

LETTER FROM THE CHAIRMAN

Since the initiation of **The MarcoPoloLine Group**, we have tried to monitor the relationship between MPL members. Our first attempt, resulted in 4 replies. So the natural assumption was that members did not want us being intrusive.

Perhaps we never explained our reasons, succinctly at the time. The need for monitoring was three fold:-

- To find out which members were not benefiting from the others, i.e. not working together and why.
- Once we understood the 'why' **MPL** would try to help them work together and fill in the missing links.
- When we had all that information, then we would give it to the Shipping Lines, in order to put pressure on them and reduce rates universally.

With four replies, we accomplished nothing. However 90% of members did want monitoring and in accordance with their wishes, last year we tried again, regrettably with a 20% response rate. Reasons given were:-

- Our computer doesn't have this information at a click of the mouse
- We are too busy, during this economic crises, to be concerned with your complicated forms.

Point taken. The need for Monitoring still continues, as 90% of you requested, and the **MPL Board of Directors**, has now devised a simple method for you to answer. In due course you will receive a short list of questions and doesn't involve using computer technology. We are sure you will find this a more simplified method and less time consuming. We would like once again to remind you of the importance of the **MPL Corporate Image**. Using your **MPL logo** on all correspondence, particularly emails and documents, unites us. Finally as you will see **MPL's Second Conference** has been organized and soon bookings will come in. Please may I ask you, that if you know of any **NON MPL Member**, you would like to see attend, let us know.

Look forward to talking to you again in our July issue, which is dedicated to Africa. Any information you have, either regarding relationships with this vast continent, or members you would like to see join **MPL**, please let us know. Do not want to get into politics as I'm sure we all have our own points of view and in having a debate, we may well end up losing **MPL members** who do not agree with their Chairman's view. However, I think we can all agree that the USA needed a change. Obama has found himself with a hot potato to play with and no one really knows how hot this potato is and for how long it will be hot.

What we can all do though, is BLOW!!!... cool the potato and not burn our hands. Helping each other out, will be the success of every company inside the group. If you are a success, so is **The MarcoPoloLine. Group**, irrelevant of our politics.

NO SORRY EVERYONE, POLITICS ARE EXTREMELY IMPORTANT - AND OURS IS **THE MARCOPOLOLINE GROUP**, NOTHING ELSE AND NOTHING MORE.



ROBERT P. DREELAN
MPL CHAIRMAN



DEAR FRIENDS,

We are all currently suffering a well known worldwide crisis situation. Personally don't know why all the world is so out of joint when it was something we all must have expected to happen, but fortunately nothing is forever.

The Stock Markets do not always make a profit; we do not always have good health; the sun rises everyday, but can also disappear mid-day due to the weather. We need to appreciate that it is important to keep with the rhythm of the world and keep our eyes open and alert to making changes constantly. Would like to give you an example. I play golf, yet not everyday do I play on the same level and it is most frustrating. Sometimes like Sergio Garcia and so many times (more than I would like) I go home, have a shower after I've been on the 3rd tee. Life is like this with it's ups and downs, but we must play by the rules and not get nervous or depressed.

By the way talking about golf (survival and going on)... we have many new **MPL members** this year in spite of the crisis. Would like to thank all the new members, and am sure we'll work well together. Look forward to the opportunity of meeting you at our **MPL 2nd Conference** in Dubai to be a real group, analyze, and work together.

Current situation concerns our business, profits etc, and how we can work together to achieve solutions and fight against high costs which are the main reason **MPL** was created.

In addition many of you play golf. After our informative and constructive meeting, in Dubai, the golfers will play and I'll beat all of you so so much, that, you will never forget the **MPL Conference** or that golf match!! This year many new faces will join in the MPL Golf Tournament from Panama, Mexico, Belgium, Ireland, UK, Spain, Malaysia, UAE etc... and frankly when it comes to golf, I'll beat most of you and unfortunately most of you will go back home humiliated, but as I said at the beginning of this article that is life!! In honesty, the golf is secondary, whether you win or loose, it is MPL and it's future that is most important

There will be a trophy for nearest the pin, for the longest drive to the most honest player and also we will offer a special trophy to he or she who has a good shot and kills any duck on the golf course. Oops should have rephrased that, anyone who kills a living duck will no longer be a member of **MPL** (so our **MPL Secretary** says ha! ha!). Look forward to seeing you all later this year.

LUIS GIMENO
MPL DIRECTOR



MarcoPoloLine

GROUP



Dubai
2009

Novotel hotel World trade center
19TH - 22ND November, 2009

THE MARCOPOLOLINE GROUP SECOND ANNUAL CONFERENCE

NOVOTEL HOTEL WORLD TRADE CENTER
DUBAI, UAE
19TH - 22ND November, 2009

In planning our 2nd **MPL** Annual Conference, after the excellent success of our first, we took into consideration the most viable, useful and essential points we considered important to you, our **MPL Members**, and in doing so, we also tried to incorporate a little light relief. The dates were selected, not only to avoid the extreme heat associated with Spring and Summer in the region, but to slot your **MPL Conference** between two events being held in Dubai that month. A major exhibition days before our Conference begins and on Sunday 22nd November, The Big 5 (considered the largest construction exhibition in the world) opens. The Big 5 incorporates building/construction, air conditioning/refrigeration, glass/metal, bathrooms/ceramics, marble/stone, plus many other important components.

COSTS

COST includes 3 nights accommodation, airport transfers to/from the Hotel, breakfast and all the below events (excluding participation in the Golf Tournament)

MPL Members

Single room (1 person)	USD 1000.00
Double/Twin Room (2 people) per person	USD 850.00

Additional Nights – Subject to Availability:-

Single room (1 person)	USD 125.00
Double room (2 people) per person	USD 75.00

NOTE: Visas are the responsibility of each attendee. However, as an **MPL Member** we would be more than happy to provide you with a support letter to obtain your visa, should you require it.

NON MEMBERS

Single room (1 person)	USD 1100.00
Double/Twin Room (2 people) per person	USD 935.00

Additional Nights - Subject to Availability:-

Single room (1 person)	USD 138.00
Double room (2 people) per person	USD 83.00

AGENDA

THURSDAY, 19TH NOVEMBER, 2009/ARRIVALS

- 19:00 Welcome Drinks
- 20:00 International Buffet Dinner, including Red/White Wine, Beer, Soft Drinks and Mineral Water

FRIDAY, 20TH NOVEMBER, 2009

- 09:00 Meeting Begins
- 10.30 Mid-Morning Coffee Break
- 12:30 Lunch
- 14:00 Meeting Resumes
- 15:30 Mid Afternoon Tea/Coffee Break
- 17:00 Day's Meeting Closes
- 18:00 Pre-Voyage Drinks
- 18.45 Pick-Up from Hotel for an evening cruise on the **Creek**.
- 20:00 Boarding
- 20:30 Cruise Departs

Enjoy a sumptuous feast of International Cuisine, whilst gently gliding past illuminated **souks, banks and palaces**. (Unlimited Red/White Wine and Beer)

- 22:30 Cruise disembarks, followed by transport back to the Hotel

SATURDAY, 21st NOVEMBER, 2009

- 09:00 Meeting Begins
- 10:30 Mid-Morning Coffee Break
- 12:15 (approximately) Meetings officially close
- 12:30 (approximately) Lunch
- 15:00 Pick-up from Hotel - **Desert Safari Wonder** inclusive of:-
 - Dune drive in 4WD vehicles (6 persons in a 4WD)
 - Exclusive Desert Campsite
 - Buffet BBQ Dinner
 - Soft Drinks/Water/Unlimited Wine/Beer for 2 hours
 - Bonfire/Sand boarding/Camel rides
 - Arabic Costumes for Photography
 - Shisha, Arabic Coffee and fresh dates (Arabic Hospitality in separate area set-up)
 - 20 Minutes Belly Dance Show
 - Tents with Arabic seating
 - Refresh facilities (showers/toilets) separated for men and women
- 21.30 Approximate time to depart with arranged transport to Hotel

The remainder of the evening is free, to choose where you go and who with.

SUNDAY, 22ND NOVEMBER, 2009/DEPARTURES

MPL GOLF TOURNAMENT.

As spectator or participant please contact Mr. Luis Gimeno, luisgimeno@continentalwl.com

Obviously the more delegates attending, the greater the success FOR YOU - giving you the opportunity to meet all your fellow **MPL Members**, discuss current problems, and plan for the future. The same applies to your rapport with non **MPL** members at the Conference. Meet and persuading them to join **MPL**, and thereby creating a bond for future business relationships.

Please complete the application as soon as possible, giving us the opportunity to ensure everything is organized to your needs.

The deadline date for applications is **30th September, 2009**.

Please note this date is absolute. After the 1st October there will be no rooms available.

November is an active month for business events in Dubai and the hotel will have no problem re-allocating rooms we have not utilized.

On that basis we have agreed with Novotel, that rooms not required by **MPL** as of the 1st October, will be forfeited by us.

Booking Forms will be available soon on the MPL Website

PRIME TRANSPORT Springfield Gardens, New York

PRIME TRANSPORT FLORIDA Miami, Florida

Prime Transport became involved with the moving industry quite by accident. Initially, we served as an airfreight de-consolidator on behalf of an old friend in the U.K. who had just started up the airfreight division for a large moving company.



Prime Front Office Florida

We have subsequently been Exhibitors at the Household Goods Conventions for the past 10 year. Our promotional hand-out of aspirin bottles at each convention with the legend "Let Prime Transport Solve Your Customs and Shipping Headaches" has become extremely well-known over the years. I am amazed at how many familiar faces visit our booth annually to restock their Prime Transport aspirin.

Today we represent roughly 30 moving companies all over the United States. Our offices at JFK Airport in New York and our Miami facility rely on moving shipments as our major core business.

We feel we are unique as a customs broker in that we offer Sunday service as a matter of routine.

We had started out passing over documents to other brokers. However, as some of the moving companies discovered that we were customs brokers, they started to entrust us with their customs clearances. Fifteen years later, many of these customers from our early days continue to be loyal customers.

We are very proud of the customer relationships that have been forged. Our customers have been loyal friends whose patronage we continually value.

Our interface with the moving industry has continually evolved. After attending our first convention, we quickly realized that we could play an integral role in expediting the flow of household goods and other products by air and ocean.



Prime Inside Office Florida



Prime Transport Florida

Custom works around the clock, seven days a week. We are set apart from our competitors by virtue of owning and operating our own fleet of high cub trucks, besides operating our own warehouse located next to the airport.

These capabilities enable us to offer same day deliveries in our delivery radius as well as saving our customers thousands upon thousands of dollars in demurrage fees, which continue to climb to all-time highs. We try hard to anticipate customs and carrier problems before they occur to save valuable free time.

In the last few years, we have also become more active in



Prime Transport Truck

the export of household goods and personal effects by airfreight. We are still looking for new clients that are willing to develop computer interface with us for information sharing and tracking.

Unlike many of our competitors, we have steadfastly resisted the urge to enter into a packing and removal venture. We can deliver the odd business document shipment or small package to a residence. However, all of our trucks feature a single driver only. We customs clear then pick-up at the airport or seaport to be able to deliver to the warehouse of our client: the moving company.

While moving, shippers leave behind a lot of memories: they often put articles associated with their emotional and sentimental attachment to be cleared through the customs. We try to appreciate their eagerness to touch and feel those articles in our effort to expedite delivery of all cargo going through our system.

During the upcoming HHGFAA (The Household Goods Forwarders Association of America) Annual Meeting in New York, we look forward to the opportunity to reciprocate the hospitality and kindness of moving companies.

Abroad, sometimes it seems like a large fraternity. In particular, there are two noteworthy events that took place. A household goods agent in Panama went way above the normal call of duty to assist in a non-household collections matter. In another instance, upon visiting Vietnam, an agent extended herself by taking time out to act as a tour guide.



Prime Warehouse Florida

From sightseeing at the Alaskan glaciers to visits to Mexico from San Diego, our

affiliation with the Association has been fruitful in terms of business, personal relations and wonderful experience.



Primex

While we welcome all to the great city of New York, we also encourage you to visit our booth at the convention as well as our establishment at the JFK Airport. We believe this is an opportunity for us to introduce ourselves and our facilities to all our clients and potential customers: the moving companies.



SUBMITTED BY FMG SHIPPING and FORWARDING LTD. RUSSIA

Countries of Central and North America are historical and one of the main trading partners of Russia.

In this article I have reviewed trading between Canada and Russia.

Diplomatic relations between Canada and the USSR were established in 1942 and re-confirmed with the Russian Federation in 1991.

As per the official statistics from organizations within the United Nations, Canada is one of the best countries for habitation of people by several indexes within several years.

Canada and Russia have a "common border" from a geographical point of view - the North Pole - and it is possible to reach Canada by walking for approximately 3 months via the ice covered Arctic Ocean.

Nature and climate in Canada and Russia are practically the same, so are natural resources.

The main commodities for export from Canada to Russia are machinery, equipment, tobacco, plastic goods, electrical equipment, means of inland transport, optical instruments and devices, foodstuff, textile, fodder, chemicals and agricultural goods.

Whereas the main commodities for export from Russia to Canada are mineral raw materials, metals, chemical production, foodstuff, machinery, equipment and means of transport.

Now due to the world's financial crisis, the volume of trade between our two countries has decreased, but still continues.

SEA SHIPMENTS - FCL

Main sea ports in Canada for shipments to/from Russia are Halifax, Montreal and Toronto. Practically all Shipping Lines have services from/to these ports in Russia.

The main sea ports in Russia for cargo to/from Canada are St. Petersburg (Baltic Sea) and the Port of Novorossiysk (Black Sea).

Due to draft limits in Russian ports, Ocean

Lines are not able to arrange direct sailings and use a system of feeder vessels for delivery of cargo to/from our ports via Northern Europe to St. Petersburg and via ports on the Black Sea (Turkey and Romania) to the Port of Novorossiysk.

SEA SHIPMENTS - LCL

Usually warehouses in the port of Hamburg are used as consolidation hub for LCL cargo to/from Canada and further shipment in direct LCL containers from/to the port of St. Petersburg. Only the port of St. Petersburg works with LCL cargo.

AIR

There are air connections between main airports in Canada and international airports in Russia (LED, MOW)

PROJECT CARGO

Traditionally ports of Northern Europe are used as trans-shipment hubs for delivery of Project Cargo to/from Canada from/to Russia.



No. 25 St. Petersburg Port



Halifax Port, Canada, Pier 21



Toronto, Canada



Novorossiysk, Russia



Tugs near Montreal Port, Canada

NEWS FROM NORTH AMERICA

AMERICAN AIRLINES GIVES CONTRACT TO WFS TORONTO, CANADA

Worldwide Flight Services has been awarded a two year contract to provide cargo handling and customer service for American Airlines at Pearson International Airport, Toronto. WFS will take over the airline's 22,000 square foot cargo facility at the airport. WFS also represents cargo handling for United Airlines, US Airways, Alitalia and Finnair, together with trucking companies.

CALIFORNIA TRUCKERS

Truckers in California are calling for a delay on the mandated use of low-carbon fuel, which they say will double their fuel costs, given the present economic downturn. Later this month, the State Air Quality Board will consider and is likely to approve adopting the new fuel standard expected to be introduced in 2010. The Harbour Truckers for Sustainable Future (which is a coalition of trucking companies in Southern California) are concerned the new standard will force California into a single-state fuel and automatically raising fuel prices. There is also concern that this fuel may damage engines and must be tested first.

CONTINENTAL AIRLINES

Continental Airlines has been rated the 'World's Most Admired Airline' by Fortune Magazine readers six years consecutively. Furthermore the airline was ranked among the top ten companies for management quality across all industries in the same survey. Continental Airlines received an overall score of 7.71, followed by Air France-KLM Group 7.15, Southwest Airlines 6.89, Singapore Airlines 6.85, Lufthansa Group 6.57 and Delta Air Lines 6.18.

HOUSTON BAYPORT CONTAINER YARD

The Port of Houston Authority (PHA) is awarding a US\$35.9 million construction contract to build the Phase 1-Stage 2 Container yard for Bayport Terminal. In addition it has reached an agreement with Texas Southern University to dedicate \$2 million to developing undergraduate and graduate maritime transportation management and security degree programs. PHA says this is the first such university degree program related to maritime transportation security in Houston and also the first sponsored by a historically black college or university in the Country.

LONG BEACH DEVELOPING MIDDLE HARBOUR - SUPER GREEN TERMINAL BOX

The Port of Long Beach is planning to increase its marine terminal capacity, whilst reducing pollution. The project will be developed in two phases over 10 years. Two strange shaped terminals will be combined to make one large rectangular terminal. Once completed it will cover a total area of 345 acres and have a larger, and better functioning on-dock rail yard. Emissions from diesel will be reduced by 50% due to numerous environmental measures.

LOS ANGELES INTERNATIONAL AIRPORT

Together, Los Angeles World Airports and Mercury Air Group have opened a 1,152 sq. meter refrigeration unit. This doubles the size of its largest existing unit. The cost was US\$1.1 million, but considered an excellent investment, which will be good for business, and is aimed at LAX moving closer to a maintainable model of environmentally- conscious growth. Just one example of possible benefits is that the volume of flowers from South America, particularly Colombia and Ecuador are expected to increase. The

airport in years to come should be in a position to handle larger quantities of perishable goods.

Last year LAX handled 1.8 million tons of freight and mail (post)

LOS ANGELES PORT

Earlier this year the Port of Los Angeles launched a 10% discount program for imported and exported containers moved by rail.

The Port has now added another incentive effective from 1st May, 2009, where shipping lines will be paid US\$20 per TEU for intermodal cargo.

MARITIME HALL OF FAME, UNITED NATIONS, NEW YORK CITY, 13TH MAY, 2009

In 1993 the Maritime Association Port of New York & New Jersey, founded the Annual International Maritime Hall of Fame as recognition to maritime visionaries, who through excellence in their company, organization or services, has best exemplified the qualities of futuristic thinking.

On the 13th May, 2009 The 16th Annual International Maritime Hall of Fame will honour five international leaders:-

Capt. Timothy A. Brown, International President, International Organization of Masters, Mates & Pilots

Peter C. Georgiopoulos, Chairman, General Maritime Corporation

Doug J. Marchand, Executive Director, Georgia Ports Authority (USA)

Li Shaode, President, China Shipping (Group) Company

Douglas A. Tilden, Senior Strategic Advisor, Ports America Advisory Board

PIRACY/MAERSK ALABAMA

Crew members from the U.S.-flagged cargo ship , the Maersk Alabama arrived at Andrews Air Force Base, Maryland, U.S.A. on Thursday 16th April. The ship had been hijacked by Somali pirates the week before. Captain Richard Phillips, had offered himself as a hostage to the pirates and was then held by them on a life boat until U.S. Navy snipers from the ship Bainbridge, were able to rescue him. Whilst his crew arrived in the States, he was still on the USS Bainbridge and was hoped to be re-united with his family in Vermont, USA, soon. The Danish Shipping company Moller-Maersk is now looking into upgrading its response to piracy. Presently the company provides its crew with detailed safety and security instructions, emphasising the essential importance of vigilance when sailing in areas where piracy is notorious.

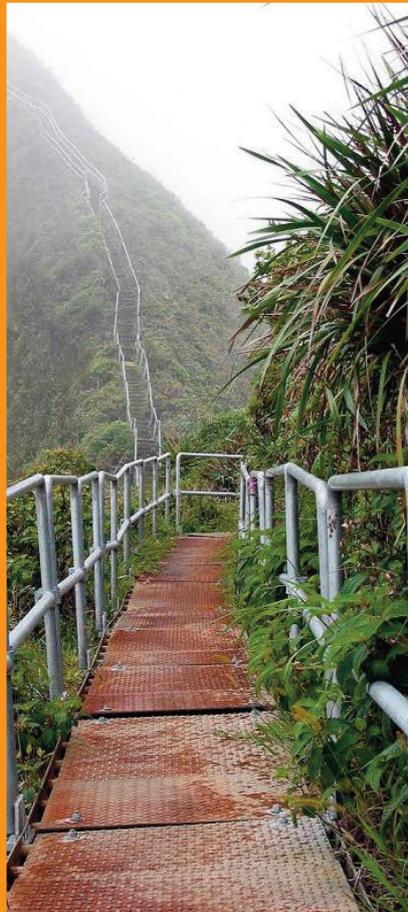
After 78 attacks on vessels in the first quarter of this year, the company is now studying route and vessel assignments off the coast of Somalia. Piracy has become a major problem to all the Shipping Companies in recent years. In most cases these companies are not likely to deter the pirates themselves, partially because of the financial burden. In 2008 about 30,000 ships passed through the Gulf of Aden and of these, there were 42 successful hijackings. Just paying the pirates, in some cases, has proved cheaper than outfitting the ships with armed security teams.

US BOX TRAFFIC INCREASES IN MARCH AS THE PEAK SEASON BEGINS

The volume of cargo at major American container ports rose in March as traffic begins its annual climb in the direction of the peak season. Unfortunately the volume for the first half of 2009 is still expected to be lower than the same period last year. The good news is that lower volume has meant cargo coming in moves faster without congestion from the harbour to the gate.

As reported by the Editor, from information acquired through various resources.

**HAWAII, U.S.A.
STAIRWAY TO HEAVEN
JUST 5 MINUTES OF A LITTLE LIGHT RELIEF
AWAY FROM FREIGHT FORWARDING
FOR YOUR ENJOYMENT**



Submitted by a friend of the Editor's who lives with his family overlooking Pearl Harbour, Hawaii

SUBMITTED BY JESSICA BAZACO OF UNITED CARGO MANAGEMENT INC. CHARLESTON, SOUTH CAROLINA

The Company:

United Cargo Management, INC is a company that was established in 1987 by its founder and president, Mr. Thomas Lee. UCM began with 5 employees in Los Angeles. We are now celebrating our 21st year and have a network of offices: Head Quarters and Western Regional Office - Gardena, CA Eastern Regional Office - New York, NY South-Eastern Regional Office - Charleston, SC Canada Regional Office - Toronto, Canada Sales office - Houston, Dallas, Atlanta UCM provides many services, including sea freight forwarding, NVOCC, air freight forwarding, sea-air combined service project shipping door to door, order to door, buyer consolidation tracking system, warehousing and distribution cargo insurance.

North America:

North America is a continent in the northern hemisphere bordered on the north by the Arctic Ocean, on the east by the North Atlantic Ocean, on the south by the Caribbean Sea, and on the west by the North Pacific Ocean. It covers about 4.8% of the Earth's surface. As of July 2002, its population was estimated at more than 514,600,000. It is the third largest continent in area, after Asia and Africa, and is fourth in population after Asia, Africa, and Europe. Both North and South America are named after Amerigo Vespucci, who was the first European to suggest that the Americas were not the East Indies, but a previously undiscovered (by Europeans) New World.

North America occupies the northern portion of the landmass generally referred to as the New World, the Western Hemisphere, the Americas, or simply America. North America's only land connection is to South America at the narrow Isthmus of Panama. (For geopolitical reasons, all of Panama – including the segment east of the Panama Canal in the isthmus – is often considered a part of North America alone.) According to some authorities, North America begins not at the Isthmus of Panama but at the Isthmus of Tehuantepec, with the intervening region called Central America and resting on the Caribbean Plate. Most, however, tend to see Central America as a region of North America, considering it too small to be a continent on its own. Greenland, although a part of North America geographically, is not considered to be part of the continent politically. Although the population of Canada and the United States is still largely of European origin, it is growing increasingly diverse with substantial immigration from Asia,

Latin America, and Africa; it is also highly urbanized (about 74% live in urban areas); much of the population is centered in southern margin of Canada and in the northeastern quadrant of the United States around the Great Lakes and along the Atlantic coast. Mexico's population, about 60% mestizo (of European and Native American descent), is increasingly urbanized (about 72%). People of European descent are a minority in most Central American and Caribbean countries, and the population outside the major cities is largely rural. The largest urban agglomerations on the continent are Mexico City, New York City, Los Angeles, and Chicago.

(http://www.4cornersclub.com/adventure_trips/north_america/continent_facts)

United States of America:

Capital:	Washington, DC
Area (km2):	9,826,630
Population:	307 million
Exports:	1.377 trillion
Imports:	2.19 trillion
Balance of Trade:	Approx -813 million

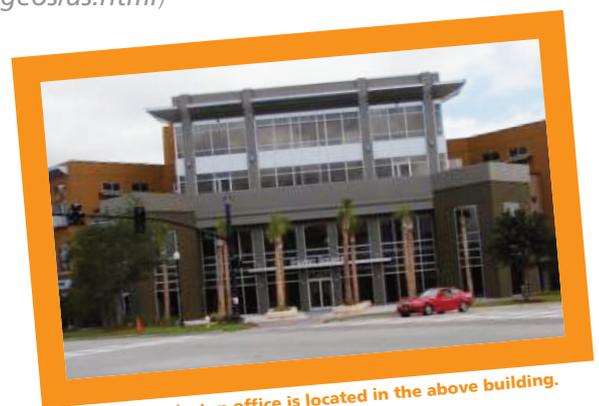
The USA You Know:

- New York and Hollywood
- Tiger Woods
- Football
- McDonald's

The USA You May Not Know:

There is approximately 4500 km between Port of Newark/New Jersey and Port of Long Beach/Los Angeles. There is a large network of rail roads to accommodate inland moves for FCL cargo, but not all steamship lines provide service to all inland container yards. The USA is the world's third-largest country by size (after Russia and Canada) and by population (after China and India); Mt. McKinley is highest point in North America and Death Valley is the lowest point on the continent. It is about half the size of Russia; about three-tenths the size of Africa; about half the size of South America; slightly larger than China; and more than twice the size of the European Union.

(<https://www.cia.gov/library/publications/the-world-factbook/geos/us.html>)



The UCM Charleston office is located in the above building.





MarcoPoloLine

GROUP

Next Newsletter

The next edition of the MPL NEWSLETTER will be published in July 2009, and it will be dedicated to continent of Africa. Please start sending your input NOW.

Help us make the NEWSLETTER indispensable, with your pictures, views, stories and new trade information. Please send them to the Editor sandy@marcopoline.com not later than the deadline date **Monday, 15th June, 2009.**