



REFLECTING ON 2019

As this is the last edition for 2019, I'm taking this opportunity to reminisce this past year.

To begin with MPL has acquired a further 23 new members, thanks to Sophie. Some of which are in countries where during the history of our Group, we have never been located before. Perfect examples are Hugo Express and Prostar both in Finland, LVO in New Caledonia, LV Overseas in Reunion, Nora International in Djibouti and Samteg in French Guiana.

On the other hand, recently in Greece, we celebrated and acknowledged the loyalty of Members who have been with us for ten years or more. For those who were there, each company received a plaque.

Whilst on the subject of YOU our MEMBERS we are extre-

mely proud too, of those of you who joined in 2006 (the inauguration of The MarcoPoloLine Group) and had faith in us from the very beginning having shown constant allegiance. We congratulate them for representing and understanding MPL's true values. They are:

ALFONS - The Netherlands
CGL - China
CONTINENTAL - Spain
NINGBO - China
SEABIRD - Argentina
TRIPLE EAGLE - Taiwan
TRANSMODAL - USA
WATSON - Belgium

REFLECTING ON 2019

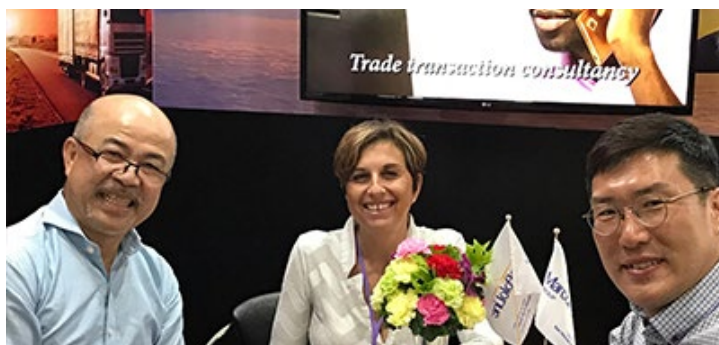
Getting back to 2019, MPL also participated in three Exhibitions:

THAILAND INDUSTRIAL FAIR, BANGKOK

from the 13th to 16th February

TRANSPORT LOGISTICS, MUNICH

from 4th to 7th June



Both exhibitions were highly successful, each with 14 Member sponsorships.

THE BIG 5, DUBAI

from 25th to 28th November

The results of this are enclosed. Perhaps 2019 will most be remembered for its outstanding Annual MPL Conference, which took place on the coast, south of Athens. We had, by far the largest number of attendees since we began our conferences in 2008. The 5-star hotel was superb, the location idyllic, the food excellent and our HOST Panagiota from ACE, Greece was so wonderfully professional, with nothing too much for her to take on. It was a joy working with her!!

Robin, officially our Master of Ceremonies, yet does everything far and beyond. He is now an essential anchor for all our conferences.

As is now customary, our last night consists of dinner, drinks in abundance and dancing. This year we were so fortunate to have our own in-house MPL Rock Band from Pro-Shipping, Mexico. They were and are so popular that we hope to make them a permanent fixture.

THANK YOU GUYS, YOU WERE GREAT!!!

The MarcoPoloLine Group always strives to better itself, so the forecast for MPL's 2020 will prove to be even more significant and prominent.

**SEASONS GREETINGS
TO ALL MPL MEMBERS.
WISHING EVERYONE,
A HAPPY, PROSPEROUS AND
HEALTHY 2020**



Panagiota Kemali
ACE



Robin Lander Brinkley
www.maxwellcommunications.co.uk

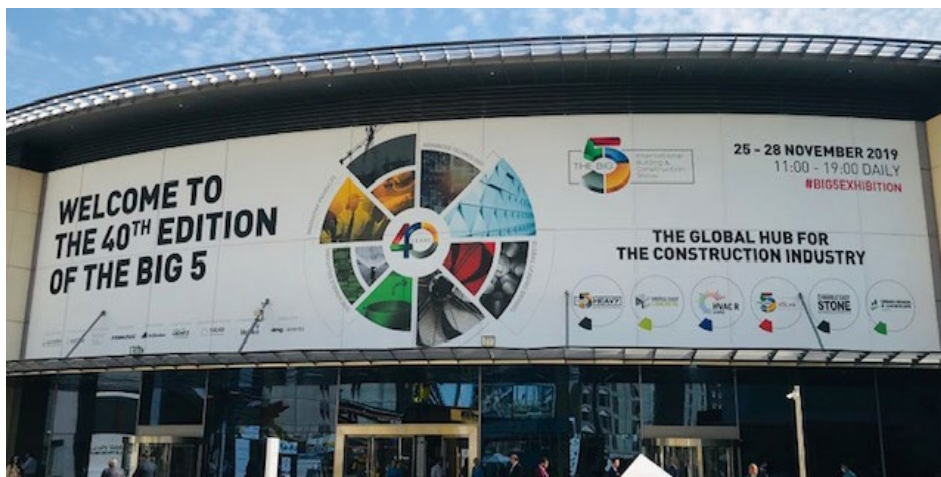


THE BIG5 - DUBAI, 25 - 28TH NOVEMBER 2019

Our first time at the Big5 exhibition was in 2017, where we had a medium size stand of 18 sqm. Thanks to its huge success, we decided to exhibit again and have a bigger stand of 28 sqm this year, showing our brand and highlighting much more our VIP Partners. The stand attracted a lot of people because of its black and orange colors, making the difference compared to the other booths around us.

Many people came, asking for quotations for their shipments, and one of our VIP PARTNER has already organized its first shipment with a new client we met last week!

It is very unusual to find a Network of International Freight Forwarders in a product fair, and because of this, visitors and exhibitors, were very curious and asking more and more questions about MARCOPOLOLINE, willing to collaborate with our VIP partners. We were interviewed by various medias and the journalists who were also very interested about our idea to be at the fair, finding it very clever and helpful.



One of our interviews has been published on YouTube and on our Social pages immediately, and we had a lot of "likes" for it.

My follow up in forwarding all the contacts to our VIP partners we got have been quick, because our new potential clients are waiting for quotes to start working with some of them! No doubt about it! I am sure that some will get very positive benefits from The Big5! Not all the Freight Forwarders understand the benefit they can get from this kind of fairs.... Of course, the Logistics ones are very much

appreciated and many of us attend them to increase business relationships and grow the company turnover, but just take a few minute to think about the following: a product fair is full of new potential clients, whom of course work with their own Freight Forwarders already, but what do they risk asking for a quote to us? A supplier never works with one Logistic company only, and is always looking for more competitive rates and services to satisfy their clients...

MPL has been the ONLY INTERNATIONAL FREIGHT





FORWARDERS NETWORK ON SITE,
because we have understood that we
have to find business at the origin!
We have been proud to promote our
VIP PARTNERS in Dubai, and we thank
all of those whom have decided to
support and help us.

Last but not least, we are pleased to
remind you our next year exhibitions
calendar as following:

- Intermodal, Sao Paulo,
Brazil, 17-19 March 2020
- Breakbulk Europe.
Bremen, Germany, 26-28 May 2020

- September/October 2020,
MPL Annual Conference
(Place and Dates will be
communicated in due course)

We wish to all of you a very nice end
of the year 2019, and we thank you for
your continuous support along those
years!

MPL IS SPECIAL, BECAUSE OF YOU!

Kind Regards,

Sophie Cappa
Sales & Marketing Manager
MarcoPoloLine Group



TESTMONIALS AFTER THE BIG5: VISA GLOBAL LOGISTICS, FABRIZIO DI TORE

www.visaglobal.it



BIG 5 in Dubai as usual represents one of the best opportunity to have exchanges with a lot of people from a lot of countries, 2019 edition has given us the immediate result to ship out some cargoes from Italy. One shipment to Aqaba sailed already, we are now arranging a new one to Umm Qasr and a further one to Uganda is in the pipeline. We are following up our offers submitted to a lot of traders and we are confident that other shipments are near to be confirmed.

For this reason I would like to express how much I am thankful to MPL having represented with a such high skill of performance our company, opening a window on one of most prosperous worldwide market.

From this window we had the opportunity to get in touch and finally secure new customers, let me say to Sophie Cappa our beloved MPL ambassadress: "What a wonderful Job".

VIP PACKAGE

2 LOGISTIC EXHIBITIONS

ANNUAL MEMBERSHIP
FEE + PPP

1 ATTENDANCE AT THE
CONFERENCE

VIP GOLD MEMBER
DURING THE CONFERENCE

OUR VIP PARTNERS FOR 2020 ARE THE BELOW COMPANIES:

We still have 2 last slots available and a few companies interested to join. The first come will be the first served! Next year, every VIP partner will get its own desk and space!

■
AGL CARGO

Brazil

■
FOXBRASIL

Brazil

■
RS LOGISTICS LIMITED

China

■
LUEDERS & STANGE KG

Germany

■
ACROSS LOGISTICS S-L-U.

Spain

■
SHINE LOGISTICS CO. LTD.

Korea

■
CONTINENTAL WORLDWIDE LOGISTICS SL

Spain

■
CARE INSURANCE MPL

Italy

■
AMARINE SHIPPING CO. LTD.

Korea

■
EDGE AMARINE WORLDWIDE LOGISTICS CO., LTD.

Vietnam

MPL CALENDAR EVENTS 2020

INTERMODAL - SAO PAULO - BRAZIL
17 - 19 MARCH 2020

BREAKBULK - BREMEN - GERMANY
26 - 28 MAY 2020

13th MPL ANNUAL CONFERENCE
SEPTEMBER / OCTOBER 2020

PENTAGON FREIGHT SERVICES



Pentagon Freight Services AS (PFS) has entered into an Agreement to acquire the forwarding department of Seafront Logistics AS (SFL), effective from 25 June 2019.

The acquisition relates purely to SFL's forwarding divisions in both Kristiansand and Larvik. The remaining activities of SFL (port services, port haulage, port security and Seafront Dockers) will continue under the Seafront name and brand.

PFS and SFL have enjoyed a close association for many years, both occupying the same office building in Kristiansand. With ambitions to grow and develop the business even further, the acquisition of SFL's forwarding department provides PFS with the mechanism to do this.

Lars Reidar Grimestad, Managing Director, Pentagon Freight Services AS, commented:

"We know all of SFL's employees and there are staff that have previously worked with Pentagon. We also have staff at Pentagon that have previously worked with SFL. The integration of people should be positive and inspiring."

"There are some great opportunities available and we want to receive our fair share. To achieve this, we need more people with the right skills. This acquisition will provide that and puts us in a position where we need to be."

Morten Årikstad, Chairman, Seafront Group, commented:

"It is becoming harder and harder to survive as a small forwarder. On top of being competitive we have to deal with developments within IT, QHSE and Compliance, it is challenging. By joining PFS, we can deal with these aspects in a totally different way, not at least through global certifications, such as ISO9001, ISO14001 and OHSAS18001."

"We have had a two-sided focus on forwarding for a long time. Getting all forwarding activities together under the Pentagon umbrella, will give us a momentum going forward and release a lot of positive energy."

Following completion of the acquisition, Pentagon Freight Services AS (Norway) will employ more than 80 dedicated employees over four locations, in Stavanger, Kristiansand, Larvik and Oslo (Gardermoen).

Ashley Taylor, Group CEO, Pentagon, commented:

"We are delighted to welcome the SFL forwarding team. SFL has been a well-respected and long-term logistics partner working with many customers. SFL's forwarding expertise, combined with our facilities, systems and Global footprint, will undoubtedly assist us to substantially grow our business even further going forward."

"This is an exciting addition to our business as we continue to follow

our Mission to be recognised as the Best-In-Class Freight Forwarding & Logistics Service Provider to the Energy & Resource industries."

For the MPL network, Mr Espen Andve will continue to be main contact and Pentagon Freight Services will have the following team at your service:

Location Oslo airport

Mrs. Hanne Grande

Head of Air & Sea

Hanne.Grande@pentagonfreight.com

Location Kristiansand

Mr. Espen Andve

BDM South

Espen.Andve@pentagonfreight.com

Location Larvik

Mr. Marcus Bredvei Røsand

BDM East

Marcus.Rosand@pentagonfreight.com

Location Stavanger

Mr. Magnus Hodnefjell

BDM West

Magnus.Hodnefjell@pentagonfreight.com





As Pentagon Freight Services, we have complete setup to serve all our partners worldwide.

- IATIA agency
- Liner agency
- Chartering agency
- Short sea service
- Deep sea service
- Customs agency
- Port terminals / stevedoring
- Warehousing
- Domestic / International road transport

www.Pentagonfreight.com

As previous years Mr.Espen Andve will attend the MPL conference in Greece. He is looking forward to meet all of you and give further information about the strengthening of your fast growing MPL partner in Norway.



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www.pentagonfreight.com



Destination Freight

Brisbane | Australia

Innovative & Expert International Logistical Solutions for Australia & beyond.

Established in 2008, Destination Freight is family owned freight forwarding business, who's aim is to provide innovative & Expert International Logistics Solutions to clients from Australia and around the globe. With a combination of local offices and affiliated global agency partners, Destination Freight can ensure a synergy and commitment to **excellence** in servicing all cargo destinations and types.

Providing **strong** logistical knowledge and direction, Managing Director Richard Walker actively works within the company and applies his **30 years** logistical experience. This approach ensures the ethos, values and service performance of Destination Freight continue to be of the highest standard.

Our Specialities include

- ⇒ Import & Export (Global)
- ⇒ Sea & Air Freight
- ⇒ Storage & Distribution

Through the strong **loyalty** and support from our valued clients, Destination Freight continues to achieve structured growth in the Global Marketplace. With expanding success and International growth, the company and staff strive to remain focussed on being a **family orientated** business committed to its core values and clients.

Richard Walker | Director

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✉ Richard@destinationfreight.com.au



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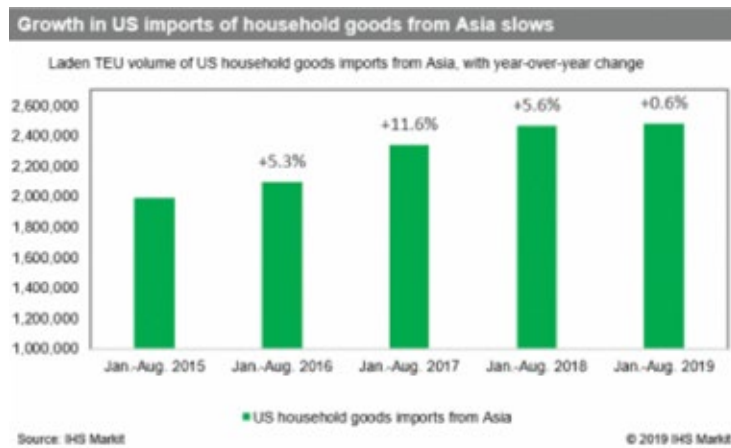
VIETNAM'S PRODUCTION CAPACITY



US importers of household goods have ramped up ordering from Vietnam to avoid Chinese tariffs, but landside and ocean capacity strains are already showing. Imports of household goods from Asia, a bellwether cargo in the eastbound trans-Pacific, increased only 0.6 percent year-to-date through August as the United States-China trade war dragged on, demonstrating that a large increase in imports from Vietnam was unable to offset declining imports from China. Furthermore, because manufacturing in Vietnam is approaching capacity, and vessels leaving ports there are fully

subscribed, further growth in exports of household goods will be constrained, a non-vessel operating common carrier (NVO) said. "Vietnam is at capacity," said David Bennett, president of the Americas at the forwarder Globe Express Services. "If you're not there, it's too late." Household goods include high-volume merchandise imports such as furniture, tableware, bedding, lamps and lighting, refrigerators, air conditioners, and dishwashers. They accounted for 22.5 percent of total US imports from Asia through August, according to PIERS, a JOC.

com sister company within IHS Markit. Total US imports from Asia year-to-date are up only 1.6 percent. That compares with full-year 2018, when containerized imports from Asia increased 7.1 percent over 2017, according to PIERS. Household goods imports this year reflect a slowing national economy, declining imports from China – by far the largest source of those goods – and the inability of growing imports from Vietnam to replace what has been lost from China due to the tariffs.



China still had a dominant share – 69.1 percent – of US household goods imports from Asia in January-August. But imports of household goods from China alone fell 7.7 percent compared with the same period last year. Vietnam was next with a market share of 17.3 percent, driven by a 34.2 percent gain in exports to the US. Imports from Vietnam have increased by double digits in each of the past five years as the

country established the manufacturing capability and infrastructure needed to grow household goods exports. Malaysia, Taiwan, South Korea, Indonesia, Thailand, Hong Kong, Japan, and Singapore rounded out the top 10 source countries in Asia. Each of those had a market share of 3 percent or less, as they have lagged in developing the necessary manufacturing capabilities.

Vietnam at the upper limits of production capacity

Despite its rapid growth in producing household goods, or maybe because of its success, Vietnam is nearing a plateau in expanding its exports most products, not just household goods, another NVO said. In addition to the time it takes to ramp up production, Vietnam has been growing so rapidly that the growth is taxing its ability to supply sufficient skilled labor.



VIETNAM'S PRODUCTION CAPACITY

China tariffs pulling down US export volumes to Asia

Based on the China model, it takes years to develop the infrastructure and manufacturing capabilities needed to launch large-scale production of furniture, bedding, lighting, air conditioners, and other household goods that are a mainstay of the US import trade from Asia. Manufacturers of those products require access to raw materials, parts and components, and a sufficient skilled labor pool.

Also, China has shown that in addition to manufacturing capability, a sophisticated supply chain is required to bring the materials and components to production facilities, and the finished products to ports for export.

Given the timeline required to bring everything together, the ability of other Asian countries to scale production up to the standards established by China is not expected to develop for years to come.

"Scalability is the key," Bennett said. An importer of hardware and related home-improvement products said he has not seen a material shift in production of those goods from China despite the trade war. "Perhaps we will see this transpire over time, but simply put, we cannot react that quickly," the source said.

In addition to limitations on production capacity in other Asian countries, importers of household goods say ocean services in the trans-Pacific are designed mostly for the North Asia and China markets. Carriers added four strings for a total of 18 weekly services from Southeast Asia to

North America this past year, according to Sea-Intelligence Maritime Consulting, but ships leaving Vietnam are mostly full.

"There are certainly capacity issues out of Vietnam. We're rolled sometimes," Bennett said. On the other hand, the overall downward pressure on freight rates in the eastbound trans-Pacific has prevented spot rates from Vietnam from increasing, he said. Spot rates from Vietnam move up or down with the larger trans-Pacific market, and the trend this fall has been mostly downward, he said.

"We're seeing some capacity-related issues from Vietnam with certain carriers," the hardware importer stated. "We can get the cargo moving, just not always on our desired carrier."



China also dominates the computer sector

China is also the major exporter of computers, parts, and accessories, accounting for 61.7 percent of US imports of those products from Asia. Vietnam is second with an 8.7 percent share, according to PIERS.

Computers and related accessories are a high-value but low-volume cargo in the eastbound trans-Pacific, representing 1.5 percent of all US imports from Asia. Most computer-related imports from China have not been tariffed thus far, but the next list scheduled to take effect on December 15, will impose duties on many computer products.

Year-to-date through August, computer and accessories imports from China declined only 0.2 percent compared with January-August 2018. Imports of those products from Vietnam increased 14.4 percent, and imports increased 11.6 percent from Taiwan, according to PIERS. Participants in the household goods trade with China expect that in the years ahead some sourcing will gradually shift to countries outside of China regardless of what direction the trade war takes, primarily because of increasing labor costs in China.

However, with Vietnam reaching its production capacity in household goods, and other countries in Southeast Asia still at the early stages of development, China

will continue to dominate that sector. "Yes, there is a shift under way, but China is China," Bennett said.

Best Regards,
Anthony



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FMG SHIPPING AND FORWARDING LTD - RUSSIA



Dear Friends from all over the World,

This time we won't represent any service or achievements. Instead of this let's look closer to our Mother Nature. We consider it's very important to save the environment of the planet and its beauty for next generation.

Let's discover the most distant corner of our country - Kamchatka Peninsula. It's not only the most unexplored and wild area of Russia where the bears are the kings as popular joke said, but the place where a lot of nature reserves are located. Without proper control and regulation we may lose such beauty

if humankind will be keeping decrease ecology level.

The nature of Kamchatka is one of the most peculiar and interesting in the world. The location of the peninsula on the faults of tectonic plates, Pacific coast, provided outstanding features. The dominant of Kamchatka are volcanoes.

The environment of Kamchatka is rich in cold and hot springs, which either quietly flow out from the bowels of the earth, or gushing very powerfully. A significant impact of the nature of Kamchatka is exerted by its forests.

Once the entire peninsula was covered with coniferous forests, but, as climate changes in the twentieth century and due to human intervention, they thinned and gave way to a stone-birch tree.

Water expanses of Kamchatka are represented by rivers, lakes and coastal sea waters.

The originality and beauty of nature attracts many tourists to Kamchatka. Preserving the pristine nature of the region is an urgent task that requires a delicate solution.



We create something beyond logistics

Edge Worldwide Logistics U.K

Amarine Shipping Korea

Edge Worldwide Logistics Thailand

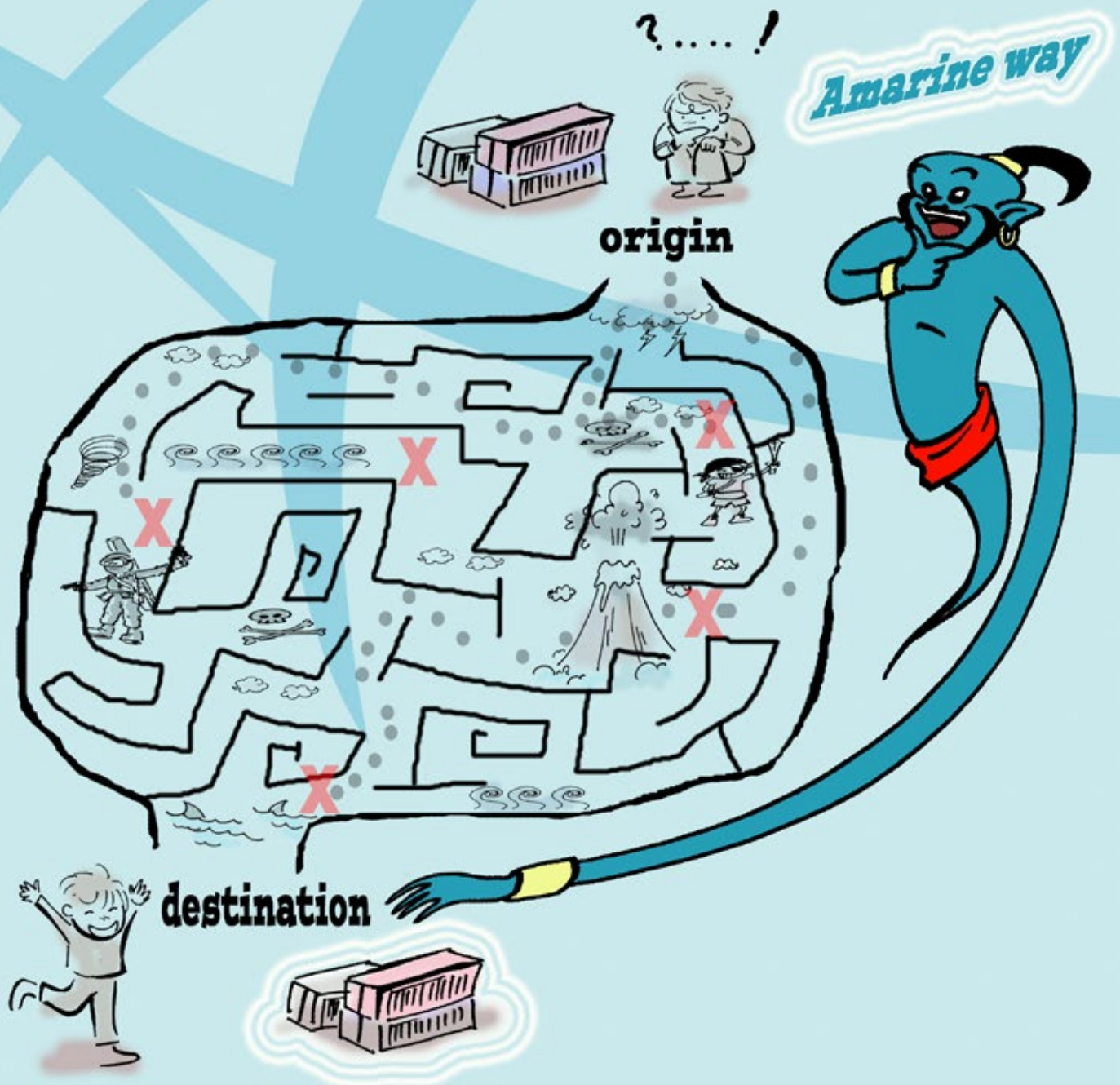
Edge Amarine Worldwide Logistics Vietnam

EAWL

Edge Amarine Worldwide Logistics



Amarine is Maze Runner!!



 **amarine shipping**
Air & Marine freight forwarders in South Korea & Vietnam



WE ARE A LEADING SPECIALIST INTERNATIONAL INSURANCE BROKER, NEGOTIATING DEDICATED COVERS FOR OUR CORPORATE CLIENTS, BY LIASING WITH THE BEST GLOBAL INSURANCE COMPANIES.

We already insure many MPL members and we can cover you worldwide thanks to our global network.

A world-class level of service is our primary value for clients.

We are always available to support you throughout the policy's duration, with an attention and availability which is second to none.



**Negotiation
and Support**



**Marine
Claims Handling**



**Contractual
Review**



**Training
and Support**

As an MPL member, you can fully benefit from our exclusive advantages, protect your company and obtain training and assistance for your peace of mind.



MARINE INSURANCE

- All risk cargo
- Freight liability
- Warehouse
- Charterer's liability



CYBER INSURANCE

- Security and privacy liability
- Cyber Extortion
- Reputational damage
- Business interruption



TRAVEL INSURANCE

- Unlimited medical cover
- Baggage, theft, liability, delays
- Trip cancellation



INSURE YOUR BUSINESS TRIPS

*Travelling very much for business?
Well of course, you are an MPL freight forwarder!*

As of today, travel implies a series of often underrated risks: health, terrorism, travel disruptions, personal liability, thefts... and it's important to be properly protected in every situation.

CARE has negotiated exclusive rates for MarcoPoloLine members with BUPA Global Travel, a leading insurer.

Highlights:

Choose your mix depending on your needs:

BASIC COVER BENEFITS

- › Unlimited medical cover
- › In-patient treatment
- › Out-patient treatment
- › Evacuation
- › Repatriation
- › Mugging and assault
- › Compassionate emergency repatriation
- › Accompaniment
- › Compassionate emergency visit
- › Statutory arrangements in case of death
- › Home transportation of the deceased



NON-MEDICAL OPTION

- › Personal accident - death and disability
- › Baggage - theft, loss, or damage
- › Baggage delay
- › Theft of passport/cash
- › Personal liability - property damage
- › Personal liability - bodily injury
- › Travel delay
- › Missed flight connection
- › Hospital daily benefit
- › Security and legal assistance



TRIP CANCELLATION OPTION

This option covers in case you are unable to travel due to acute illness, injury or death

Unique Advantages:

- Free choice available between Annual travel or single trip, both as company or individual
- Access BUPA's 24/7 multi-language emergency assistance service in case of need
- Get your virtual insurance card on your handheld device with BUPA's myCard app

Have your company fully covered, starting from less than 4€/5\$ per travel day!
Get a direct quote at insurance@marcopoline.com or visit www.brokerscare.com



WHY PUBLISH IN THE MPL NEWSLETTER (THIS IS A FREE SERVICE TO MEMBERS)

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
- Cost Effective: Unlike other forms of advertising, our newsletter enables you to communicate your marketing message.
- 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.

NEXT EDITION

TO ENSURE YOU ARE REPRESENTED IN THE FIRST 2020 EDITION, PLEASE SEND YOUR INPUT NOW, FOR JANUARY, WHETHER IT BE AN ARTICLE OR COMPANY PUBLICITY TO THE EDITOR: sandy@marcopoline.com.

photos are welcomed too, they provide an interesting link and add color to the newsletter