVIDER IN QATAR



FREIGHT FORWARDING I SHIPPING I CUSTOMS CLEARANCE WAREHOUSING & DISTRIBUTIONS I LOCAL TRANSPORTATION PACKING & REMOVALS I COURIER SERVICES



TOKYO FREIGHT SERVICES W.L.L.



P.O. Box: 4474, Doha, Qatar Tel: +974 44065888, Fax: +974 44065885 Email: info@tokyofreight.com, Web: www.tokyofreight.com

LÜDERS & STANGE KG - GERMANY

We are partners in MPL, so we must tell the truth and nothing but the truth. Here we go – and we mean it:

MarcoPoloLine Newsletter

We are a logistics business offering tailor-made processes. Supply chain manager. All-rounders and specialists. Customs clearance - it's what we do every day. Impossible loads? They're our specialty! From small and explosive to oversized and bulky – we organise your transports. Worldwide.

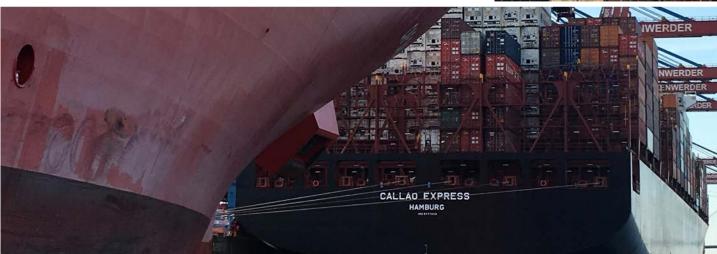
Talking about experience... Our company was established in 1865! Does that help? Well, at least we have seen some changes during the decades and know what the needs of the economy and partners are. We are German... is that important? Yes! Why? We stick to details and really take care! Some of you might have experienced our sometimes annoying questions, but in the end the details make the difference between profit and loss.

Our offices in Hamburg and Lübeck are there for you! Get in touch!

Best regards Pay-Andres Lüders













SHINE LOGISTICS CO., LTD. - SOUTH KOREA " Honesty is our best policy " With shine logistics co., Ltd.



Shine Logistics Co., Ltd.

We, **Shine Logistics Co., Ltd**, are one of the major leading freight forwarders in Korea and have been offering the diversified services to customers with personnel experienced and specializing service.

MarcoPoloLine Newsletter

SHINE was established in 2004, SHINE has successfully progressed from its humble beginning to its renowned worldwide reputation. Speedy, Simple and Safe transportation for valued customers is our goals.

We are resourceful and proficient No.1 freight forwarding company with worldwide network agencies. With associates and agencies in China, Japan, Asia, Europe, Africa and America. We can operate with hand picked affiliates who are experts in their fields and own local markets.

Our philosophy is to provide personalized depend on human nature and high quality freight services to our corporate and individual customers worldwide.

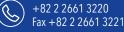
We have grown to become a reliable logistics provider, consistent and dedicated in offering its broad diversity of services and has progressed as one of the leading International Freight Forwarders and Global Logistics Companies worldwide. Especially we have a deeply expertized experience to handle various Steel Products (stainless steel coils, steel bars, steel plates, steel sheets, wire rods) overseas.

Lastly, we

believe that a little change eventually can lead to take a dramatic and big change. And Mutual Cooperation will provide successful positive result as usual. And hope we can make a pave the way to good business each other.

For shipment requirements to / from Seoul, Korea, make sure to contact our team Please contact us at : *cbim@shinelogistics.com*







VISA GLOBAL LOGISTICS - ITALY

MarcoPoloLine Newsletter



Visa Global Logistics having consolidated its leadership in Oceanian forwarding and logistic market, and being able to enlarge its volumes in India and Middle East is now more than willing to embrace new challenges. We are pleased to inform we signed an agreement allowing us to enter in import/export market in Cuba, it is hard to be allowed to operate there but VGL's timing was the right one to grant its earliest presence in one of the markets which will surely grow in the near future. We have two projects in the pipeline to forward construction material and fittings to assist customers to open two resorts in front of Carribean Sea. Take a look at pictures of our shipments here

under.

Thanking to our partner network we are expanding our turn over on shipment in and out Africa where we may grant delivery in whichever destination in the continent as the following ones in the forest near Dar Er Salam.

We proudly closed a project to Nigeria with full satisfaction of our customer who has recognized our skill of performarce shown in buying soc container, taking care of pick up and lashing of over gauge cargo in such professional way that we have been entrusted for their new project to Costa Rica We have sarted with a successful cooperation with a royal customer of ours who is entrusting us for their worldwide cross trade shipments to be deliverd in USA, market in which we are improving our experience enlarging our slice of market day by day.

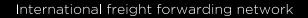
We are the forwarding agent who may fullfile whichever customer need counting of a team composed by well exprienced people who has not the only goal to increase own customery but to grow together with customers assisting them to achieve their own target, to reach our one is simply the natural consequence.

Feel free to contact us asking for an offer, you will not receive a series of numbers but the reply of serious partner to improve your business.









MarcoPoloLine

FULL ANNUAL EVENTS PACKAGE DEAL 2019

"It's better to look ahead and prepare, than to look back and regret."

Jackie Joyner-Kersee

MarcoPoloLine will be there for you or with you,

your success is our success!

MPL takes booths at international trade exhibitions to represent your company.

MPL's goal is to help YOU to increase YOUR business around the world. Your presence will not be mandatory, as MPL staff will be your personal sales executive for the whole period of the exhibition, and will use your promotional material to represent your company.

Benefits

- Securing new contacts to develop business at a fraction of the cost of taking an exhibition stand for yourself
- Promoting your company name at prestigious international exhibitions
- Saving time, traveling expenses and accommodation.



Events Calendar 2019

- 1 logistic exhibition at Transport Logistics in Munich, Germany, 4–7 June 2019
- 2 suppliers exhibitions at **TIF** (**Thailand Industrial Fair**), Bangkok, Thailand, 13-16 February 2019 and at **The Big 5**, Dubai, UAE , 26-29 November 2019
- 1 attendance at our next Annual Conference in EUROPE
- 1 VIP TABLE DURING THE OTO MEETINGS
- your company logo on our web for the whole year
- 2 pages of advertising on our conference booklet
- your logo on the material of the conference (block notes, flags)



THE MPL 12TH ANNUAL CONFERENCE



With **MPL's 12th Conference** fast approaching, let's reflect on how much the Group's strength is indebted to the previous eleven conferences. Each event has created bonds between members both for business and in friendship.

Meeting one another face to face, in a professional and social environment has led to loyalty, trustworthiness and dependability. This has established an extended family atmosphere, which continues to gain momentum with each Conference.

MPL's success in part, can be attributed to our members appreciating that we are an organization where people make the difference. We pride ourselves on being a Group where nationality, religion and politics play NO part. The right support from others within MPL is what is vital and essential. Our Conferences is the glue that holds our family together. They are all about communicating and offering great opportunities to reap the benefits of The MarcoPoloLine Group, i.e. new business, new colleagues, new friendships and more support.

Much thought has gone into finding the best venue for the **12th MPL Conference**, with our members' needs and comfort being top priority. **Divani Apollon Palace & Thalasso** is just 25 minutes' drive from Athens city center and less than 30 minutes' drive from Athens International Airport.

Divani Apollon Palace & Thalasso is a 5* hotel perfect for both business and leisure. It is nestled on the coast, with its own private beach.

With the excellent assistance of our Host, Panagiota from ACE, Greece, we feel sure this conference will be a memorable event, including some surprises!!

We are delighted to say that reservations are rolling in fast and we thank those of you who have already booked. For those of you, who have not, please do so poste haste, as it is the only way we can ensure you have the best rooms with the best views.

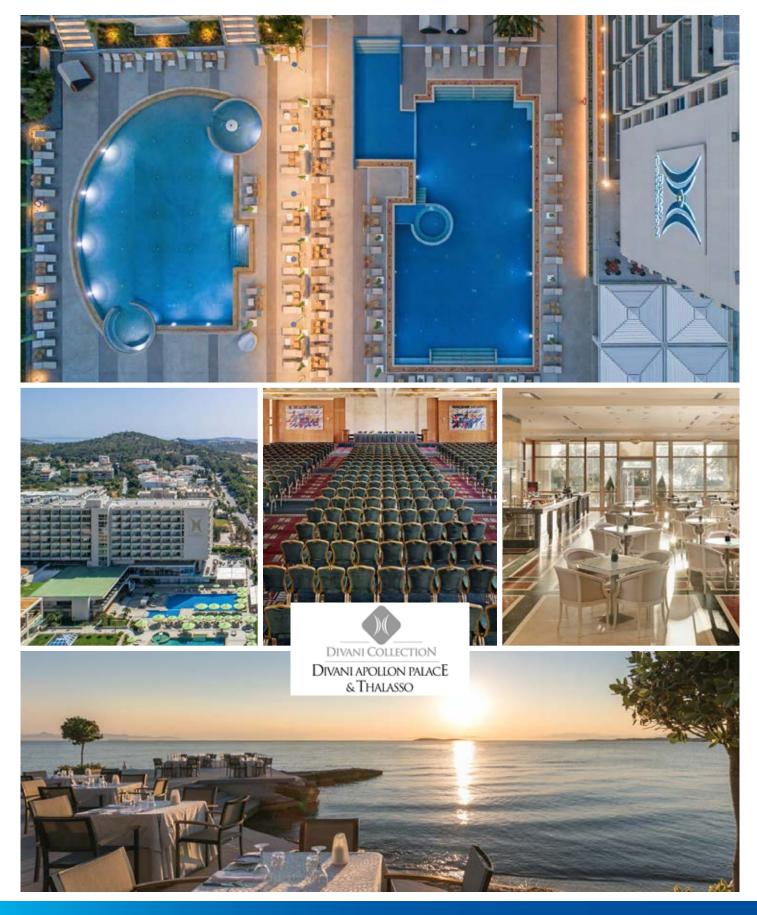
OUR CONFERENCES IS WHAT MAKES RELATIONSHIPS WORK

REMEMBER IF YOU PAY BEFORE 1ST JULY, YOU CAN DEDUCT €100 OFF THE COST OF EACH PARTICIPANT

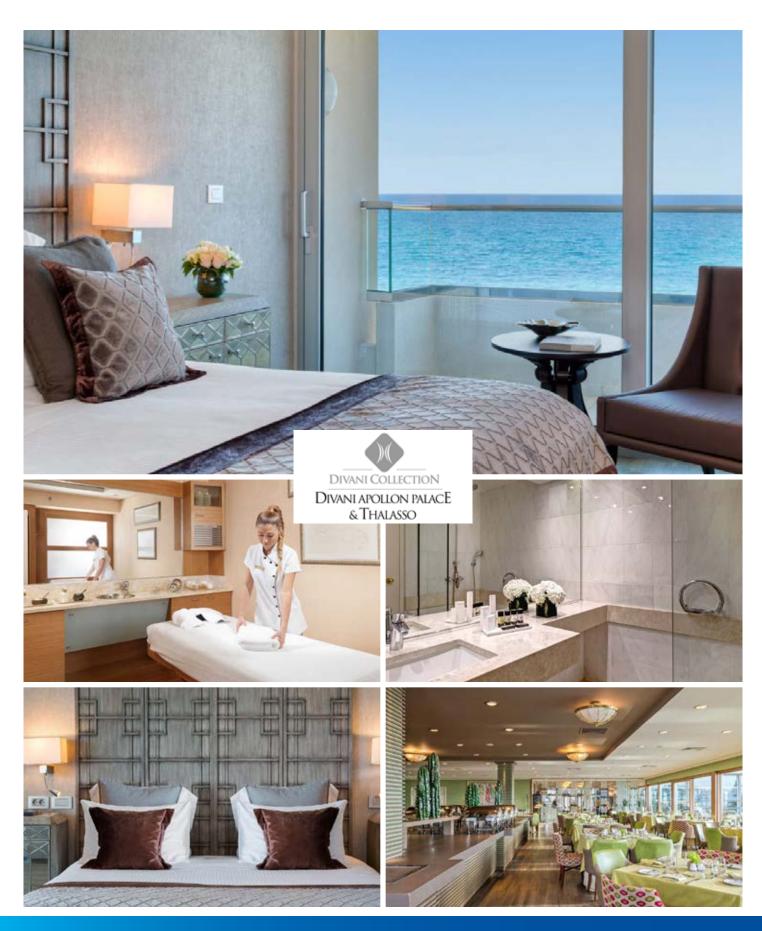


THANK YOU PANAGIOTA FOR YOUR EXCELLENT ASSISTANCE!









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MarcoPoloLine Newsletter Issue No. 44

PROGRAM

FRIDAY, 20 SEPTEMBER/Divani Apollon Palace & Thalasso

- 19:30 20:30 Welcome Drinks
- 20:30 23:00 Welcome Buffet Dinner

SATURDAY, 21 SEPTEMBER/Divani Apollon Palace & Thalasso

- 09:00 17:00 ALL DAY OFFICIAL BUSINESS
- 19:30 Meet in the Foyer of the hotel for a short walk
- 20:30 23:00 Agora Riviera Restaurant a short walk from the hotel

SUNDAY, 22 SEPTEMBER/Divani Apollon Palace & Thalasso

09:00 - 16:00	ALL DAY OFFICIAL BUSINESS
17:00 - 18:00	Football
19:30	Meet in the Foyer of the hotel for transportation

20:00 - 01:00 Ble Pavilion Farewell Drinks, Dinner, followed the MPL Party

OPTIONAL EXTRA

MONDAY, 23 SEPTEMBER/Divani Apollon Palace & Thalasso

08:30 – 17:30 From the hotel in transportation provided, with an Englishspeaking guide. Excursion of Athens and its historical sights, plus much more. Lunch included at Istioploikos.

MINI VACATION PACKAGE

TUESDAY 24 – 28 SEPTEMBER/Mykonos

Includes 4 nights, breakfast, WIFI and transfer Mykonos Port/hotel Petinos/Mykonos Port For further information, please contact *sophie@marcopololine.com*



TEAMWORK - BRAZIL





Teamwork Cargo Service is completing 23 years old this year and we are very proud to be part of MPL family.

We'd like to take this opportunity to announce our new office integrated with warehouse and to be remembered by fellow MPL Members.

Our Team is formed by specialized professionals with knowhow to offer a dedicated service to our clients and partners.

Teamwork is present in the main Brazilian Ports and Airports, we offer complete logistics solution for our customers, like customs clearance, national and international freight services and we count with our own car fleet, offering dedicated and fragmented transportation for different kind of products like general,DGR,Chemicals, foods, cosmetics, healthy products, etc beyond the license to provide transit in bond.

Please don't hesitate to contact us for any inquiry. It will be a pleasure to support you anytime.

TEAMWORK CARGO SERVICE

Rua Ganges, 653 Vila Carrão

Cep: 03445-030 – São Paulo-SP Phone: +5511 2091-5481 Email: twcs@twcs.com.br www.twcs.com.br



Care: a leading international specialist international insurance broker for Transport & Logistics-related risks and the official partner of MarcoPoloLine. Our services:



Our products for freight forwarders, carriers, logistics operators:



Carrier and freight forwarder's liability

The basic cover for any logistics operator worldwide, including error and omissions.



All-risks cargo insurance

The best protection for your customers, covering goods shipped on any conveyance and with appropriate conditions for special goods. We also have a special expertise for project cargo.



Storage insurance

Bespoke products for your warehousing activities

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Maritime charterers' liability

When you charter vessels or aircrafts for your shipments

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

Get in touch with our team for any questions or a quote: marine@brokercare.com



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We will share MarcoPoloLine's booth at the Transport&Logistics exhibition in Munich.

Come to visit us Hall A5, booth 233



<u>▶ </u>

NEXT EDITION

Please note that the next Newsletter will be out in June 2019. Kindly ensure you send me your input by Monday 20 May.

REMEMBER:

- YOU can promote your company - YOU can provide information on new trade legislation in your country, which might affect your fellow members

- YOU can express your views on a wide range of subjects of importance to the freight forwarding industry or MPL in particular

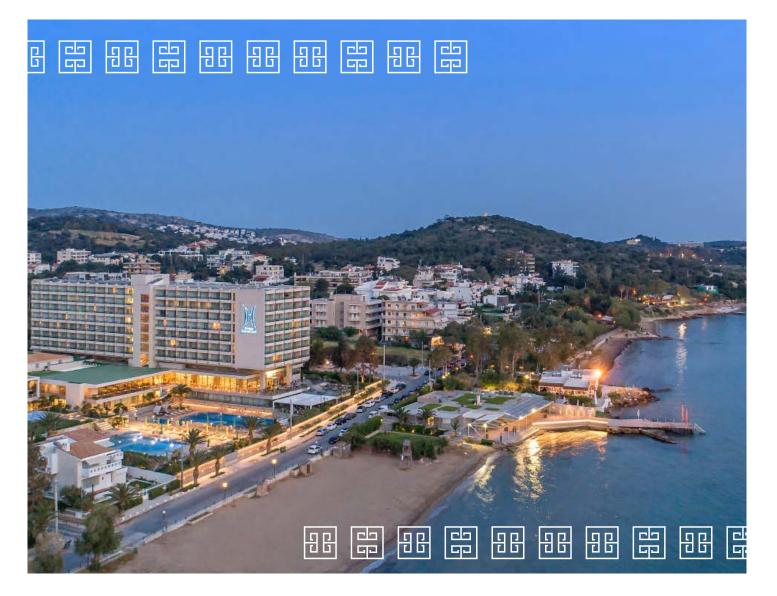
- YOU can contribute antidotes, or share experiences of interest, either serious of amusing

Where possible include photographs it makes everything that much more interesting WHATEVER YOU DECIDE, IT IS IMPORTANT YOU SUPPORT YOUR NEWSLETTER.





THE MARCOPOLOLINE 12^{TH} ANNUAL CONFERENCE $20^{TH} - 24^{TH}$ SEPTEMBER 2019



DIVANI APOLLON PALACE & THALASSO HOTEL NEAR ATHENS, GREECE

MPL CONFERENCES IS WHERE RELATIONSHIPS WORK