

LETTER FROM THE CHAIRMAN

Based on Chinese culture, this is the year of the Ox, which signifies prosperity - sincerely hope that proves true. Virtually everyone worldwide is being affected by this recession, some less than others, but the impact, wherever or wherever you are - is very real.

Frankly during these times, we have to run faster and hit harder which I'm sure our MPL members will do. Plus with this economic turmoil you continue to participate recommending new members and helping your fellow MPL colleagues, with recommendations for reliable Agents in places MPL has not yet reached. Without wishing to sound corny - you are proving the expression 'United We Stand' or to put it in more general terms, you believe in strength in numbers, loyalty and unity.

Since the beginning of January, MPL has received four new applications for membership, all of which have been vetted, accepted by the Board, and early February we will introduce them to you.


We have now completed the Monitoring members for the first half of 2008, but although many of you did complete the forms, not enough of you did, to paint a clear picture. Some complaints were that it was too intrusive, others said it was too time consuming. May I take this opportunity to say (a) you can program your computers in such a way that with a 'flick of a finger' the information comes up. (b) We are not being intrusive, but need to get an idea of who is collaborating with other members and who are not. When we have that, we can work together, not only to improve dealings between members, but also to put pressure on shipping and air line companies to reduce rates.

Now we will be approaching you again, to complete the monitoring forms for July - December, 2008. Please participate and please get your computers programmed so that this does not cause you extra work.

As you will see the MPL Conference is now scheduled for November, 2009 in Dubai and the Big 5 Exhibition, follows on our heels. The timing was arranged to give all of you the opportunity to attend this major exhibition if you so wish. For further details about the Big 5 please see www.thebig5exhibition.com

Last but not least, this issue of the MPL Newsletter is dedicated to Central and South America, and we would like very much to thank Compass and SLT for their wonderful and informative input. Since this issue was finalized we gained another 2 members in that region - 1 in Panama and 1 in Columbia, which will be shown soon on the MPL Website and whom we wish to welcome.

Let's hope that ancient Chinese wisdom is correct and that this year of the Ox does prove prosperous.



ROBERT P. DREELAN
MPL CHAIRMAN

DEAR FRIENDS AND COLLEAGUES,

This January edition of the **MPL NEWSLETTER** has been dedicated to Central and South America and with only 3 members in the region, we are most grateful to the two that made such important contributions.

Central and South America is a vast area, with extreme potential for **THE MARCOPOLOLINE GROUP**. Presently our members there are:-

1. Seabird Argentina S.A.
2. Compass South America - located in Brazil has kindly provided 2 articles and numerous photographs
3. SLT - Brazil also gave us a most interesting and detailed news report including very important statistics and most attractive pictures of Brazil.

For MPL to have any impact on this region and to help our other members worldwide, make a connection with this area, we need more members there. We therefore, ask that any Member who can recommend reliable and trustworthy agents in Central and South America, send to overseas@marcopololine.com with a copy to sandy@marcopololine.com.

We will take your leads and approach those Agents to consider becoming **MPL MEMBERS**.

Also one of the principal targets of **MPL** is to promote **THE MARCOPOLOLINE GROUP** and its Logo as a 'brand' name, encouraging all our members to use it on their correspondence, invoices, credit/debit notes, packaging, project cargo and for those who have their own trucks, there too. In fact, anywhere feasible or possible. Step by step it will be ingrained in the minds of our suppliers, carriers, customs brokers, haulers, shipping lines and airlines. Least of all it will not be forgotten by our competitors and other freight forwarders. Present and future customers will soon appreciate, that **THE MARCOPOLOLINE** Group symbolizes, reliance, trustworthiness, accuracy and efficiency. By creating an **MPL** Corporate Identity the organization and ALL its members are seen as one worldwide unit. A force to be reckoned with, having greater strength and thereby more success in a very competitive market.

Finally, during this difficult economic downturn, cooperation between members will ensure **THE MARCOPOLOLINE GROUP** continues to thrive and work for its Members and their greater achievements.

Wishing all of you a very successful 2009.

ROB SPITTEL
MPL DIRECTOR

SECOND ANNUAL MPL CONFERENCE



As you are aware the feedback for the Second Annual Conference to have been held in Cebu, the Philippines, proved to be most unpopular, because of travelling time and lack of other business interests in the area. Hence we were forced to reconsider.

We must emphasize, that before then a lot of hard work was put in to finding a suitable venue, for which we wish to very much thank our **MPL member** there, Protrans Logistics Corporation and in particular Leon Lagrama for their excellent assistance. The MarcoPoloLine Group then put the vote to

the members, based on a choice of 5 venues, and the result was a definite majority for DUBAI.

So Dubai it is, but due to the extreme heat early in the year, plus other considerations included to benefit our guests, the decision was made to link the MPL Conference to a major International Exhibition in the city. The Big 5 Exhibition follows on the heels of the **MPL Conference**, which will now take place in November 2009.

For further details of the Big 5 Exhibition (which specializes in all aspects of the construction industry) please see the October 2008 edition of the **MPL Newsletter**. The Exhibition begins on the 23rd November and closes 27th November, 2009.

The dates of the **MPL Conference** will now be as follows:-

Thursday, 19th November, 2009

Welcoming Cocktails/Dinner in the evening

Friday, 20th November, 2009

Conference Meetings all day

Saturday, 21st November, 2009

Conference continues in the morning

Afternoon Sightseeing

Closing Cocktails/Dinner in the evening

Sunday, 22nd November, 2009

MPL Golf Tournament

Approximately the end of February, we will be sending out booking forms, costs and a general itinerary to **MPL members** and non-members.

Please keep your diaries clear for the above dates and let us know immediately of any NON-MEMBERS you would like to see attend the Conference, so that we may contact them.



COMPASS SOUTH AMERICA DESPACHOS E AGENCIAMENTO LTDA.

CURITIBA – BRAZIL

THE COMPANY

Compass South America is a company which was introduced by the Asia Shipping Group (a leader in importation from the Far East to Brazil). Actually the Company in South America was created in 2006 to handle VIP clients, and specializes in doing high quality services.

The Compass South America office is pretty famous, since our staff are young people. The older ones are just 28, whilst the younger are between 17 and 24 years old. That may seem very young, but all are competent and incredibly professional with experience.

The new Compass Office Style. As we expend more and more time in the office, we consider it to be a second home. Therefore, the offices include a DVD player, Plasma 42" T.V., drinks at our own bar for Happy Hour with our clients and for after hours, a massage room and BBQ grill.

The obvious up side to this, is that our employees are more disposed to work, in a pleasant environment.

SOCIAL RESPONSIBILITY

We collaborate with the Ação Comunitaria organization, whose mission is to contribute in a continuous and integrated manner toward social inclusion. Today Ação Comunitaria concentrates its activities in the Southern Zone of Sao Paulo, serving 22 organizations and following its objective in mobilizing community leaders and social educators, through continuous training. To find out more about this organization, please access the following website: www.acomunitaria.org.br

HISTORY

Anticipating the growth trend in emerging economies such as Brazil, China and India, Asia Shipping Transportes Internacionais was created in 1996 to provide services for the trade between the Far East and Latin America.

The company began with offices in Santos, the biggest port in Latin America and in Sao Paulo, one of the largest urban centers on the American continent. In 1999, the company made an aggressive move forward onto the international scene and established Asia Shipping International Transport (HK), with offices in Hong Kong and has been growing ever since.

Today, the company has a struction that incorporates 16 of its own offices and a worldwide network of representatives, guaranteeing excellent customer service. There are eight offices in China and six in Brazil (San Paulo, Santos, Vitoria, Rio de Janeiro, Curitiba and Paranaagua) and two in Ecuador (Guayaquil and Quito).

INFORMATION ON BRAZIL:-

Capital:	Brasila
Area (km2):	8,511,965
Population:	184 million
Exports:	195 Bi
Imports:	175 Bi
Balance of Trade:	Approx +20 billion

The Brazil You Know:-

- Rio De Janeiro
- Carnival
- Indian
- Slam
- Amazonia Forest
- Soccer Passion

The Brazil Perhaps You Do Not Know:-

Brazil occupies nearly half of the total area of South America. It borders all South American countries, except Chile and Ecuador. It has a total land mass of approximately 3,300,000 square miles, more than all continental United States and slightly less than all the European countries together.

- 40% of Brazilian land is occupied by the Amazon Rain Forest. The population is concentrated in the South Eastern states of Minas Gerais, Sao Paulo, Rio de Janeiro and Parana.
- Brazil is divided into 26 States and 1 Federal District

Sao Paulo

Strong industrial development and cultural diversity has provided Sao Paulo with the largest, most cultured and educated middle class in Brazil. These people are lively and well-informed and, although they complain about the traffic, street violence and the pollution, they wouldn't dream of living any where else.

Today there are over 20,000 industrial plants of all types and sizes, concentrated in the city and surrounding megalopolis.

The Brazilian people are perhaps the most racially mixed in the world.

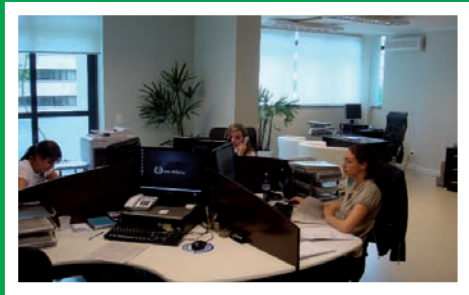
Rio De Janeiro

Rio's cultural life is intense and varied. Economically it is a service industry center. With a key to finance, electrical equipment, chemicals, pharmaceuticals, beverages and textiles.

Slams crowd against the hillsides on both sides of the city and Rio's famous glitzy Carnival is a spectacle, but there are more authentic celebrations held elsewhere in Brazil. Over 5 million people live in Rio de Janeiro.

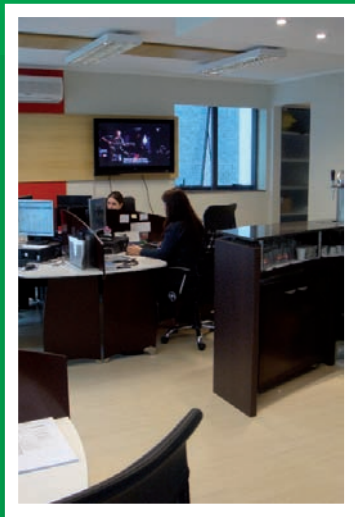
Brazilian agribusiness represents: 25% of GDP – R\$ 1,2 trillion, 33% of jobs, 47% of exports. The biggest global producers of beef, chicken, orange juice and sugar.

Brazilian cattle farming employs 40 million hectares of cultivated land and 120 million hectares of pastures. There are 200 million hectares available in the short and medium term of farming. Farmers produce 100 million tons of grain, mainly soybeans, corn, rice, beans, wheat, etc. and some fibrous crops such as cotton, along with sugarcane and beverage producing crops like coffee and orange juice.

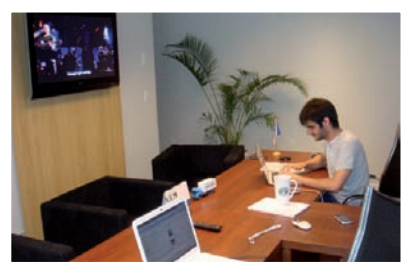


Some Final Trivia Often Mistaken

Capital:- Brasilia -The world's most ambitiously planned city was designed by Oscar Niemeyer. Official Language: Portuguese. We do not think or speak Spanish. Brazilian Culture is quite different to any other Latin American cultures.



MR. REHAN BAHR
COMPASS SOUTH AMERICA



CHRISTMAS 2008 WITH COMPASS SOUTH AMERICA

This year on the 13th December, 2008 we invited all our friends and clients to help collaborate with children and those families who were facing difficulties this Christmas, and we commemorated it in a different form. We organized a party of 2 teams, where the idea was to collect donations for a party that would take place at Day-Care Center in Curitiba City.

It was a competition between our teams, where the winning team was the one that collected the biggest number of donations. The main objective of our party was to help those children of impoverished families.

On Saturday, the 13th December we made Christmas for these children a little happier!

We collect more than 200 toys/foods/clothes and donations for all 150 children and also provided a little party for them with hot dogs, popcorn, clowns, a magician and Santa Claus to distribute the gifts.

Below are some photos of the party:-



INDUSTRY NEWS FROM CENTRAL AND SOUTH AMERICA

MEXICO

Bandits with assault rifles held up a container train in the western state of Michoacan, travelling from Hutchison Port Holdings (HPH) terminal at the Port of Lazaro Cardenas.

This terminal located on the west coast is operated by Hong Kong's HPH, which has a 30-year concession, which was granted in 2003 by the port authority.

Dow Jones said the 20 bandits were in search of chemicals to be used in the making of illegal methamphetamine. It is understood that the gang used their vehicle by putting it across the tracks, forcing the train to stop and then pointing guns at the train's crew. The train was operated by Kansas City Southern (KCS).

The gang reportedly opened 3 containers and stole clothing and sports gear. Action by the Company, State and Federal Authorities resulted in some of the items being recovered.

KCS runs the railway which goes to the Port and had a 71.6% increase in traffic in the first 9 months of last year to 329,169 TEU. This new facility was planned in order to reduce Asian Cargo for rail shipment into the USA, which was causing congestion at Long Beach (LA).

CENTRAL AMERICA RUN

APL the container carrier has pronounced their twice-weekly Central America Express (CAX) and CX2, which will be added to the Port of Miami from January 6th.

This will connect Miami to Honduras, Guatemala, Nicaragua and El Salvador and other APL major European and Latin American trade routes and enables shippers on the CAX to be linked to APL's Atlantic Pacific Express and Atlantic North Service, for shipments to and from Europe and using Miami to connect with APL's New York Express for major ports in Latin America and Asia.

Miami has a new automated 16-lane gate to help speed up trucks. The truck turn-around time of 30 minutes is considered to be the best amongst US Ports.

ST. LOUIS AIRPORT CREATES NEW LINK TO SOUTH AMERICA

St. Louis Airport (MidAmerica) is becoming an important link for China's planeloads of electronic and computer goods from O'Hare Airport in Chicago, which are then shipped to Miami for South America.

On the 30 October, reported the weekly St. Louis Chinese American News, flowers from South America were first flown to MidAmerica, stored in the airport's warehouse and distributed to floral wholesalers, which completed the first international delivery service which has now become a weekly event. International Harvester and Caterpillar equipment parts will also be flown to Miami for distribution in Central and South America.

PANAMA

The World Bank's IFC has approved a 20 year US\$300 million loan to the Panama Canal Authority to fund part of the \$5.25billion expansion.

The money will be used to dredge canal approaches, add new locks to handle larger ships and widen channels that will nearly triple capacity and double the size of ships using the facility when the upgrades are completed in 2013.

The IFC's CEO Lars Thunell said 'The expansion will be essential to support Panama's international competitiveness and sustained economic and social growth in the country'.

Panama's Suction Dredge Starts The Expansion

The work of dredging the Panama Canal's Entrance to the Pacific began recently, using a giant cutter dredge to turn the sod. The equipment remains stationary and uses a cutter edge to loosen the material. It is an essential component for the program of expanding the Pacific Sea entrance, which eventually will provide additional draft and width for ships that are longer and wider that need to enter the new locks.

In April 2008 the Panama Canal Authority (ACP) had awarded a US\$177.5 million contract to the Belgium based 'Dredging International'. The cutter suction dredge will be used to remove roughly 1.5 million cubic meters of soft sod in the most northern areas of the Pacific Sea Entrance. The dredging is intended to widen the navigation channel to a minimum of 225 meters and deepen it to a minimum of 15.5 meters below Mean Low Water Springs.

*As reported by the MPL Editor,
from information acquired'*





Author: Alessandra Lopasso R Corner

Focus, besides crisis, America's trade, a new business style

Few months ago, during the presentation of the World Wide Investment Report from OCDE, Economic Development and Co-operation Organization, it was declared by Mr. Jose Angel Gurria, the prime-secretary, " the importance Latin American for the world wide economy is even higher, with the annual volume on the Foreign Trade business of 1.2 billion American dollars – which is equivalent to 71% of the foreign trade business of China – a foreign direct investment of about 72 billion American dollars attracted and annual remittance of about 48 billion American dollars, Latin America is one of the main motors of the global market.

This tremendous reality has open up the eyes of the latin-american investors which started to grow their presence into neighbor countries. In the 90's European and American investments were centralized in Latin American. Buying and selling process, fusions which were never thought before ten years ago, became now a reality and starts to be seen in the business panorama.

Brazil and Mexico show up as the two main actors at this scenario. Brazil stands out by the insertion of Brazilian companies as the petrol Brazilian company, Petrobras that made acquisitions or jointed onto most south American markets, the building company Camargo Correa which bought the building company Loma in Argentina and as the mining companies as Votorantim and Belgo Mineira that bought the metallurgy Paz Del Rio in Colombia and Acindar in Argentina, consolidating its presence at this region.

Concerning Mexican companies, we can point out investments of Cementos del Mexico, CEMEX, one of the three biggest producers of cement in the world with plants in Central America, Caribe, Colombia, Argentina and Venezuela. The America Movil with 147 million customers at the area is the leader at the telecom segment into this region – owns 65% of the Brazilian market – and the MEXICHEM the main group of chemical products and petrochemical products of Mexico that bought the Brazilian company Amanco, leader in Latin America for the plastic pipes production and that today has factories at 13 latin-american countries.

➤ Some important Statistic numbers and information:

Latin America Number of Countries:	36 with total of 574.215.121 inhabitants.
Spoken Official Languages:	Spanish, Portuguese (only for Brazil)
Second Language:	English.



➤ Main Market countries per quantities of population by each geographic region:
(Statistics database of 2007 – www.indexmundi.com & BID)

– South America –

Brazil:	- 191.908.598 inhabitants	- 33% of Latin America population
Colombia:	- 45.013.674 inhabitants	- 8% of Latin America population
Argentina:	- 40.677.348 inhabitants	- 7% of Latin America population
Peru:	- 29.180.899 inhabitants	- 5% of Latin America population

– Central America –

Mexico:	- 109.955.400 inhabitants	- 19% of Latin America population
Guatemala:	- 13.002.206 inhabitants	- 2% of Latin America population
Cuba:	- 11.423.952 inhabitants	- 1,98% of Latin America population
Dominican Republic:	- 9.507.133 inhabitants	- 1,65% of Latin America population

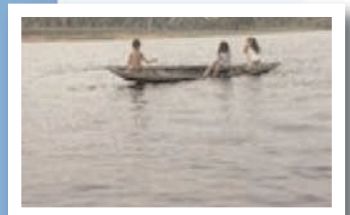


Haiti: - 8.924.553 – inhabitants
Panamá: - 3.292.693 – inhabitants

- 1,55% of Latin America population
- 0,57% of Latin America population.

– About Brazil –

Brazil, officially the Federative Republic of Brazil:



-About , Brazil the beautiful land -

Brazil was discovered in 1500. The Portuguese arrived here and only in 1822 we become a free nation. The republic was formed in 1889. We are the most important country in South America, the most populous and the largest one. Brazil leads the region in economics and politics.

Some numbers about Brazil :

- . Population : 190.010.047
- . Capital : Brasilia
- . Major cities : São Paulo, Rio de Janeiro, Belo Horizonte, Porto Alegre, Salvador.





- . Land Area : 8.511.965 km²
- . Religions : Roman Catholic 73,6% / Protestant 15,4% / Spiritualist 1,3% / Others 3,6% / None 7,4%
- . Language : Portuguese
- . Literacy Percentage : 88,6% (more than 15 years old)
- . Government : Presidentialism – Federal Republic
- . Gross Product : 1.655 trillion USD
- . Per Capita Income : 8.800,00 USD
- . Industries : Iron , Steel, Textiles, Vehicles, Aircraft, Cement, Lumber, Shoes
- . Agriculture : Coffee, Corn, Soybeans, Beef, Cocoa, Citrus
- . Exports : Transport Equipment, Soybeans, Tiles, Iron, Coffee, Chicken
- . Infrastructure : Ports - Santos (the big one) ; Airports (for all cargo and passenger air modal) ; Railway (factory to Ports) ; Highway – the most important way of transport in Brazil, representing high costs for commodities.



With these numbers, we see that it is necessary to have a large infrastructure and a very good government, politics and international relationships based on strategies and hard work.

The Ports don't have the capacity needed to send all the products that the industries produce, because they are old and not prepared for the new century and the new ways of a global economy.

We produce all we need, but the government does not investment in development technologies. If we have more Christians in key positions, maybe we can reach a different degree of progress.

Billions moved on Import and Export business at main markets:

	Import / Export	USD/billions 2008
Brasil	Exp	159.200.000.000
	Imp	115.600.000.000
Colômbia	Exp	28.390.000.000
	Imp	30.830.000.000
Argentina	Exp	54.600.000.000
	Imp	40.260.000.000
Peru	Exp	27.140.000.000
	Imp	18.750.000.000
Mexico	Exp	267.500.000.000
	Imp	279.300.000.000
Guatemala	Exp	7.468.000.000
	Imp	12.670.000.000
Cuba	Exp	3.231.000.000
	Imp	10.860.000.000
Rep. Dominicana	Exp	6.881.000.000
	Imp	12.890.000.000
Haiti	Exp	554.800.000
	Imp	1.844.000.000



Panamá	Exp	9.662.000.000
	Imp	12.100.000.000

As several of our “translatine companies”, as we call the groups which are investing into the Latin America region, SLT had started its operation focused on this interesting and promissory market.

Our company was founded in December 2004 and since its beginning started by gathering business all around the Americas, understanding our region as an emergent growth market.

A “Key” for our growth at such competitive area was the understanding of market needs. Some important decisions taken by SLT, really made the difference for our customers, such as:

- Structure to assist import, export, ocean and air freight shipments, with licensed on IATA and Brazilian SISCARGA (customs system) at main port and airports of Brazil;
- Implementation of ISO 9001-2000 management basis on all operations;
- Local training for international agents training skills for each agent which guarantee the international partners 100% security on their operations and finance;
- Administration of Back to Back operations and special project cargo for Brazilian import and export companies, according to Central Bank and Brazil Government law and customs determinations;
- Usage of our own fleet of containers, guarantee to our customers, best freight and flexible demurrage agreements on exports and imports;
- Customer credit control for Brazilian import and export companies with guarantee of health finance for shipment;
- Focus on market. We have developed partnership with the most important suppliers of services on Central, South Americas and Angola Trade Lanes.

Our company is focused on offering the Brazilian Importer and Exporter all sources from the moment of decision to introduce their companies at the international business up to delivery of the needed products to customer's house.

We have qualified staff, constantly trained, visioning the satisfaction of the customer on all services that can be part of the International business, as Trading business, air and ocean import and export shipments, local trucking, customs w/house administration, bonded area, customs clearance management

We are honored to be part of this network and want to thank the opportunity given by MarcoPolo Line directory, affiliated members and invited lectors to promote and show more about our continent.

We also want to encourage all the group to start doing business with Brazil and all Latin American Countries and considering SLT as your “open window” here.

