



## THE MARCOPOLOLINE GROUP AND INTERMODAL, SOUTH AMERICA

Paul Goehlert, **MPL Director and Treasurer**, together with the other **MPL Directors** have returned from the Intermodal exhibition in Sao Paulo, Brazil.

More than 45,000 visitors attended Latin America's leading integrated exhibition and conference event for international trade and logistics



handling held from 5th till 7th April 2011 at Transamerica Expo in Sao Paulo Brazil. **The MarcoPoloLine Group** was amongst more than 450 exhibitors at the event with **MPL** renting a large stand (booth) and under their banner, the following **MPL Members** attended:

### SPONSORSHIP

Alfons Freriks Logistics - Holland  
Atlas Shipping Services Ltd. - India  
BRZ Global -Brazil  
Comatram -Tunisia  
Consolidados 807 - Guatemala  
Continental Worldwide Logistics sl - Spain  
Interport Global Logistics Private Ltd - India  
KTT Container Transport Inc.- Turkey  
Magellan Logistics Peru S.A.C. - Peru  
Mercator Cargo Systems Ltd - UK  
OTS Global Logistics Inc. - USA  
Reygraz Internacional S.A. - Argentina  
Worldwide Freight Logistics - South Africa  
Worldwide Logistic Solutions - Italy

### CHAIR

3L - Leemark Logistics Ltd. - China  
Base International Freight - Italy  
Exim Cargo Uruguay - Uruguay  
Garone Logistics China Ltd. - China  
Mat Kargo S.R.L. - Bolivia  
MYX Internacional S.A. - Argentina  
Seabird Argentina S.A. - Argentina/Brazil  
TLS International GmbH - Germany  
Transmodal Corporation - USA  
Watson Global Logistics - Belgium

This was the first ever exhibition **The MarcoPoloLine Group** had participated in and it was very productive, not only meeting with existing **MPL Members**, but over 50 Agents from all over Latin America were interested in finding out more about the Group. Finally, we would like to take this opportunity to give a warm thanks to BRZ Global (SLT) Brazil, for all their assistance in helping with the organization and events during Intermodal. We are most grateful to them and they were excellent hosts.

## THE 4TH MPL ANNUAL CONFERENCE

This year is the 5TH ANNIVERSARY of **The MarcoPoloLine Group** and in celebration it has been decided to hold the next **MPL Annual Conference** in one of the four European countries, where the idea of **MPL** took root.

Many of the Group's ambitions have come to fruition and it can now boast well over 220 offices in almost 90 countries. Whilst **MPL** is constantly seeking ways for improvement, advancement and expansion (particularly in those countries where we are not yet represented), it is a time to celebrate the accomplishments so far.

With this in mind, we have organized the **4th MPL Annual Conference** in an extremely beautiful location in Sicily (the football at the end of the Italian boot) to take place from the 14th through to the 17th October (departing 18th October). The **MPL Golf Tournament** will be on the 13th October this year.

If you want to learn about Greece, come to Sicily. It is of course a paradox, but only to a certain extent. The Greek cities of Sicily were amongst the most beautiful of the Hellenic world.

This sunny ITALIAN island has a landscape of rich contrasts, with a superb coastline and a refined and deliciously varied cuisine, quintessence of the Mediterranean culture. It is dense with intellectual complexity and refinement, with every style, every movement in art so richly represented.

WE LOOK FORWARD TO SEEING YOU ALL LATER THIS YEAR AND DON'T FORGET TO INFORM YOUR AGENTS OF THIS IMPORTANT UPCOMING EVENT.



# SICILY

17<sup>th</sup>  
Edition

**INTERMODAL  
SOUTH AMERICA**

**5-7** | **Transamérica  
Expo Center**  
APRIL 2011 | São Paulo - Brazil  
1pm - 9pm

Organiser



**WIDENING HORIZONS, EXPANDING BUSINESS**



MYX Internacional was really grateful to share a nice moment with MPL members at Intermodal. We want to highlight that the atmosphere was nice, friendly & professional: the perfect setting for sharing experiences & making business. Fortunately we had the chance to see several members & talk about our views & the need to share our biz within the network. Participation was very important as that is another sign of trust we put on the MPL Family hoping we will all grow together while seeking for our customers' excellence. Being present in Intermodal we all show how proactive we are, & how important it is to align ourselves together under the MPL banner.

Thank you all for this great experience!

**The MYX Team**  
**Argentina**

My dear friends and partners, I am becoming more and more used, to first class events organized by Marco Polo and its members, and this leaves a taste of satisfaction every time there is an opportunity to get together. I enclose my personal comments on the event just finished, and looking forward to the next one,

Warm regards to all,

**Gabriel**  
**OTS Miami/USA**

**A big thanks from MPL to BRZ Global**  
**for hosting Intermodal**



Sandy tks very much.

Really Intermodal Met, was fantastic!!!

Very good for us to know face to face our agents in the world.

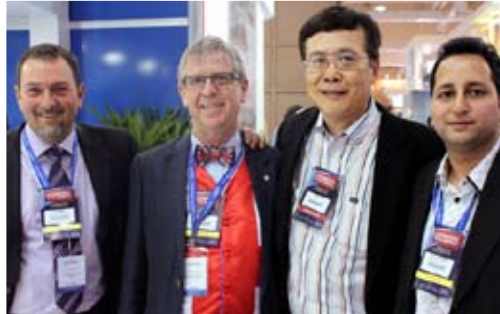
I think that meetings are good idea to improve the relationship of partners. About the Stand, excellent, very good, good location, good lighting, our friends or other stand know very well it when we said that we were at MPL stand.

About the entertainment of BRZ to us, was fantastic, they have very good human material!!!

I think that all was FANTASTIC!!!

**Diego R. Espinosa**  
**EXIM CARGO URUGUAY**  
**Montevideo - Uruguay**











# GOLF TOURNAMENT



# WORLD'S TALLEST LEGO STRUCTURE

Whilst INTERMODAL was in full swing, not far away in another part of San Paolo (a parking lot) a new achievement for the Guinness Book of Records was in the making.

Approximately 6000 children and adults, made up of families and schools, built the Tallest LEGO Tower in the world over a period of 4 days.

The multicolored monolith reaches 102 feet and 3 inches and consists of 500,000 individual Lego pieces.

With the assistance of a crane, the pieces are supported by wire framing in order to prevent the tower toppling over in the wind.

Lego officials from Denmark were sent to monitor the progress of the structure and it is believed that retired Brazilian soccer star Cafu attached the last Lego block, completing the tower's world record.

Building towers out of Lego is not new - Lego lovers have been assembling huge structures since 1988, when a team of Londoners put together a Lego creation that reached the height of 49 feet. Each year Lego towers have grown higher and higher.

Records have been achieved around the world, including Toronto, Hong Kong, Moscow, South Korea, with the last held by Chile, which reached 101 feet.

Towers and height are not the only motivating factor, recently a British designer created a pair of stilettos (shoes with long, narrow high heels) which are covered with the beloved building blocks.

What next can be Lego's new calling? Hats, clothing, furniture? The list is endless if you are passionate about a hobby that started for children, but is equally loved by Adults.





**OMYX Internacional Srl** of Argentina, recently sent **The MarcoPoloLine Group** this article.

## BUENOS AIRES GREW 24% LAST YEAR

Container movement at Port Terminals in Puerto Nuevo amounted to 1,1 million TEUs in 2010, 24% (around 217,100 TEUs) more than in 2009, according to figures broadcast by the port authority for the Port of Buenos Aires (AGP in Spanish). Rio de la Plata Port Terminals (Port Terminal 1, 2 and 3 concessionaires) moved 165,000 more TEUs, and grew 36%, while Port Terminal 4 and 5 (BACTSSA) transported 23,200 and 28,900 more TEUs respectively, a 12% and 11% increase each.

“This significant development in container movement takes place within the framework of the Port of Buenos Aires’ modernization, in which we can highlight the opening of Port Terminal for Cruise Ships Quinquela Martin, the dredging of the access to the port, the improvement of the transit at the port (including rail access), the extension of the entrance, and the change of the third breakwater that will allow 300-meter-long vessels berth”, informed the port authority for the Port of Buenos Aires in a release.

Likewise, the port authority for the Port of Buenos Aires pointed out that consolidation with growth is expected the ongoing year, and the possibility to outnumber the 2008 maximum of 1,2 million TEUs.

Source:  
*La Nación Newspaper - 2011*



**FMG Shipping and Forwarding Ltd.**  
**St. Petersburg**  
**Russia**

## RELATIONS BETWEEN RUSSIA AND COUNTRIES OF CENTRAL AND SOUTH AMERICA

Trade and economic relations between Russia and the countries of Latin America have been developing quite rapidly.

The volume of Russian- Latin American International Trade approached \$ 13 billion last year and a significant increase in this figure is expected for 2011.

Major exports from Latin America to Russia - is food. Russia has a huge market for food exporters. Brazil exports meat: pork, beef, and poultry. Argentina, Paraguay and Uruguay - also export meat, in addition Uruguay exports butter and barley.

Sugar is naturally exported from Cuba. Russia is the largest buyer of fruit from Argentina, - apples, pears, and cherries are imported to Russia . Bananas and flowers are exported from Ecuador and Colombia.

Major Russian exports to the South & Central American regions are machinery and fertilizers. Exports from this region significantly exceeds Russian imports to the same area. In order to resolve this problem, it is necessary to develop investment and scientific-technical cooperation with countries of the region.

Traditionally Russia supplies power equipment to Latin American countries. But in the late 80's, due to its internal problems Russia left Latin American market. In 2002-2003, Russia's well-known company - "Power Machines" - returned to the market and even regained upon its previous position. Two power plants were built in Brazil with the help of Russian equipment and specialists. The same type of cooperation are also being carried out with Mexico, Argentina and Chile.



The second area where in recent years there have been positive changes - is in the exploration and production of oil and gas. Gazprom, the major Russian oil and gas company has signed agreements with Venezuela, Bolivia, Peru and Columbia.

Another area where there has been significant results - is in the cooperation in bauxite mining and alumina production. Latin America is the world's largest manufacturers of bauxite and alumina.

In the Military field, Russia exports helicopters, aircrafts, military equipment, to Venezuela, Mexico, Bolivia and Brazil.

Russia cooperates with Central and South American countries in space exploration. Several countries, such as Brazil, Mexico, Argentina and Chile have launched their satellites using Russian space carriers.



# IMPORTANT INFORMATION ON ITALY

**SICILY** is the largest island in the Mediterranean Sea, comprising an autonomous area of Italy.

Like all regions in Italy, it has its own rich and unique culture, particularly with regards to the arts, music, literature, cuisine, architecture and language. The Sicilian economy is well diversified. The agriculture is significant with citrus fruits (mainly oranges and lemons), olives and olive oil, grapes and wine. Tourism and real estate are also a large part of the economy. Sicily holds importance for archeological and ancient sites and there are continuous excavations that occur due to its extensive history.

official hours you can use one of several exchange offices located in the cities. If you're in difficulties, it is usually possible to change cash at larger hotels (generally bad rates).

**ATMs:** There are many ATM's (Bancomats) and they are the quickest and cheapest way to get money in Italy.

**Credit Cards:** Credit Cards are widely accepted in major tourist areas (Visa, Mastercard, American Express, etc.), but you still get many restaurants, small shops or bars that only accept cash.

**Travelers Checks:** Are no longer the cheapest nor most convenient option and most people use banks cards now. However, you can change travelers checks

## ELECTRICAL APPLIANCES

The electrical current in Italy is 220V and the cycle is 50Hz. Though voltage may vary, in most cities and towns it is either 125 or 220. Check the local voltage with the hotel before using electrical appliances.

Plugs have prongs that are round, making an adapter plug necessary if you come from outside Italy. Power sockets have 2 or 3 holes and do not have their own switches, while plugs have 2 or three round pins. Some sockets have larger holes than others.

## TOURIST INFORMATION SERVICE

There are numerous regional Tourist Offices all over Sicily in order to provide all kinds of services you may need such as tourist information, money exchange, gift shops, etc. The main one most relevant is:-

**AAPIT Catania**  
**Via Cimarosa 10**  
**95124 Catania**  
**Tel: 095 7306211**

Opening hours are normally Monday to Saturday 08.00 - 20.00. Due to the Italian Siesta you may find this and shops closed during the hottest time of the day.

## ABOUT VISAS FOR ITALY

All visitors entering Italy must have a valid passport.

Nationals of the following countries, do NOT need a visa for a period of 90 days or less. Nationals of countries NOT LISTED BELOW must obtain a visa to enter Italy.

|             |               |               |
|-------------|---------------|---------------|
| ANDORA      | ESTONIA       | NICARAGUA     |
| ARGENTINA   | GUATEMALA     | PANAMA        |
| AUSTRALIA   | HONDURAS      | PARAGUAY      |
| BOLIVIA     | HUNGARY       | POLAND        |
| BRAZIL      | ISRAEL        | RUMANIA       |
| BRUNEI      | JAPAN         | SAN MARTINO   |
| BULGARIA    | LATVIA        | SINGAPORE     |
| CANADA      | LIECHTENSTEIN | SLOVAKIA      |
| CHILE       | LITHUANIA     | SLOVENIA      |
| COSTA RICA  | MALAYSIA      | SOUTH KOREA   |
| CROATIA     | MALTA         | SWITZERLAND   |
| CYPRUS      | MEXICO        | UNITED STATES |
| CZECH REP.  | MONACO        | URUGUAY       |
| EL SALVADOR | NEW ZEALAND   | VENEZUELA     |

IN ADDITION, PLEASE NOTE THAT YOU DO NOT NEED A VISA IF YOU ARE A CITIZEN OF THE EU/EEA/EFTA.

Capital: Palermo  
Area: 25,711 sq. km. (508.8 sq. Miles)  
Population: 5,050,486 (as of 2010)

## CLIMATE

October is when the olive harvest begins, and street vendors in larger cities sell chestnuts they roast for you. The nights are cool, especially in higher areas, but the days are comfortably warm an average high of 23 °C (73 °F) with an average low of 18 °C (64 °F). This is one of the best times for sightseeing and general touring.

## MONEY, BANKS AND CREDIT CARDS

**Currency:** Italy uses the Euro.

**Banks** usual opening hours are Monday-Friday from 8.30 a.m. to 1.30 p.m. and from 3 p.m. to 4 p.m. Outside the

pretty much everywhere and the usual fee for buying travelers checks is 1% or 2%. Buying checks in Euros is the best option, since these can be cashed without incurring exchange service charges.

## POST OFFICES

Post Offices are open from 8.30 a.m. - 2.00 p.m. On Saturdays and the last day of the month they may close at 12.00 noon.

## USEFUL TELEPHONE NUMBERS

Emergency Police and Carabinieri: 113 and 112 respectively  
Fire Department: 115  
Road Assistance: 116  
Medical Emergencies: 118  
International Inquiries: 176  
Phone Directory Assistance: 12









# MarcoPoloLine GROUP

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|--|---|---|--|---|---|
|    |    |    |    |    |    |
| Algeria  | Angola  | Argentina   | Argentina  | Argentina   | Australia   |
|    |    |    |    |    |    |
| Australia  | Bangladesh  | Belgium   | Belgium  | Belgium   | Bolivia   |
|    |    |    |    |    |    |
| Brazil   | Brazil  | Bulgaria  | Canada   | Canada  | Chile   |
|  |  |  |  |  |  |
| China  | China   | China   | China  | China   | China   |
|  |  |  |   |  |  |
| China  | China   | China   | China  | Colombia  | Costa Rica  |
|  |  |  |  |  |  |
| Costa Rica   | Croatia   | Cyprus  | Denmark  | Denmark   | Dominican Republic  |
|  |  |  |   |  |  |
| Ecuador  | Egypt   | Egypt   | El Salvador  | Finland   | France  |
|  |  |  |  |  |  |
| France   | Georgia   | Germany   | Germany  | Germany   | Greece  |



# MarcoPoloLine GROUP

|   |   |  |   |   |   |
|---|---|--|---|---|---|
| <br>PHOENIX                                       | <br>CB07<br>Consolidados R07               | <br>CB07<br>Consolidados R07          | <br>TRANSLOG<br>WORLDWIDE   |    | <br>INTERPORT<br>total logistic solution provider  |
| Greece  | Guatemala   | Honduras   | Hungary   | India   | India   |
| <br>Trinity<br>LOGISTICS                          | <br>TBJ<br>PT TIGA BINTANG JAYA            | <br>Din                               | <br>بامدادان بار<br>Bamdadani Bar<br>Int'l Logistic & Transport P.J.S.C | <br>Tehran Co. Ltd   | <br>CONWAY SHIPPING LTD  |
| India   | Indonesia   | Indonesia  | Iran  | Iran  | Ireland   |
| <br>Celtic<br>FORWARDING LIMITED                  | <br>All Cargo<br>LOGISTIC SERVICES Ltd.    | <br>SIGMA<br>TRADE & LOGISTICS LTD.   | <br>BASE<br>INTERNATIONAL FREIGHT S.R.L.                                | <br>Amatras s.r.l.<br>INTERNATIONAL FREIGHT FORWARDER  | <br>WLS<br>Worldwide Logistic Solutions  |
| Ireland   | Israel  | Israel   | Italy   | Italy   | Italy   |
| <br>H-FRIENDS<br>GLOBAL TRANSPORT AND LOGISTICS | <br>Blue Whales<br>Shipping Services Co. |                                     |   | <br>AWS  | <br>EVL  |
| Japan   | Jordan  | Korea,   | Korea,  | Kuwait  | Latvia  |
| <br>ABC Shipping Co.                            | <br>Nawras<br>SHIPPING CO.               | <br>GNL                             | <br>H-FRIENDS<br>GLOBAL TRANSPORT AND LOGISTICS                       | <br>UP   | <br>AUSTRAL SHIPPING<br>AGENCY & LOGISTICS   |
| Lebanon   | Lybia   | Malaysia   | Malaysia  | Malaysia  | Mauritius   |
| <br>Pro-Shipping                                | <br>TCI<br>INTERNATIONAL<br>LOGISTICS    | <br>Trans<br>Glory                  |   | <br>ALFONS FRERIKS LOGISTICS<br>VEENWOUDEN — ROTTERDAM                                       | <br>Euro Nordic<br>logistics   |
| Mexico  | Mexico  | Morocco  | Nepal   | Netherlands   | Netherlands   |
| <br>G.I.L.S.<br>Worldwide                       | <br>df<br>DESTINATION FREIGHT NZ LTD     | <br>CB07<br>Consolidados R07        | <br>DLN   | <br>Bugge & Olsen A/S<br>2017 LARSEN - NORWAY<br>INTERPORT • INTERSOL • INTERPOL • INTERLINE | <br>شركة شرق اسيا الدولية ت.م.م<br>EAST ASIA INTERNATIONAL CO., L.L.C.<br>INTERNATIONAL FREIGHT FORWARDERS |
| Netherlands   | New Zealand   | Nicaragua  | Nigeria   | Norway  | Oman  |
| <br>Ravian<br>Int'l.                            | <br>R<br>SHIPPING                        | <br>SEA NET<br>SHIPPING & LOGISTICS | <br>CB07<br>Consolidados R07  | <br>Panama Line  | <br>CARGOMAR   |
| Pakistan  | Pakistan  | Pakistan   | Panama  | Panama  | Paraguay  |

# MarcoPoloLine GROUP

|   |   |   |  |   |   |
|---|---|---|--|---|---|
|     |    |    |    |    |    |
| Peru  | Philippines   | Poland  | Portugal   | Portugal  | Qatar   |
|    |    |    |     |    |    |
| Romania   | Romania   | Russian Federation  | Russian Federation   | Singapore   | South Africa  |
|     |    |    |    |    |    |
| South Africa  | South Africa  | South Africa  | Spain  | Spain   | Sri Lanka   |
|   |  |  |  |  |  |
| Sri Lanka   | Sweden  | Switzerland   | Syrian Arab Republic   | Taiwan  | Taiwan  |
|   |  |  |  |  |  |
| Taiwan  | Thailand  | Thailand  | Thailand   | Tunisia   | Tunisia   |
|  |  |  |  |  |  |
| Turkey  | United Arab Emirates  | United Arab Emirates  | United Kingdom   | United Kingdom  | United Kingdom  |
|   |  |  |  |  |  |
| United States   | United States   | United States   | United States  | United States   | Uruguay   |
|   |  |   |  |   |   |
| Venezuela   | Viet Nam  |   |  |   |   |





# MarcoPoloLine

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## GROUP

### Next Newsletter

The next edition of the MPL NEWSLETTER will be published in **JULY, 2011** and will be dedicated to **EUROPE** Please start sending your input NOW. Help us make the NEWSLETTER indispensable, with your photos, views, stories and new trade information.

PLEASE START SENDING YOUR INPUT NOW TO THE EDITOR

**sandy@marcopololine.com**

not later than **4<sup>TH</sup> JULY 2011**

Graphic concept by Adv Consulting