



You will have noticed that the **October MPL Newsletter** was never produced. Our sincere apologies but the amount of work involved in the then upcoming Conference, made it impossible to find the time. Fortunately the contributors were most understanding and appreciated the dilemma. Please now find those articles in this edition. They are informative and most interesting and hope you enjoy them.

THE 2ND ANNUAL MPL Conference UNDOUBTLY WAS A HUGE SUCCESS, not based on our word, but on the feedback from the last day, together with the questionnaires that were completed by the attendees, and the emails received after the event.

In organizing the conference, things got off to a bad start. The hotel we chose initially,

kept changing the rules plus adding on charges, not stipulated in contract. There was no alternative but to change venue, which needless to say caused confusion - the Conference brochure had already been circulated. Thankfully Yowan of Triple Crown in Dubai the **MPL Host**, was able to find an excellent replacement, which fitted all requirements, including free transportation from the airport to the hotel and visa versa. An added perk, for those with a little spare time, was a complimentary coach service which stopped outside the hotel on a regular time schedule, and traversed the city, with frequent allocated stops in various parts of Dubai.

The Metropolitan Hotel Dubai located on one of the main thoroughfares in the city, Sheikh Zayed Road, was 4*. Owned by a prominent family in the UAE, it was an older establishment,

but first impressions when entering the lobby, were like stepping back in time, to an era of charm and elegance. The hotel had 5 restaurants on different floors, each with its own separate and distinctive cuisine - International, Chinese, Indian, Italian and Irish Pub 'grub'. Furthermore, there was a small boutique, which in addition to clothing, provided for virtually everything one may have forgotten to pack, and next door a travel agency. In the grounds, the hotel had a gym and outdoor swimming pool. If sunbathing or swimming, just by looking outside of the parameters of the pool & gym complex you knew you were in Dubai. Enormous skyscrapers, some still being built, surrounded you and gave the impression, that at any moment one would topple onto you, shattering your tranquillity - and much more. The Conference facilities, and catering were superb, although

one vital lesson, was learnt for future Conferences and that was when booking the meeting room, ensure it's capacity is much larger than that based on number of occupants. Last November, the meeting room could hold 81 people seated classroom style (i.e. with chairs and tables). With 78 attendees, it was almost full. That fact and, or the room's acoustics, made the Dating Game very noisy.

For those who attended our 1st event in Thailand, and again the 2nd, it was very obvious that the Dating Game had 100% improved. Instead of moving to ones right or left, and facing a different guest at random, this time the meetings had been arranged by appointment weeks in advance using a system the Chairman had arranged on the **MPL Website**.

This system was so successful it will continue to be used in the future.

The Conference officially opened on the Thursday evening and as everyone entered into the Hotel's garden where the function was being held. They were issued with badges showing their name and company. There was an unlimited choice of wine, beer or soft drinks, followed by a buffet dinner with seating at round tables of 10.

The Meetings on Friday morning, began with each **MPL Director** speaking about a different aspect of **The MarcoPoloLine Group**. Followed by Max Kantzer of Transmodal - USA and Ishwar Jodha and Yowan Jodha of Triple Crown, Dubai. After the speeches, we broke for coffee or tea and pastries in an outer restaurant, whilst the tables were readjusted in preparation for the Dating Game.

The Dating Game continued throughout the morning, until lunch - which was an excellent

buffet in the International Restaurant, near the Meeting Room, with time permitting to stretch ones legs and get a little fresh air. The Dating Game commenced in the afternoon, through to closing, with another short teacoffee break mid-afternoon.

Early Friday evening, everyone gathered in the foyer of the hotel (see photo) for transportation to the Dhows Cruise. The night proved most pleasant and enjoyable with good food and an abundance of drinks and gave everyone the opportunity to see some of Dubai both en route and during the cruise.

Saturday morning Alessandra Lopass of SLT - Brazil and Albert White of Panama Line spoke. You will find herein brief details of all the speeches, together with photographs of each speaker. During the 'Dating Game', questionnaires were circulated to ascertain how attendees felt about the Conference and ideas for future events. The **MPL Chairman** officially closed the meetings and thanked everyone for their participation.

In the afternoon, the guests met in front of the hotel and then got into 12 or 13 4WD vehicles (6 people per vehicle) and headed for the desert.

Travelling over the Dunes, was exhilarating, but could at times be compared to the roller-coasters at your local fairground - a little scary, but worth every minute. This may not be 100% accurate, but basically true. In one 'jeep' the passenger asked the driver how long he had practiced driving in the desert - he said 3 years and the SUV, had only turned-over twice (very reassuring). The same conversation took place in another SUV, but the driver informed his passengers - it was his first day on the job!!!!

The Safari offered everything one would expect or hope for. An excellent buffet BBQ with unlimited wine, beer, soft drinks and of course water. Sand boarding, camel rides, body painting (with strict limitations), and belly dancing. Most, if not all, will consider this Safari an experience to cherish for many years to come.

The only unhappy faces at this event, were the camels.

On Sunday there was an **MPL Golf Tournament** and details you will find herewith in the Newsletter

The **MPL Directors**, Administration, and our hosts Triple Crown put a great effort into making this Conference successful. Our aim was to improve vastly on our 1st event, and to ensure every **MPL Conference** is better than the previous one.

Our GREATEST REWARD for this effort, was the **MPL members** and non-members who participated and showed such enthusiasm.

TO THEM we want to take this opportunity to

THANK YOU!!!

Conference attendees

3L-Leemark Logistics Ltd. - Taiwan/China

MPL Member

Name: Mr. James Y.C. Lee

ABC Shipping Co. Sarl - Lebanon

MPL Member

Name: Mr. Sami Ballout

Alfa Trans - Egypt

MPL Member

Name: Mr. Khaled Al Awwa

Alfons Freriks Logistics - Holland

MPL Member

Name: Mr. Rob Spittel, MPL Director

Name: Mr. Maurice Reijntjes

Atlas Shipping Services Ltd. - India/Nepal

MPL Member

Name: Mr. Sushil Gupta

Capital Cargo Logistics - Morocco

MPL Member

Name: Mr. Hitcham Tafsi

Name: Ms. Laila Nahid

China Global Lines Ltd. - China

MPL Member

Name: Mr. Byron Lee

Name: Mr. Samson Lee

Continental Worldwide Logistics sl - Spain

MPL Member

Name: Mr. Luis Gimeno, MPL Director

Golf Tournament Organizer

Name: Mrs. Amparo Gimenez

Name: Mr. Pedro Lopez

Name: Mr. Rafael Villaba Torrome

Name: Mrs. Mercedes Teresa del Pozo

Contrans (PVT) Ltd. - Bangladesh

MPL Member

Name: Mr. Salah Uddin

Dayspring Uction Nigeria Ltd. - Nigeria

MPL Member

Name: Mr. Dare Kolawole

Name: Mr. Femi Oredola

Euro Nordic Logistics BV - Holland

MPL Member

Name: Mr. Siebe Kramer

FEAG International Transporte - Switzerland

MPL Member

Name: Mrs. Isabel Siegrist

Full Union Logistics Ltd. - China

MPL Member

Name: Ms. Anny Liang

Garone Logistics China Ltd. - China

MPL Member

Name: Mr. Bruce Zhao

G.I.L.S Worldwide B.V. - Holland

MPL Member

Name: Mr. Rob Van Grevenbroek

G.I.L.S. Wordwide Le Havre SAS - France

MPL Member

Name: Ms. Sabine Hericher

ITL International Logistics Co. Ltd. - Vietnam

MPL Member

Name: Mr. William Trieu

Interport Global Logistics Private Ltd. - India

MPL Member

Name: Mr. Vaidyanathan B. Iyer

Name: Mr. Sameer S. Bendre

Name: Mr. Sham Bendre

Kinay Transport & Logistics S.A. - Turkey

MPL Member

Name: Mr. Hakan Aydin

Name: Mr. Bunyad Teoman Kiziltan

KTL (Australia) Pty. Ltd. - Australia

MPL Member

Name: Mr. Rick Tankir

KTT Container Transport Inc. - Turkey

MPL Member

Name: Ms. Deniz Camlibel

Name: Mr. Derya Gokcen

Luders & Stange - Germany

MPL Member

Name: Mr. Jens Luder

The MarcoPoloLine Group - Worldwide

MPL Administration

Name: Ms. Sandy McInnes, MPL Administrator/Secretary

Mercator Cargo Systems Ltd. - UK

MPL Member

Name: Mr. Paul Goehlert, MPL Director/Treasurer

Name: Mr. Myles Daly

Mubarak Saeed Trading Est - Saudi Arabia

MPL Member

Name: Mr. Khalil Adam Barde

Ningbo Sailing Logistics Co. Ltd. - China

MPL Member

Name: Mrs. Elyn Wang

NTZ Logistics Ltd. - Bulgaria

MPL Member

Name: Mr. Vladimir Girginov

Panama Aero-Maritime Freight Inc. - Panama

MPL Member

Name: Mr. Albert M. White

Parisi Grand Smooth Logistics Ltd. - Hong Kong

Non-Member

Name: Mr. Helmut Horvath

Pars Star Shipping LLC - U.A.E.**MPL Member**

Name: Mr. Ather A. Haque

PJ Trans Millennium Co. Ltd. - Thailand**MPL Member**

Name: Miss Puk (Chanidapa Laoethakul)

Name: Mr. Virapat Maiklinhom

Plaza Forwarding S.L. - Spain**MPL Member**

Name: Mr. David Plaza Carcelén

Prime Transport - USA**MPL Member**

Name: Mr. Sam Fischel

Name: Mr. Robin Sultan

PT Tiga Bintang Jaya - Indonesia**MPL Member**

Name: Mr. Wibowo Cahyono

Ravian International Agencies - Pakistan**MPL Member**

Name: Mr. Ghulam Dastagir Paracha

Real Logistics - Poland**MPL Member**

Name: Mr. Pawel Moskala

Sea Net Shipping & Logistics - Pakistan**Non-Member**

Name: Mr. Humayun Qamar

Shanghai Jet Global Corporation - China**MPL Member**

Name: Mr. Thomas Liu

Name: Ms. Qi Yu Wei

Name: Ms. Cao Lin

Shine Logistics Co. Ltd. - Korea**MPL Member**

Name: Mr. IM Chan Bin

SLT - Brazil

Name: Mrs. Alessandra Lopasso Corner

Name: Mr. Marcelo Rodriquez Corner

SZ Shipping (Pvt) Ltd. - Pakistan**MPL Member**

Name: Mr. Shahzad Ahmed Khan

Name: Mr. Muhammad Asif Khan Lodhi

Name: Mr. Muddasir

Tehran Co. Ltd. - Iran**MPL Member**

Name: Ms. Bahareh Abolgasem

Name: Mr. Alireza Dabirmanesh

TLS International GmbH - Germany**MPL Member**

Name: Mr. Marcus Schlapper

Tokyo Freight Services WLL - Qatar**MPL Member**

Name: Mr. Abdula Moideen

Transmodal Associates Inc. - USA**MPL Member**

Name: Mr. Max Kantzer

Trevomar-Navegaça e Transitos Ida. - Portugal**MPL Member**

Name: Mr. Amadeu Manuel de Pinho e Sousa

Triple Crown Shipping and Logistics LLC - U.A.E.**MPL Member**

Name: Mr. Ishwar Jodha

Name: Mr. Yowan Jodha

Triple Eagle Forwarding (Taiwan) Ltd. - Taiwan**MPL Member**

Name: Mr. Eric Hsu

Name: Mr. Joseph Tung

Tulsi Global Logistic Services Srl - Italy**MPL Member**

Name: Mrs. Cristina Crostoli

Name: Mr. Marco Ruiu

United Cargo Management - USA**MPL Member**

Name: Mr. Jeff Lee

Name: Mr. Carlton W. Blair

Upgrade Express Co. Ltd. - Taiwan**MPL Member**

Name: Mr. Martin Wu

Worldwide Logistic Solutions Srl - Italy**MPL Member**

Name: Mr. Robert P. Dreelan - MPL Chairman

Worldwide Freight Logistics - South Africa**MPL Member**

Name: Mrs. Jo Ann Mellon

Name: Mrs. Sylvianne Dufourq

Itinerary

THURSDAY 19TH NOVEMBER, 2009

h. 19.00 **Welcome Pre-Dinner Drinks**

Fusion Square Gardens

h. 20.00 **International Buffet**

Fusion Square Gardens

FRIDAY 20TH NOVEMBER, 2009

h. 09.00 **CONFERENCE COMMENCES WITH MPL
BOARD OF DIRECTORS**

h. 09.30 **PRESENTATIONS BY 4 MPL MEMBERS**

h. 10.30 **Morning Coffee/Tea**

Outside the Conference Meeting Room

h. 11.00 **APPOINTMENTS BETWEEN
ATTENDEES BEGIN**

h. 12.30 **Lunch Buffet**

Al Saffa Restaurant

h. 14.00 **APPOINTMENTS CONTINUE**

h. 15.20 **Afternoon Coffee/Tea**

Outside the Conference Meeting Room

h. 15.40 **APPOINTMENTS CONTINUE**

h. 17.00 **DAY'S CLOSING**

h. 18.30 **MEET IN HOTEL'S LOBBY**

FOR DEPARTURE AT 18.45 FOR CRUISE

h. 20.00 **BOARDING**

h. 20.30 **CRUISE DEPARTS**

Gliding past illuminated souks, banks and palaces. (International Feast, with red/white wine, beer, soft drinks)

h. 22.30 **CRUISE DISEMBARKS, FOLLOWED BY
TRANSPORT**

BACK TO THE HOTEL

SATURDAY 21ST NOVEMBER, 2009

h. 09.00 **APPOINTMENTS CONTINUE**

h. 10.20 **Coffee/Tea Break (pastries/biscuits)**

h. 10.50 **APPOINTMENTS CONTINUE**

h. 11.50 **APPOINTMENTS FINISHED**

QUESTIONS/ANSWERS

OFFICIAL CLOSING

h. 12.30 **Lunch in the Al Saffa Restaurant**

h. 14.45 **MEET IN HOTEL LOBBY**

h. 15.00 **PICK UP FROM HOTEL**

DESERT SAFARI

- Dune drive in 4WED 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
- Shisa, Arabic Coffee/Fresh Dates (Arabic Hospitality in separate area set-up)
- Refresh facilities (shower / toilets) separated for men and women.

h. 21.30 Estimated time to depart with arranged transport to Hotel. Remainder of evening free, to choose where you go, who you go with, and say your good-byes to new and old friends.

SUNDAY 22ND NOVEMBER, 2009

MPL GOLF TOURNAMENT

2ND MPL CONFERENCE/DUBAI

25th November, 2009

To All,
Good day from sunny Egypt.
It was a great pleasure to meet all of you in Dubai last week... hope we can try more & more to support **MPL** and to push the wheel ahead and ahead. Looking forward to seeing you all again.
Best regards,
Khaled Al Awwa
Alfa Trans - Egypt

Dear All,
Our meeting at the conference was fruitful and I believe will open more business opportunities in the future.
We use this medium to say thank you and how pleased we were to meet you at the conference.
Looking forward to working with all the **MarcoPoloLine** family as a team.
Regards.
Dare Kolawole.
Dayspring Unction Nigeria Limited
Nigeria

Dear **MPL Board**, Thank you very much for this great & friendly organization.
Dear Sandy & Ishwar & Yowan, Thank you very much for the brilliant hospitality.
We are very happy to be part of **MPL**.
Best regards,
Deniz Camlibel
KTT Container Transport Inc. - Turkey

Dear Friends, I have just returned home and wanted to say how great it was to meet you all in Dubai. Special thanks to Sandy, Robert and the **MPL Board**. A special thanks to Ishwar's Team at Triple Crown for doing a first rate job as hosts. Transmodal remains a proud member of **MPL** and looks forward to assisting our fellow members with any inquiries.
Best regards
Max Kantzer
Transmodal Corporation - U.S.A.

Hi Robert,
It was really a great job you planned this time, far far better than last time, which means we are getting mature although that was our 2nd conference only.

Thanks Sandy and Triple Crown a lot...
Eric Hsu
Triple Eagle Forwarding (Taiwan) Ltd.
Taipei, Taiwan

Dear All,
Really want to thank you for coming to the 2nd Annual Conference in Dubai, I think we can all agree, that it has been a great success. **MPL** is growing fast, but as mentioned, we are not looking to become big, we are looking to become "great". A great company can only bring great success, which is what I wish for you all.
A Special thanks to Sandy McInnes at **MarcoPoloLine**, Ishwar and Yowan at Triple Crown for organizing a wonderful conference. You all did an excellent job!! Look forward to seeing you all next year!!
Robert P. Dreelan
MPL Chairman
Worldwide Logistic Solutions - Italy

26th November, 2009

Dear All,
I also want to thank you for coming to our 2nd Annual Conference in Dubai.
It was again a great time.
On this occasion we planned more time to see each other during a/ boat cruise, dessert safari and a golf day.
I think this was a big success and we will try to continue this also during our next **MPL conferences**.
I want to thank Sandy, Ishwar and Yowan for organizing our **MPL Conference** in Dubai. I can not wait to see you all next year during our third **MPL Conference**!!
Kind regards,
Rob Spittel
MPL Director
Alfons Freriks Logistics - Holland

To All Members,
Thanks Robert and team.
Great to see all the Members and love to have any queries from this part of the world.
Sushil Gupta
Atlas Shipping Services PVT Ltd. - India

Dear All,
It was a great pleasure to meet you all.
It was my first / **MPL Conference** and

first time in Dubai. Having met and talked with many of you, I'm glad that we, China Global Lines, are in the same network with you. As Robert said, let's build this network into a great network by working and doing more and more business with each other.

In addition, a thousand thanks to Sandy, Ishwar, Yowan and those who contributed to the success of this conference, which certainly brings back a lot of good memories to us.

Regards,
Samson Lee
China Global Lines Limited
Hong Kong, China

Dear **MPL Members**,
HATS OFF to Sandy, **MPL Board members** and the Organizers for driving this event to the peak of success!! This year we all saw that Robert placed the **MPL's Flag** on the Moon; I really want to see him placing our Flag on Pluto next year.

It was a real pleasure to meet you all in Dubai, at the **MPL's 2nd Annual Conference** and hope / you had a safe flight back home. Certainly hope too that we can do good business in the near future on the subjects that we discussed... Look forward to having a long lasting business relationship to our mutual benefit.

Thanks and best regards,
Khalil Adam Barde
Mubarak Saeed Trading Est.
In Association with KAASK Logistics
Saudi Arabia

Dear **MarcoPoloLine Members**
I must also thank you for investing your time and money in the Dubai conference. Sandy, Yowan and Ishwar, take a bow. Each of you did a great job. Once the planning has been so meticulously completed, the success of such functions is also dependent upon the delegates and everyone contributed to make it a fantastic event. Well done to you all.

If you haven't already done so, please continue the exchange of photos, videos and memories at www.facebook.com Search for **MarcoPoloLine** and ask to join. Already there are hundreds of photos, but let's see more and more. Thanks to all contributors.

Let's work together and next year we can

celebrate another memorable show.
I hope to see you next year if not sooner
Best regards
Paul Goehlert
MPL Treasurer and Director
Mercator Cargo Systems Ltd.
United Kingdom

Dear Friends,
I would like to thank all of you for the great time that we spent together at the **MPL Conference** in Dubai. It was really a pleasure to meet you and I am sure that soon we will start common operations with many of you.
Special thanks to the hosts – Triple Crown and to Sandy. The organization was perfect.
Looking forward to our next meeting.
Best regards,
Vladimir Girginov
NTZ Logistics Ltd. - Bulgaria

Dear ALL friends,
It was a great pleasure to meet up with all of you at the Conference, I hope you all / have a good flight / home as well and hope so WE will have the opportunity to see you again at the next meeting...
Best regards,
Tohn
P.J. Trans Millenium Co.Ltd. - Thailand

Dear All,
Good Day to you all....
Special thanks to Sandy from **MPL**, Yowan from Triple Crown Logistics & the Board of Directors (Robert, Luis Rob, Paul)!! You are **AMAZING!!**
This **2nd MPL Annual Conference** was really Great and Believe will lead us to have more and more biz in the future.
Best regards
PT Tiga Bintang Jaya
Indonesia

Dear All,
Thanks for your emails.
It was a great pleasure to meet you all at the **MPL Conference** and I / believe this meeting has been a great success / - do hope so.
We will develop a strong / and mutual business relationship in the future...
All the best to everybody... I remain
Elyn Wang
Sailing Logistics Co., Ltd. (Ningbo)
China

Dear Members of **MPL**,
Wow, this was a great meeting! And thanks for the arrangement – **MPL Board**.
Special/ thanks to Sandy & Ishwar & Yowan. All your efforts makes great memories for everyone.
SJGC is honourable to be part of **MPL Group**, and would like to give the support and have biz with all Members.
Thanks and Best Regards,
Thomas
Shanghai Jet Global Corporation (SJGC)
China

Thanks to the **MPL Board of Directors**, Sandy and Triple Crown for this wonderful meeting in Dubai. Perfectly organized and great people. I think we are all looking forward to next year's meeting!
Good luck to all of you... especially for 2010! We have started new cooperation already this week with some members and hope we can have more business together during the next weeks
Best regards from Germany.
Marcus Schlapper
TLS International Gmbh
Germany

Dear **MPL** Management & dear Sandy, Marco & I would like to thank you for all the efforts done in order to organize the **2nd MPL Conference**.
The result was really well planned, the Cruise amazing & the Safari very exciting and fun!! It was a pleasure to spend this time in Dubai & get in touch with all the Agents of the Group and we are anxious to attend the next **MPL** Meeting.
Warmest regards to all of you.
Cristina Crostoli
Tulsi Global Logistics Services Srl - Italy

Dear All,
May I take this opportunity to thank all those I met during the meetings at the Conference. It was my first time attending the **MPL Conference** and I found it very informative and also an opportunity to develop more friendships and business with the **MPL members**. A special thank you goes to Sandy and the TEAM for the hard work in preparing this event. Sandy you are great and a hard worker.
WFL looks forward to working with all the **MPL Members** and WFL to wish all **THE MPL Members** a happy and prosperous 2010.

Kind regards,
Sylvianne Dufourq
Worldwide Freight Logistics
South Africa

27th November, 2009

Dear Sandy,
On behalf of Interport, I sincerely express my deepest gratitude and a very special thanks to you for organizing a great conference.
Look forward to more interaction.
Thx
Best regards,
Vaidya B. Iyer
Interport Global Logistics Pvt. Ltd. - India

Dear Paul,
Vicariously for Sandy, her Crew and the members of the board I would like to express my heartfelt thanks to you! Lüders & Stange and Lübeck Distribution GmbH feel very happy about being member of the family. It was good to getting to know all of you! We will try our best to meet the demands expressed by David but are also happy that friendship comes first!
As for the next meeting we would prefer spring or early summer as our seasonal work, we are all involved in, starts in September. We surely prefer southern Europe as a meeting place but Albert's terrace would be OK too.
Wishing you all the very best for your family, your staff and Mercator I remain
Truly yours
Jens
Luders & Stange KG - Germany

29th November, 2009

Dear All
It was a great pleasure to attend the Meeting. It was really well organised and full of additional attractions. I have met personally a lot of you and it was very fruitful meeting for me. Now we know each other and it is easier to co-operate.
Special thanks to Triple Crown and Sandy.
See you next time.
Best Regards
Pawel Moskala
Real Logistics
Poland

Dear All, I would like to thank all of you and it was really a pleasure meeting you all at the **MPL Conference** at Dubai.

Special thanks to Sandy, and Ishwar and Yowan from Triple Crown for organizing a great conference.

Looking forward to meeting you all next year.

With Best Regards,
Alireza Dabirmanesh
Tehran Co., Ltd. - Iran

Dear Fellow Members of **MPL**,

It was a pleasure having you all in Dubai. We have got several messages from members about the arrangements and it makes me so happy that you all enjoyed the conference. I thank each and everyone who has responded with kind words. I specially thank Yowan who has made TRIPLE CROWN proud.

I see we have already converted our meeting with some of you into cargo bookings ,sales leads in this short time., that's a great sign .

See you all in the 3rd **MPL Conference** if not earlier.

Regards,
Ishwar Jodha
Triple Crown Shipping & Logistics L.L.C.
Dubai, UAE

30th November, 2009

Dear Sandy,
Thanks a lot for your efforts and arrangements.

B. rgds
Bruce Zhao
Garone Logistics China Ltd. - China

Sandy, /
The Confernce was absolutely great and well organized!! BRAVO Sandy!
Sabine Héricher
Gils Worldwide Le Havre
France

Dear All, Thank you very much for all the emails received, which congratulated the **MPL Board** of Directors, Yowan, Ishwar of Triple Crown and myself for the success of the 2nd **MPL Conference** in Dubai.

We very much appreciate you kind words, and makes us feel, the hard work was warranted and most worthwhile.
For all our efforts and planning, how

ever well the Conference may have been organized, at the end of the day, a Conference without attendees is not a Conference, but a failure.

So we take this opportunity, to thank all of you who attended and made this a reality. Your support of **The MarcoPoloLine Group** is the all important link to the Group's future development and success.

Our motto is **Help Us To Help You**. For those of you who participated in the 2nd **MPL Conference**, you did just that and we would like to express our utmost gratitude.

Very best regards,
Sandy McInnes
MPL Administrator/Secretary

Dear Sandy,
Thanks a million for your hard efforts with this 2nd Conference in Dubai. Suppose all of us are still missing your arrangements for the Cruise & Desert Safari which were amazing in our minds. Hopefully / God wishes you beauty all the time. Thank you Again.

Best regards,
Martin Wu
Upgrade Express Co. Ltd.
Taiwan

1st December, 2009

Dear Ms. Sandy,
Give to Special thanks to you,,Ishwar and Yowan at Triple Crown for organizing a wonderful conference.

It was nice to meet with you and all of members of **MPL**.

Thank you so much for the fruitful conference.

Best regards.
Salah Uddin
Contrans (PVT) Limited
Bangladesh

Dear all
Herewith I'd like to take the opportunity to thank all of you for the pleasant and useful conversations I have had with you and hopefully will have with you. Although it was my first annual Conference within the **MPL** family it felt good from the first minute

A special thanks to Sandy, her team, the **MPL Members** of the board and of course Triple Crown

who have arranged everything perfectly. Wishing you al the best and looking forward to meeting you all next year

Kind regards
Siebe Kramer
Euro Nordic Logistics BV
Holland

LETTERS TO THE MAILBOX

If you would like this space reserved for future **MPL Newsletters**, then please start sending in your correspondence for the attention of the Editor **sandy@marcopololine.com**. You could even use this as a forum to begin ongoing discussions. We cannot guarantee, everything will be printed, but we will do our utmost.

Yours letters would be most welcomed, and we feel sure your fellow members would find them interesting, informative, provocative or even argumentative – the adjectives are endless!!!

LET ME GET THE BALL ROLLING:- Persian or Arabian Gulf

Dear All, Whilst in Dubai, read an interesting article in one of the 'free' magazines delivered each morning to our hotel rooms. The subject was should the name Persian Gulf, be officially replaced by the name Arabian Gulf. It turned out that this is actually a very contentious issue amongst those countries who share this body of water.

Historically and commonly known as the Persian Gulf, it is controversially referred to as the Arabian Gulf by most Arab States or simply the Gulf, although neither of that last 2 terms are recognized internationally. To add to the debate, the 'Gulf of Iran' is used by the International Hydrographic Organization.

We are a non-political group, and not yet in a position, to be renaming parts of the globe Ha! Ha! Does anyone have a preference, or can come up with a different name, that no one has yet considered? My only comment on the subject is it can't really be called the 'Gulf'. There are so many other gulfs worldwide, that it could cause confusion – maybe for Freight Forwarders too.

Any thoughts on the matter?

Kind regards,
Sandy McInnes
MPL Administator/Secretary

Thursday 19th November



Speakers

We were very fortunate to have 4 excellent speakers from the **MPL Membership**, all of whom spoke on a variety of important subjects, that affect in some cases the industry, but in all cases, members of **The MarcoPoloLine Group**.

As the meetings took place over a day and a half, we were limited to accepting only a maximum of 4 speakers, although we had an influx of requests. In some cases, those speakers who we had no vacancies for, have specifically asked that they be listed as participants for the 2010 Conference. We therefore, already have 3 speakers for the next event.

Below you will find the speakers of 2009, with a photo and brief outline of their topic.



Albert M. White
Panama Line Aero-Maritime Freight Inc
Panama

Albert gave in depth details of Panama and its infrastructure. Explained all the facilities and benefits of holding a Conference in Panama and with the assistance of the Chamber of Commerce.



Alessandra Lopasso Rodriguez Corner
SLT - Solocoas Logísticas de Transporte e Consultoria LTDA
Brazil

Alessandra emphasized the last decades huge growth in Brazil, which created economic stability. It provided 200,000,000 inhabitants with market possibilities, new industries were installed, with infrastructure and technologies needed. Many further opportunities will arise with the Olympics

being held in 2016 and the World Wide Soccer Cup in 2014. All this has resulted in a global focus on Brazil. 'Special' customs requirements will vanish by choosing the right partner to guide one through these operational matters straight to the proper working procedures for shipments in and out of Brazil. Detailed the complicated and different customs required by the government, it new systems and how **MPL** members could benefit by understanding the workings and operational systems in Brazil.



Max Kantzer
Transmodal Corporation
United States

Max spoke about a new law passed in the USA that requires all importers to file an Import Security Filing (ISF) prior to vessels sailing from Port of Loading. The importers are required to provide 10 data elements related to their shipments in order for US Customs to review the data and authorize the shipments to be imported in the USA. Failure to comply will result in fines of \$5000.



Messrs. Yowan Jodha and Ishwar Jodha
Triple Crown Shipping and Logistics LLC
United Arab Emirates

Yowan and Ishwar in addition to being hosts for the **MPL** Conference, gave an excellent coverage of Dubai as a hub for transportation activities in the region, plus the opportunities and challenges in the region setting up ones own structure in Dubai. They also gave a quick introduction to Triple Crown Shipping's service in the UAE. The **MPL** Board of Directors officially opened the

meetings at the Conference, by each speaking about various aspects of The MarcoPoloLine Group

Speakers



Robert P. Dreelan - MPL CHAIRMAN
Worldwide Logistics Solutions
Italy

Robert said that today **The MarcoPoloLine Group** can compare itself with the big organizations and boast that we have more than 175 offices in over 70 countries. Coverage is good and the Group is growing well, but if we work harder as a team and are more active **MPL** has the potential to reach the moon. Although this was not at the beginning of the Conference, but during the closing, it is important

that he referred to the problems created by the worldwide recession, highlighting how essential it was for members to be honest and forthright with each other, when it came to difficulties in paying invoices to one another.



Paul Goehlert - MPL TREASURER
Mercator Cargo Systems Ltd.
United Kingdom

Paul explained the benefits of **MPL** membership and how **MPL** is like a family where everyone is special. It is important to build trust between members, but that comes with time and cooperation. **MPL** is different to other groups because we limit the number of members. Membership is restricted to invitation only. He stressed the need for companies to be active

in the group and not to sit back and wait for the business to fall onto your lap.



Rob Spittel - MPL DIRECTOR
Aflons Freriks Logistics
Holland

Rob spoke about the recession and the impact it had worldwide. He went on to explain the benefits of **MPL** during this difficult period, including those his own company Alfons Freriks Logistics had experienced. Yet despite the gloom, his company had made a record number of shipments, turnover and profit thanks to the cooperation with other MarcoPoloLine members around the globe.

Finally, Rob explained that on occasion, the Directors were made aware of difficulties regarding payments between members. Whilst the Board were more than willing, to step in and try to arbitrate, **MPL** could not be held responsible for these problems.



Luis Gimeno - MPL DIRECTOR
Continental Worldwide Logistics sl
Spain

Luis expressed the importance of needing active members. "Do for your **MPL** agent what you expect them to do for you. **TRUST** and more **TRUST** - that is the message, **TRUST** - be supportive and active, but most important is **BE FRIENDS**, **BE GOOD AGENTS** and your business should be better and easier. **TRUST** in good work, **TRUST** in payment, **TRUST** your agent on the other side, as you expect them

to trust you, add that with a friendly attitude - means a perfect member and representative of The MarcoPoloLine Group.

Myles from Mercator Cargo Systems Ltd., UK, is our **MPL** Computer/Video Technician at each Conference and we have him to thank for ensuring the visual presentations function to plan.

The Chairman believes **MPL** has the potential to reach the moon.



Our Chairman already on the Moon claiming the area designated to The MarcoPoloLine Group.

CONFERENCE MEETINGS



DHOW CRUISE FRIDAY 20TH NOVEMBER



SAFARI IN THE DESERT 21ST NOVEMBER



MPL GOLF TOURNAMENT

SUNDAY 22ND NOVEMBER, 2009

The **MPL** Golf Tournament was excellently organized by Triple Crown of Dubai, who also provided the Trophies for first and second place, whilst The **MarcoPoloLine** Group paid for the transport and lunch.

The participants included:-

Mr. Myles Daly

Mercator Cargo Systems - United Kingdom

Mr. Robert P. Dreelan

Worldwide Logistic Solutions - Italy

Mrs. Amparo Gimenez

Continental Worldwide Logistics - Spain

Mr. Luis Gimeno

Continental Worldwide Logistics - Spain

Mr. Ishwar Jodha

Triple Crown - United Arab Emirates

Mr. Yowan Jodha

Triple Crown - United Arab Emirates

Mr. Ghulam Dastagir Paracha

Ravian International Agencies - Pakistan

Mr. Rob Spittel

Alfons Freriks Logistics - Holland

Mr. Rick Tankir

KTL - Australia

Mr. Rafael Villaba

Continental Worldwide Logistics - Spain

Mr. Albert White

Panama Line - Panama

The Winner was Ghulam Dastagir Paracha from Ravian International Agencies in Pakistan with 37 points stableford and the Second Place went to Yowan Jodha of Triple Crown, Dubai with 36 points stableford.

The longest drive was won by Rafael Villalba from Continental Worldwide Logistics in Spain and the ball closest to the pin was won by Myles Daly of Mercator Cargo Systems in England.

To paraphrase Luis Gimeno "Do I need to mention who were the worst players in the group??"

They were the 3 Musketeers – Rick Tankir of KTL, who at least finished the course, unlike the other 2 – Rob Spittel of Alfons Freriks and Robert Dreelan of WLS, for whom **MPL** has received an official demand from the OCPDE, the Organization of Care and Protection of Ducks and the Environment, for those 2 shooting some ducks and a couple of squirrels on the golf course.

Luis Gimeno

MPL Director and Golf Organizer

Continental Worldwide Logistics sl
Spain

MPL GOLF TOURNAMENT

Golf Dubai Group



Ishwar Jodha presenting the winner, with the 1st place trophy to Ghulam Dastagir Paracha



Ishwar presenting the 2nd place trophy to Yowan Jodha



Rick Tanker and Rob Spittel



Rick Tanker and Robert Dreelan

AUSTRALIAN PORTS

Australia is home to five major general cargo ports, including the Port of Melbourne, Sydney, Brisbane and Fremantle and Adelaide, all with world-class facilities. With 99% of Australia's international trade transported by sea, Australian Ports are pivotal to Australia's economic future.

Found in south east Australia, the city of Melbourne, recognised as Australia's 'sporting and cultural capital' is also a major centre for commerce and industry and is home to the busiest seaport for containerised and general cargo in Australia. Located in Melbourne Victoria, the Port of Melbourne sits on the mouth of the Yarra River, which is at the head of Port Phillip Bay. The Port of Melbourne handles more than \$75 billion in trade every year and 39% of the nation's container trade.

Sydney, Australia's most populous city is host to the second largest container port serving the nation's largest market. The Port of Sydney was the first major port in Australia and has been in operation for over 200 years. Today, the Port of Sydney is an economic powerhouse, handling more than \$50 billion of international and domestic trade annually.



AUSTRALIAN PORTS

Another major Australian port is located 30kms from Perth at Fremantle, on the Western Coast of Australia. The Fremantle port operates from two locations, Fremantle Inner Harbour and the Outer Harbour approximately 20 kilometres south at Kwinana. Fremantle Ports is often a first and last 'port of call' for shipping between Australia and overseas, making it a very notable port. Of the five major general cargo ports, Fremantle is the closest to Singapore, which is four and a half days by sea. The Fremantle Ports are now among the fastest growing Australian container ports, handling about \$24 billion in trade annually.

The Port of Brisbane, located in Queensland, Australia's second largest state, is the only purpose-build, capital-city, intermodal port complex in Australia. The ports limits extend geographically from Caloundra to the southern tip of Moreton Island including the 90km shipping channel. The ports facilities extend up the Brisbane River to include bulk commodity and general cargo wharves, a cruise terminal, and a dockyard facility.

Positioned at the centre of Australia's southern coast, the Port of Adelaide continues to enjoy a significant increase in trade activity with export booms in the shipment of grains, wine, motor vehicles and automotive components, ores and concentrates.



Your key to the world

AUSTRALIA - RUSSIA

The official date of the beginning of diplomatic relations between Australia and Russia was the 10th of October of 1942 but the roots of relationship really started in the beginning of XIX century.

The first official contact between the two countries was registered on the 16th of June, 1807 when the Russian sloop “Neva” called at the Port of Jackson (now Sydney) in order to obtain stocks of drinking water.

Australia was ally of the Soviet Union during World War II and helped to arrange convoys for transport ships with food and ammunitions.

The first Soviet Embassy was established in Canberra at 1947.

After this period many official trade agreements were signed between the two countries.

Trade relations between Australia and Russia are regulated by an official agreement dated the 15th October, 1965.

In 1991 Australia officially accepted Russia as the successor of the Soviet Union.

One of the main events in trade and economic relations between Russia and Australia was the official visit of Russian President Mr. Vladimir Putin in September of 2007 in Sydney.

The main articles of export from Australia to Russia are butter, meat, moist skins, bauxites, pharmaceuticals etc...

Whilst the main articles of import from Russia to Australia are aluminum, metal, alcoholic beverages, paper, plywood etc...

Presently the volume of cargo turnover between the two countries is not very much and reached only 698 million USD in 2007.

Below is a table showing official data as per local our Customs House' statistics:

	1999	2000	2001	2002	2003	2004	2005	2006	2007
Turnover	138,6	177,6	152,6	107,7	111,3	173,6	280,4	524,2	698,1
• Export	10,1	5,6	10,4	8,6	18,6	21,8	36,0	29,0	47,7
• Import	128,5	172,0	142,2	99,0	92,6	151,7	244,4	495,2	650,4
Balance	-118,4	-166,4	-131,8	-90,4	-74,0	-129,9	-208,4	-466,2	-602,7

Delivery of cargo between Australia and Russia is arranged by sea and air. FMG handles cargo at all main seaports and airports of Russia and we have regular traffic of cargo from Russia to Australia.

Two months ago we shipped container with local beer “Baltica” to New Zealand for the Beer Festival.

Every year there are traditional “Weeks of Australia” in Moscow, Russia and they help to establish greater business relationships between commercial organizations of both countries.

There is a very close mutual connection between the two countries, particularly in fields of education, culture, tourism and sport.

Wines from Australia are very popular in Russian's restaurants and I would like to give you some information on that:-

Australia has 51 wine regions and 9 sub-regions. The creation of wine regions based on in-depth knowledge of viticulture has fostered standards and ethics within the wine industry and takes credit for much of the success Australian wines have achieve overseas.

The Barossa Valley is Australia's best-known wine region, both nationally and internationally, and is South Australia's most visited tourist destination. Only 70km North of the beautiful city of Adelaide, the Barossa Valley has a unique beauty of its own. The vine-covered plains and hills surround the charming townships of German heritage buildings, and the Lutheran churches with their distinctive square spires dot the rural landscape throughout. Most renowned for its opulent styles of Shiraz, the region also produces fine examples of Cabernet Sauvignon, Semillon and Chardonnay.

Margaret River, with its stunning coastline and world-class wineries, is one of Australia's most inspiring wine regions. With its maritime influenced climate, Chardonnay along with red and white Bordeaux-style blends are particularly successful.

The wineries of Tasmania are gaining an excellent reputation for the production of premium quality wine. Its extremely cool climate allows for the production of high quality Chardonnay and Pinot Noir, both for table and sparkling wine.

Honeywine, or Mead was once the nectar of the gods but is now available to mortals with discerning taste. Bartholomews Meadery on the South Coast Highway west of Denmark, produces honey from native flora of the Great Southern region of Western Australia. Bartholomew's Metheglin recently won Gold as the world's best Metheglin at the 2006 International Mead Festival in Boulder, Colorado.

"Fast" facts about Australia:-

Capital of Australia is Canberra. It's an artificially built city, due to competition between Melbourne and Sydney it gained the right to be the Capital.

Official language is English.

Australia has only sea borders.

Australia is the only country in the world based on the whole continent.

Currency of Australia is the first plastic money in the world.

88% of the population of Australia live in cities.





ANYONE WISHING TO VISIT DUBAI, ON BUSINESS OR PLEASURE, WE ARE PLEASED TO INFORM YOU THAT THE METROPOLITAN HOTEL/DUBAI WILL OFFER SPECIAL RATES, TO ALL MPL MEMBERS.

TO QUALIFY, YOU NEED TO PROVE TO THE HOTEL YOU ARE PART OF THE MARCOPOLOLINE GROUP.

IF YOU WISH TO UTILIZE THIS OPPORTUNITY, PLEASE WRITE TO 'Sumita Singh' sumita.singh@habtoorhotels.com or metdubai@habtoorhotels.com



MarcoPoloLine

GROUP

Next Newsletter

The next edition of the **MPL Newsletter** will be published in **April 2010, dedicated to Europe**. So please start sending your input. Note you don't have to be located in Europe to provide articles, but they must concern your dealings with Europe.

The Newsletter is an important **MPL** vehicle, and indispensable, so please help us to make it as interesting and informative as possible, with photographs, views, stories and trade information.

Please send them to the editor, sandy@marcopololine.com not later than the deadline date of **22nd March, 2010**.

Graphic concept by Adv Consulting