

This is the last **MPL Newsletter** before our **6th MPL Conference**, but there will be further information regarding the Conference in September - which will include updates and how to start making your one on one appointments via the **MPL Website**.

Not only do we have an exciting and vibrant venue, but Maersk will be giving a presentation, in addition to members speaking such as Naier from Comatram, Tunisia. For the many of you who know Naier, this will be a delight and welcomed speech.

Furthermore, our member Seedcol from Kenya will be giving a presentation. Many of you made appointments to talk to Seedcol last year, but due to last minute visa problems they were not able to attend.

This frankly should be a lesson to us all - that once you book ensure you get visa information from the highest authority in your country and do not depend on your travel agent who is likely to be more anxious to sell flights, than be concerned about visas.

Seedcol is a relatively new member, and we are very much looking forward to meeting our first and only member in Kenya.

We are fortunate too, to have Anthony from Tansmodal/USA who will be giving a most enjoyable speech.

We again have our Master of Ceremonies, Mr. Robin Lander Brinkley, who everyone who attended last year - said was an incredible asset and most entertaining, and he will also give a very interesting presentation on Public Relations.

In addition to the Conference presentations and one on one meetings, we have a fantastic program for each night - which we know you will thoroughly enjoy.

Then there is the **MPL Golf Tournament organized** by our **MPL Director**, Mr. Luis Gimeno at luisgimeno@continentalwl.com being held Sunday morning, 6th October. So anyone wishing to

participate must contact Luis and ensure they arrive in Cape Town on the 5th October, so that they are bright eyed and bushytailed ready to compete with some of the best (and worst LOL :-)) players **MPL** has to offer.

Last but not least after the success in Vietnam (2012 **MPL Conference**), we will have a repeat **MPL Football Match** which will take place late Tuesday afternoon on the 8th October. The field has already been booked and is within a 5 minute walk from the hotel. If you want to join in please let me know. Spectators are more than welcome and **NEEDED** - there is nothing better a lot of people supporting their team to urge them on to a winning goal.

For those of you who have already booked for the Conference, we hope this gives you an insight of what to look forward to.

We know that you will find our **6th MPL Conference** most interesting, beneficial and rewarding, plus fun and entertaining.

REMEMBER this is one of the few opportunities where you can get to know your fellow members (and non members) rekindle old friendships and build or maintain long lasting solid business foundations.

IF YOU HAVE NOT BOOKED PLEASE DO SO IMMEDIATELY. I will be happy to provide you with registration forms or answer any questions you may have.

It will be great seeing you all in October.

SANDY MCINNES
MPL SECRETARY
sandy@marcopololine.com



MarcoPoloLine™

GROUP



6TH ANNUAL CONFERENCE

6TH-10TH October 2013

SOUTH AFRICA

CAPE TOWN





MarcoPoloLine™
GROUP



SAVE THE DATE
BOOK NOW
AND KEEP IN TOUCH!

6TH ANNUAL CONFERENCE

6TH-10TH October 2013

SOUTH AFRICA

CAPE TOWN



I would like to thank **The MarcoPoloLine Board of Directors** for having the initiative to participate in another Trade Show in the Americas.

My experiences with the Group, first organizing a trade show on behalf of **MPL** and now as an attendee at Expo Carga 2013 Mexico, shows how much it has grown in this field and that, the identity of **The MarcoPoloLine Group** has time and time again, placed it on the correct path to be what it is today - recognized worldwide, amongst emergent economic groups and countries.

The success of **MPL** is a direct result of an investment of by the Board Directors and its members. The organization shows its professionalism by globally focusing on this precise and competitive market. As Ana Chang of Prime Transport USA says: "A Selected Group of Exclusive Members", really defines the way of The MarcoPoloLine Group does business.

The Latin American Market is ever expanding and the Agents in that region are joining **MPL** and standing up to be seen and heard, but since not all them are able to participate in the Annual Conferences, these geographically located Trade Shows gives them an excellent opportunity to get together, meet fellow members and know the **MPL Directors**.

At Cargo Week I personally met valuable partners from various countries, like Ana Chang from the USA and Kenneth Sanchez from Venezuela. Not to be forgotten is a special mention for the great warm welcome and structure provided us by our Friends - Carlos Arroyo, Raul Osuna and their team from PRO-SHIPPING INTERNATIONAL. They were consistently

available and catered to all our needs for both the members and the **MPL Board of Directors** throughout our stay in Mexico, and during the trade show. We wish to express our sincere gratitude and thanks for their exceptional assistance and kindness.

The best part of attending Expo Carga (Cargo Week Americas) was that new members to **MPL**, could get first-hand experience of the significance of these meetings that are promoted by the Group and to understand that the "networking" and "personal connections" are the **ONLY WAY** to maintain partnerships, friendships and confidence, in such a competitive industry, like ours.

I **TRULY BELIEVE** that besides the existing communication tools, nothing replaces **PERSONAL INTERACTION**.

At Expo Carga, by promoting **MPL** as a Network, many customers throughout the exhibition, were affected, such as local Mexican companies, the Group's worldwide customers and by demonstrating **MPL's** assets, and proving itself to be a truly global organization, I was personally able to track and project real possibilities of trade between Brazil and Mexico, which had not yet been explored.

Some customers' needs were also resolved by having direct contact with members of different origins which were represented there via the **MPL Board of Directors** at its Group.

This demonstrated without a doubt that **The MarcoPoloLine Group** is not "just another network" but a cooperative group that stands by itself on a worldwide basis, showing the customers a reliable service

with numerous opportunities and where special attention to their requirements is foremost.

As Luis Gimeno - one of our **MPL Directors** said, "We never know the payback for these events". My personal opinion is that "whilst we don't know the return or actually benefits, when we are planning to attend or participate, but by experience, I can easily measure what we can lose by NOT attending".

As a Member of **The MarcoPoloLine Group** and as inscribed on my ID at Expo Carga the "Brazilian Delegation", I would like to provide an incentive and a give a strong recommendation to our fellow members in Latin America, that having been part of Expo Carga 2013 and Intermodal South America 2011 that it is essential and extremely beneficial to you, to be present whenever possible at the **MPL Conferences** and those trade shows promoted by the **MPL Board of Directors**.

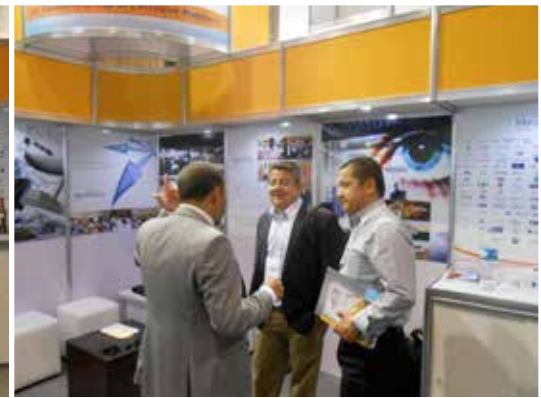
I look forward to meeting you all later this year in South Africa, at our **6th MPL Conference**.

Ms. Alessandra Lopasso
Vision Log Consultoria Aduaneira
E Transportes Ltd.



Rua Schilling, 413 Conj 101
05302 San Paolo - Brazil
www.visiongroup.net.br
Tel: +55 11 3641 7501
Fax: +55 11 3641 7481





ONE TO ONE.
THE BEST BUSINESS OPPORTUNITY.



SHARPEN YOUR CLAWS!

6TH ANNUAL CONFERENCE

6TH-10TH October 2013

SOUTH AFRICA

CAPE TOWN


MarcoPoloLine[®]
GROUP

MPL WEBSITE

One of the many advantages to the **MPL Website**, which was completely revamped earlier this year, is that YOU as MEMBERS have complete autonomy in regularly updating your information within the section entitled Network. That can include writing a text about your company or giving the present text a 'facelift' from time to time.

It is essential you utilize these opportunities, and regret to say that there are some members who have not even completed their minimal details.

ENSURE YOU ARE NOT ONE OF THEM!!



MPL BROCHURE



MPL with the assistance of our advertising agent, has designed a new brochure which not only promotes the Group, but can be adapted as publicity for YOUR companies. The official launching of the Brochure will take place at the **6th MPL Conference** later this year in South Africa.

There was a sneak preview earlier this month in Mexico at Expo Carga and its reception was exceptional. Everyone who saw it said it exuded class and distinction and was ideal for a 'Selected Group of Exclusive Members' which defines MPL perfectly.

MPL CORPORATE IDENTITY

We are taking this opportunity to remind you that in signing the Code of Conduct, which all members have done, you agreed to show the MPL Logo on all your correspondence - particularly with emails.

For those of you attending the 6th MPL Conference, please ensure you have the appropriate business cards. Should you require details please contact me: **SANDY MCINNES, MPL SECRETARY** sandy@marcopololine.com



Algeria
Angola
Argentina
Australia
Austria
Bahrain
Bangladesh
Belgium
Brazil
Bulgaria
Cambodia
Canada
Chile
China
Colombia
Costa Rica
Cyprus
Czech Republic
Denmark
Dominican Republic
Ecuador
Egypt

France
Germany
Greece
Guatemala
Honduras
India
Indonesia
Iran
Iraq
Ireland
Israel
Italy
Japan
Jordan
Kenya
Korea, Republic Of
Kuwait
Latvia
Lebanon
Libya
Malaysia
Mauritius

Mexico
Montenegro
Morocco
Mozambique
Myanmar
Netherlands
New Zealand
Nicaragua
Nigeria
Norway
Oman
Pakistan
Panama
Paraguay
Peru
Philippines
Poland
Portugal
Puerto Rico
Qatar
Romania
Russia

Saudi Arabia
Singapore
Slovakia
South Africa
Spain
Sri Lanka
Switzerland
Syria
Taiwan
Tanzania
Thailand
Tunisia
Turkey
Ukraine
United Arab Emirates
United Kingdom
United States
Uruguay
Venezuela
Vietnam
Yemen



MarcoPoloLine™
GROUP

Next Newsletter

The next edition of the MPL NEWSLETTER will be published
before the end of this year.

It will fully cover the **6th MPL Conference**
including an abundance of photographs and a complete write-up
of the event, from every aspect.