

Newsletter

#55

October 2020

Editor: S. McInnes



OTO ON LINE

22 / 26
MARCH 2021

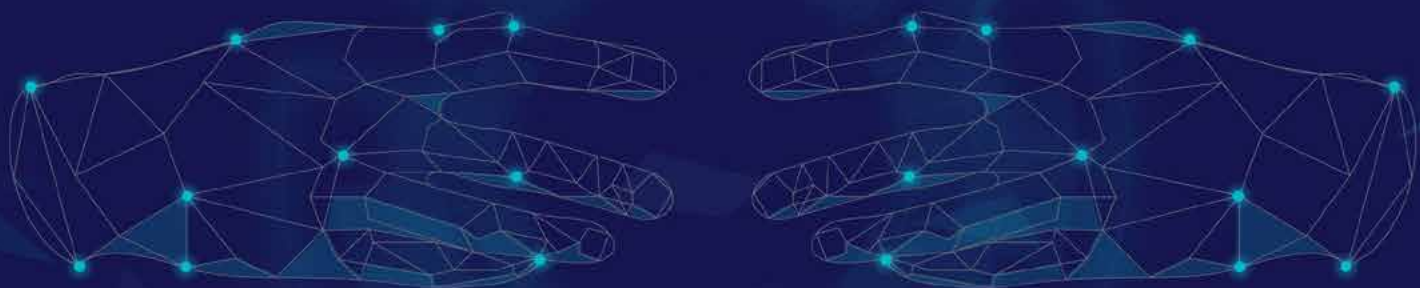
NEW PARTNERS
IN MPL!

OTO ON LINE
MARCH 2021

MPL
NEWS



MarcoPoloLine
GROUP



OTO ON LINE

**MPL OTO MEETINGS: THE FIRST NETWORK
THAT HAS CREATED ITS OWN PLATFORM TO
ORGANIZE AN INCREDIBLE AND HUGE
SUCCESS NEVER SEEN BEFORE!**

MPL OTO MEETINGS 2021

NEW AND EXCLUSIVE TO MPL!

The FIRST online meeting platform created by a Freight Forwarding Group to build business relationships around the world!

STAY CONNECTED!

CONFIRMED: OTO MEETINGS WILL RETURN ON MARCH 2021!

Ladies and Gentleman,
First of all I want to personally thank every single member and friend of MPL who made our first ever online conference a success. After a few problems for some people during the first morning, the week went on to be a fantastic success. In total, more than 2,500 appointments were held over the five days!

Many, many congratulations – we could not have done it without you. After reading all the positive feedback, MPL Management Team

has decided that we will be doing at least one MPL Online Conference a year.

SAVE THE DATES 22-26 MARCH 2021

Until then, we will be working on improvement to the system that has been created especially for MPL that will allow us to us to **STAY CONNECTED**, **BUILD RELATIONSHIPS** and **DO BUSINESS** long after this global pandemic is over.

Of course, we all want to be together, and we will do so in Cannes during our 14th Annual Conference in a

year's time, but for now, let's enjoy our new way of talking, sharing and helping each other.

I would like to thank our MPL ROCKBAND for their efforts to play a beautiful and significative song for the opening and the closing of this virtual conference, and, of course ,Robin for his words of welcome.

For now, stay strong, keep in touch and I wish you on behalf of all the Directors a safe and peaceful time over the next six months.

Love Sophie



MPL OTO MEETINGS

“FEAG - SWITZERLAND”

Hi Sophie,
We really appreciated that MPL made this happened.
It was nice to get the chance to talk to our partners all over the world online – even Covid-19 didn't give us the chance to meet in person. Although the begin was difficult about the connection, thereafter for us everything went well.

Thanks a lot Sophie and MPL :)
Alessandra

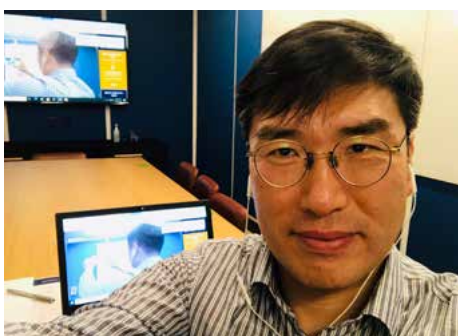
“SHIP-LOG - DENMARK”

Dear Sophie
Thank you very much for organizing this set up making it possible for partners to meet in virtual conference rooms.
It has only been a success from our side and after a slow start Monday morning I think everyone got online :)

Friendship do not come easy and this platform has given all of us the chance to talk and discuss the world and our trade situation being “face to face”

I see this as a future going forward as we could combine the live and real conference meetings with a virtual conference.

Rasmus



“SKYSEA – DUBAI”

Dear Sophie
Good morning
We really thank you for organizing this MPL OTO online meets. We appreciate your team's great efforts to make it a success. We had 50+ meeting during the last 5 days and we are glad to meet our partners online.

Antony

“PANDA – TAIWAN”

Dear Sophie
It was very nice to join OTO meetings, actually I'm not very experienced in logistics only couple years compared to all the experts I met so it gave me a good chance to learn from agents in various countries ! And it all thanks to you !

Though the connection caused a bit problem sometimes but you really surprised us to arrange every possible meeting by yourself with all the participators, appreciate your kind assistance in due time to even change account password for me in your busiest time LOL. And all the wonderful encouragement as well as reminders you made on the big What's app group.

I sincerely hope you and your dedicated team have a fruitful year and also the following years.. IT'S A BIG SUCCESS. Thank you for all the efforts.

Alexia



MPL OTO MEETINGS

“LEAN LOGISTICS – COLOMBIA”

Dear Sophie,
Lean Logistics in Colombia is really grateful with our experience in OTO MarcoPoloLine, it was amazing to know other partners and culture in other countries, we have some expectations in all Business and good relationships for long terms that we will do. Hope to continue being present in next OTO meetings due to this was our first OTO meeting.

Diana



“APA CARGO SERVICES ROMANIA”

I would give a 9+ for the One2One meetings! Very nice experience and it was very pleasant to meet the people in the network!

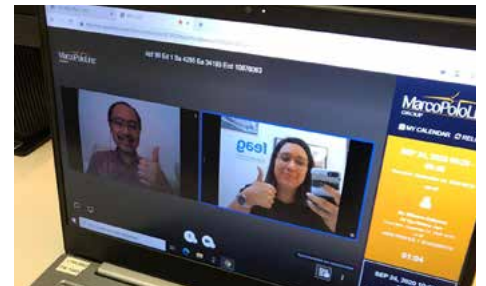
Alexandru



“FOX BRASIL - BRAZIL”

The OTO MEETINGS ON LINE had been really good. Already got new contacts and new biz after the meetings, and making some follow up with the other members!

Thiago



“MSF – GEORGIA”

Dear Sophie good day.
Thank you for opportunity you gave us, we met a lot of new partners and good persons, OTO meetings were great!

Juna

“PRIME – USA”

Yes we will participate in March. After i figured out how to use the system, it was very beneficial. I was very pleased. Thank you for your efforts.

Sam



MPL OTO MEETINGS

“ INNOVA - TURKEY ”

Hi Sophie,
Good afternoon,
Many thanks for OTO Platform.. It was an amazing opportunity for all our partners.
We confirm that we will attend both of them.

Erol



“ AUSTRAL - MAURITIUS ”

Dear Sophie
On behalf of the management team we thank you for the support during the OTO meeting and confirming our participation for the next event in 2021.
Best regards

Norbert NIOLE
Business Development Officer

“ PANDA – TAIWAN ”

Dear Sophie,
Good morning!
Many thanks for your excellent creative events always.
Yes, we got A great time during the last OTO MEETING, even the 1st day we couldn't arrange any, we finally manage to meet together & share lots of inf. Especially happy to know that everyone is safe and running business smoothly with good developments...

We highly appreciated your efforts to organize many appointments in 5 days time, everyone felt closer & closer...we could support each other, especially during this pandemic period...we have a really great co-operation with our partners, it is a great environment - I love MPL!!!
Thanks for all of your kind effort and please send my best regards to all of your excellent hard-working team.

(Ms.) Kathy Lamthai
Thien Kieu/ General Manager



“ SHINE LOGISTICS - KOREA ”

you have done such a good job for the OTO MEETINGS ON LINE, it has been a huge success!
Of course, we are willing to attend again in March!

Best regards,
CHAN BIN IM(C.B.IM) /president



“ ALBATRANS – IRELAND ”

Hi Sophie ,
I found the OTO meetings very effective and simple to use so you can definitely count me in for the next one please .

Kind regards,
Andrew Gallagher

MPL NEWS

THANKS TO THE SPONSORS
OTO ON LINE 2020



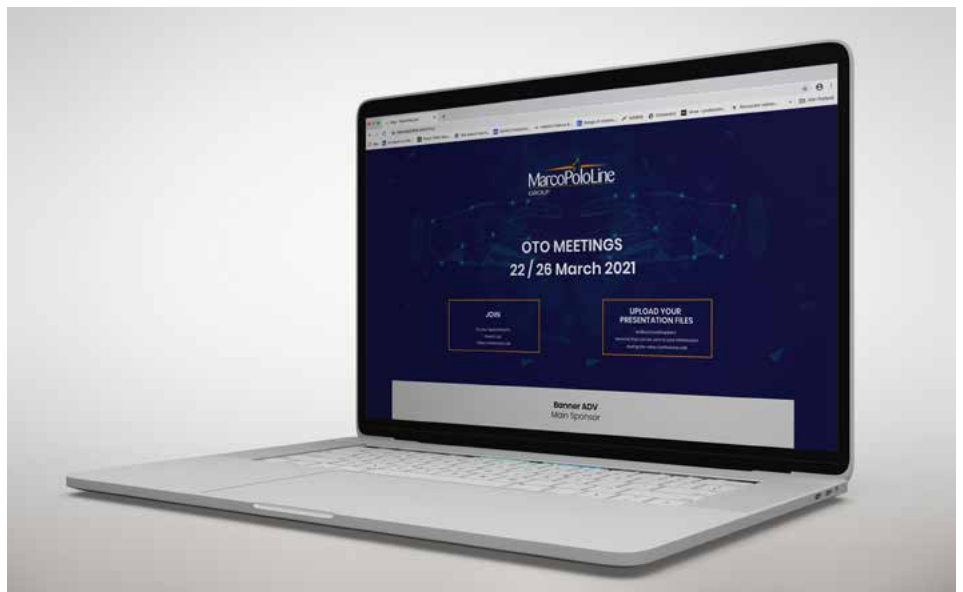
Shine Logistics Co.,Ltd.

logisteel



A sponsors list is available to highlight the companies interested to give more visibility in our OTO system for 5 days.

[> CLICK HERE FOR SPONSOR LIST](#)



WE ARE GLAD TO INTRODUCE...

THIS MONTH, WE HAVE BEEN GLAD TO WELCOME
THE FOLLOWING NEW PARTNERS IN MPL!



GRUPO NOGAR

SPAIN



CARGO
DYNAMICS

CANADA

We wish them a warm welcome on Board and a long life in MPL!

CENTAUREA

BRAZIL

CENTAUREA | PROFESSIONAL LOGISTIC

CENTAUREA/VISION LOG
EXPERIENCE 2020 - OTO MPL - WE
HAVE NEVER BEING SO CLOSE!

SHARED ECONOMY I N ACTION

It has been quite an experience by joining MPL OTO 2020 for Centaurea Group/

Vision Log in Brazil.

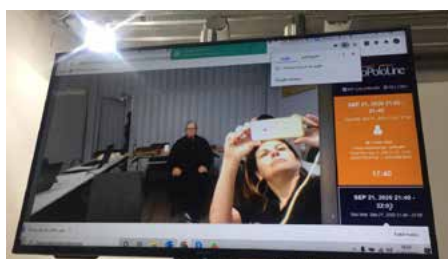
Usually those meetings which we attend personally every year are limited for few of us, and long distance trips, great amount of Money invested are Always challenges to the ones who attends to transform in return of investment for all the

members of our organization.

Since the creation of CENTAUREA in 2015 as a "hole in one" solution for the

international business inside Brazil, a lot have changed for us.

In 2016, Centaurea became the first Franchise brand company for the international service provider to the Market offering freight forwarder services on ocean, air, truck exports and import operations, as well as customs clearance, trading support services, consultancy, finance, purchasing and administration services, besides of Special Project cargo and Container Solution company at ONE NAME with specialists of high level experience in their segment and sourced with the business owner minded, all inside a digital platform by serving



customers and agentes 24/7 with no restriction of work time. First DIGIAL and COST ZERO company was then born. This mature structure gave us the opportunity to face the pandemic time with grace and excellence. Our business is moving and growing besides of the challenges.

Withing this year, we decided to embrace the opportunity given by MPL, and we could share it with all our organization, CENTAUREA franchisees who could have the actual real experience on attending an international meeting. More than 60 appointments taken during the last week and all áreas were represented by our franchisees which are now encouraged and focused each of them on each of the challenges exposed. Lets ROCK!



ALFONS FRERIKS

NETHERLANDS



1985 - 2020: 35 years.



Alfons Freriks Logistics B.V. came saw and became a world player. First the realization of the Feanwâlden office (since 1978), concentrating on road-, water- and rail-transport. Based on the ingredients entrepreneurship, loyalty, business knowledge and willpower, something beautiful has grown in Feanwâlden. Thus became this office the center of the logistics world in 40 years, a hub for service-providing Dutch companies that import or export. After the first 7 years the need grew to be able to offer continental and intercontinental transport next to the European branch.

In 1985 the Rotterdam office was founded, a small player in, at that moment, the world's busiest port, later overtaken first by Singapore and then Shanghai. In 2018 Rotterdam was the eleventh-largest container port in terms of handled TEU.

The Rotterdam office started with 3 people and had a slow start, that all changed when in December 1997 Maurice Reijntjes came and gave his heart and soul to the Company. In this day and age it is quite an accomplishment for a company to remain innovative and to bind employees. Maurice has been assisted in recent years by a wide variety of people with different talents, skills and experience. He has learned a lot over the years and may call himself



Branch Manager now. Since 2006 Alfons Freriks Logistics is a member of the Marco Polo Line Group with both offices. The expansion gained through MPL's global coverage has, in particular, been beneficiary to the Rotterdam office. Together with the CEO's since 2014, Ursula Hendriks and Ed Buurman and the service, quality and professional competence is secured for the future.



FPI CARGO

PANAMA



YOUR INTERNATIONAL FREIGHT FORWARDER WITH HEADQUARTERS IN PANAMA

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.

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.

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. Our service is constant and provides updates to keep you informed of what happening during the sailing of your container.

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.

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.

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.

FREIGHT FORWARDING

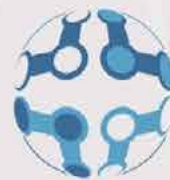
We are agents of Marco Polo Line Network in Panama, this allows

us to meet your needs globally. We continue to cover origins and destinations where we never thought we were going to get.

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.

FPI Cargo providing our services at the highest level



OTO Meetings – September 2020 | Greetings from Panama.

Hello MPL friends,

As you already know, most of us had the opportunity a few days ago to see each other, share ideas and update the situation about our countries around the globe.

I just wanted to take this special opportunity to thank the MPL crew, organizers and all who put their effort and good vibes on this great activity.



We all know it was not easy and it was actually hard to be so 'virtual' at least for the 'old school' young guys like me (just joking) but anyway I just wanted to express my gratitude and send you all our best wishes and let you know that in Panama you can count on us for anything you need. Our company is your company and we are sure we can cooperate with any inquiry as difficult as it may look we will put our best to solve and exceed your needs.

Be safe and be healthy. Godspeed.

Gustavo Jarquin.

For logistic solutions and news about Panama, visit us at: www.fpicargo.com

FPI Cargo (Freightnet Panama Inc.) your MPL Partner in Panama

Follow us on: LinkedIn, Instagram & Facebook: @fpi cargo



SHINE LOGISTICS

SOUTH KOREA



Shine Logistics Co., Ltd.

SHINE LOGISTICS ARRANGED
FOR MASK WHICH WAS SENT OUT
FROM SOUTH KOREA REACHED
KAZAKHSTAN VIA QINGDAO, CHINA

Shine Logistics Co Ltd, a Marcopololine member in Seoul, South Korea, completed a cargo consisting of face masks from Incheon, Korea, to Kazakhstan via China.

The pandemic and the lockdown in most countries around the world have resulted in an economic downturn and we are trying to adapt to this situation and come up with new business strategies and thanks to the expertise of export team this project was smoothly handled from start to finish.

The cargo which was moved in SOC containers reached the consignee on time. Due to Pandemic caused

by COVID-19, most countries are undergoing a bad economy and trying to overcome this difficult situation with our own strategy.

Previously we moved a cargo of masks to the USA and shipped medical instruments to Brazil via air freight. Moreover we are handling for Steel Products which are STS Coils, Steel Bars, Steel Plates, Steel Sheets, Wire Rods and can arrange for all kinds of cargoes whatever it is via SEA and AIR.

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

cbim@shinelogistics.com



FMG

RUSSIA



St. Petersburg is just not only our company's headquarters and the most advanced sea port of Russia, but also is our cultural center with unique architecture and very prestigious universities. It even has the second name – Northern Venice. However it's well known at any travel magazine. What you may not know is that our city is the city of cats with great love to our pets in history.

If you walk our streets some intent eyes may watch you from above or from hiding places. Our precious cats are captured as tiny statues. Its placed not only at the center of the city, but at suburb as well. Be sure – there are a lot of such statues over the whole city.

The historical meaning is during city's blockade these pets helped our people to save the food from the rats. Cats are the part of our friendliness and our indispensable guards. Its fit into urban style perfectly.



LOGISTEEL

ITALY

logisteel

We have just successfully completed the discharge from break-bulk vessel and the delivery of 12000tons of prime mild steel hot rolled plates in Ravenna port. Feel the satisfaction of our customers it's our great pride!"



ECO MODAL is proud to announce their nomination as agents for Oceanwide Logistics (OL)

Oceanwide Logistics (OL) is a fully licensed and bonded NVOCC, operating with a worldwide network of experienced agents who are working hand in hand to serve the customers in all areas of logistics and transportation. No matter what your logistic needs are, what you need to move, or where you need to move it to, our network of well established and experienced agents will arrange it for you. FCL, LCL, Breakbulk, RoRo, Airfreight ...
You name it, OL can move it.



 <p>Oceanwide Logistics</p> <p>The power to move you globally</p>	<p>Oceanwide Logistics Globally Different</p> <p>Oceanwide Logistics was founded by a management team that successfully ran one of the biggest FCL / FCL NVOCCs in the world. For more than 20 years, we built up the system and the customers loved the staff, the service and the smile that was part of our business. The management team founded OL, the well known staff joined and the service got better than ever before.</p> <p>One of the most perfectly tailored software programs is feeding the actions, informing the customers, supporting the daily work so that the customers can be sure that their business is taken care of the way they would do by themselves.</p> <p>OL is fully bonded for the USA, got the FMC (Federal Maritime Commission) license for an OTI (Ocean Transport Intermediary), can do the filings on our own bond to make sure that the sensitive data of the customers is not spread around the market.</p> <p>The office and agency network is handpicked; most of the world's locations are covered already. All of the network partners are on one single worldwide data base using the same software and the same procedures and the same quality standards.</p>
<p>Oceanwide Logistics Globally Different</p> <p>What makes OL different?</p> <ul style="list-style-type: none">❖ Service: Drop your work on us!❖ Rates: We will match your ideas!❖ Software: You can work on our software system!❖ EDI: Total data exchange saves time and money!❖ Visibility: Follow your cargo around the world!❖ Agents: Worldwide dedicated agents, one network!	<p>Oceanwide Logistics Globally Different</p> <p>Services</p> <ul style="list-style-type: none">❖ Containerized cargo FCL and LCL❖ Conventional and Break Bulk cargo❖ Project shipments❖ Heavy lift cargo❖ Airfreight❖ Ro/ Ro❖ Customs clearance❖ Automated Filings for the USA, no disclosure of data.



ECO MODAL & OL = THE POWER TO MOVE YOU GLOBALLY



For more information, rates, etc, please do not hesitate to contact us at any time

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 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



CARE MPL

ITALY



We have enjoyed our meetings during the 2020 Online Conference! It has been a busy, yet rewarding week.

We hope we have managed to provide to all of you a glimpse of our experience and some information about our exclusive products for MPL members.



Online OTOs are nice, but we hope to see you all in person next year!



CARE MPL

ITALY



Business travel has been quite complicated in the past few months. With travel restrictions worldwide and a difficult situation, we suggest to avoid non-necessary movements. However, in some cases, either for business or personal reasons, there's no alternative but to travel. CARE MPL can now offer to MPL members a wide Business Travel insurance cover that is fit for these challenging times. **Contact us for more information!** Terms and conditions apply.



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 NOVEMBER EDITION (OR AT LATEST 25TH OCTOBER), WHETHER IT BE AN ARTICLE OR COMPANY PUBLICITY TO: sandy@marcopololine.com and sophie@marcopololine.com. PHOTOS ARE WELCOMED TOO, THEY PROVIDE AN INTERESTING LINK AND ADD COLOR TO THE NEWSLETTER.