MarcoPoloLine Newsletter

Editor: S. McInnes | JANUARY 2019 | Issue No. 42

THE 12TH ANNUAL CONFERENCE PLEASE ENSURE YOU KEEP THESE DATES FREE AND MARK THEM IN YOU DIARIES NOW. 20-24TH SEPTEMBER, 2019

We are delighted to announce that the 12th Annual Conference will be held this year in Greece, with our Host being Panagiota of ACE. Many of you will have already met her at our previous events, a lovely lady and very efficient.

The venue is located 25 minutes down the coast from Athens, and only 30 minutes from the Airport.

We have chosen **DIVANI APOLLAN PALACE** & **THALASSO**, a beautiful 5 star hotel on the Athenian Riviera. In a matter of a few minutes' walk, you can relax at a waterfront café, walk along the picture-perfect pedestrian streets and the marinas, exercise your favorite water sport, shop in one of the area's modern shopping centers, dine by the sea or entertain yourself in one of the coastal avenue's buzzing clubs.

On the other hand, after a 5 minutes' drive you'll find yourself in Vouliagmeni. The beach nestling in Vouliagmeni Bay, with its lovely views over the distant Saronic islands, is one of the finest beaches on the Greek coast. Fine sand and turquoise water make this an idyllic setting.

A few minutes from the center of Vouliagmeni is a sunken lake fed by lukewarm springs in the remains of a limestone cave. Its mineral, silky waters are reputedly good for rheumatism and arthritis.

For those of you who are interested, we will be organizing

the MPL Golf Tournament for the morning of 20th September,

so it will be necessary to be there the night before. The majority of you, we expect will arrive in the afternoon of the same day, in preparation for the Welcome Drinks and Dinner that evening.

The official departure will be 23rd, except if you wish to partake in the Optional Extra that day, then you would leave on the 24th. You may, of course, decide to extend your stay in Greece, particularly if the weather is good and want a vacation. Very appealing after two days of hard slog with OTO business meetings.

Further details, with Booking Forms and Costs, will be available soon.









AN INSIGHT INTO THE GREAT HISTORY OF ATHENS



Acropolis view from athens

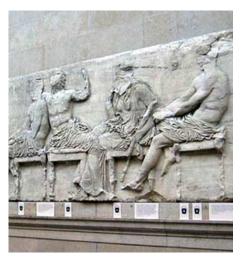
Athens has been inhabited for at least 5000 years and is one of the oldest 'named' cities in the world. Athens became the center for Ancient Greece and its cultural achievements during the 5th century BC, laying the foundations of western civilization.

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During the first millennium BC Athens occupied only a small area. The ancient walled city encompassed an area of about 2 km (1 mile), although at its strongest period, it had suburbs extending well beyond the wall. The Acropolis (meaning 'high city'), was situated just south of the center of this walled area. The commercial and social hub of the city lay about 400 meters north of the Acropolis, in what is now called the Monastiraki district. The hill of the Pnyx, is where the Athenian Assembly/Government met, and was at the western end of the city. The Eridanus River flowed through the city. One of the most important religious sites in ancient Athens was the Temple of Athens, known today as the Parthenon. It stood on top of the Acropolis, where its ruins still stand. Two other principal religious sites were the Temple of Hephaestus

(which is still largely intact) and the Temple of Olympian Zeus or Olympian. The latter was at one time the largest temple on mainland Greece, also located inside the walls of the city, but now in ruins.

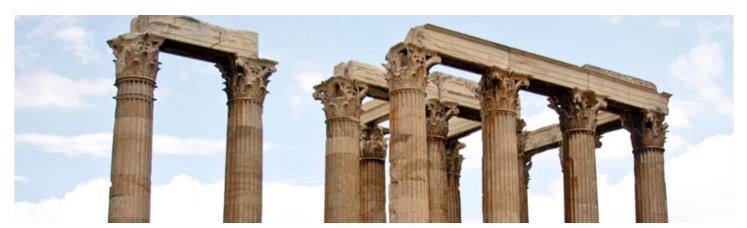
Ancient Athens created a wealth of some of the most important figures of Western and intellectual history. To name just a few, there were Euripides and Sophocles, the physician Hippocrates and philosophers Aristotle, Plato and Socrates.



Elgin marbles



Temple of Hephaestus or Theseion -Athens



Temple Zeus today

ROMAN INFLUENCE

Between 138 BC-78 BC most of the Athenian buildings, both homes and fortificatiozns were destroyed by the Romans, although many of the government buildings and monuments were left untouched. Under Rome, Athens was given the status of a free city, due to its widely admired schools.

The Roman Emperor Hadrian, in the 2nd Century AD, constructed a library, gymnasium and aqueduct (which is still in use), several temples and sanctuaries, a bridge and also financed the completion of the Temple of Olympian Zeus

By the way this is the same Roman Emperor who had the wall built between England and Scotland, because he couldn't conquer the Scottish. This is of course is a separate story in another country, but it does show how the Romans influenced Europe.

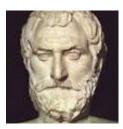
During the third century AD, the center of the Roman Empire moved east towards the Mediterranean basin and became Christianized. The Latin language went out of favor and was replaced by the exclusive use of Greek. Later Athens was possibly raided by Arabs, as there are of archaeological remains and elements of Arabic ornamentation in contemporary buildings and furthermore there was a mosque at one time.

In the early Middle Ages the city declined, then recovered under the Byzantine Empire and continued to be relatively prosperous during the time of the Crusades (12th and 13th centuries), benefiting from Italian trade, perfect example was Marco Polo.

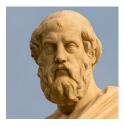
Once again, Athens produced some notable intellectuals, such as Demetrius Chaleondyles (1424-1511) who became a famous Renaissance teacher of Greek and Platonic philosophy in Italy. He went on to publish the first printed editions of Homer in 1488 and Isocrates in 1493.



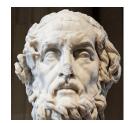
Aristotle



Isocrates



Plato



Homer



Former Royal Palace

OTTOMAN RULE

The first Ottoman attack on Athens was in 1397, but was short and not until 1458 that Athens was captured. As Sultan Mehmed II rode into the city, he was overawed by its beauty and therefore, forbid looting or destruction. The Parthenon was converted into the city's main mosque. Under their rule, Athens greatly declined,

The Turks used the Parthenon and Propylaea to store gunpowder and explosives. In 1640 lightening during a thunderstorm struck Propylaea causing its complete destruction. In 1687, the Acropolis was besieged by the Venetians and the temple of Athena Nike was dismantled by to Ottomans to fortify the Parthenon. A shot fired during the war on the 26th September, landed in the Parthenon and due to the gun powder stored there, the building was severely damaged, giving it the appearance as we can see it today.

Athens continued to live under the Ottoman rule but eventually recovered much of its prosperity. Between 1801 and 1805 Lord Elgin, the British ambassador to the Ottoman Empire arranged for the removal of many sculptures from the Parthenon (the Elgin Marbles). As recently as 2015 the Greeks were still trying to have these returned. Amal Clooney, the barrister wife of actor George Clooney, was representing Greece, but the Greek government has for the time being decided not to pursue legal action against the British Museum where the Marbles are being currently kept.

Finally Greece was liberated from the Ottomans and they celebrated Independence Day on the 25th March 1821. In 1832 Otto, Prince of Bavaria was proclaimed King of Greece. He adopted the Greek spelling of his name, King Othon, as well as the Greek national dress. One of his first jobs as king was to conduct a detailed archaeological and topographical survey of Athens, his new capital. At that time, Athens had a population of only approximately 5000 people, who were scattered in housing at the foot of the Acropolis, located in what today covers the district of Plaka.



Athens Academy of the arts - Zappeion



Presedential Palace today

Athens was chosen as the Greek capital for both historical and sentimental reasons. Once the capital was established, a modern city plan was laid out and public buildings erected.

The finest legacy of this period are the buildings of the University of Athens (1837), the National Gardens of Athens (1842) and the Old Royal Palace 1843 (now the Greek Parliament Building); the Old Parliament Building (1858), City Hall (1874), the Zappeion Exhibition Hall (1878), the Greek National Academy (1885) and the New Royal Palace (now the Presidential Palace, 1897). Athens hosted the 1896 Summer Olympics.

Athens was occupied by the Germans during World War II, but after the war the city began to grow again as people from the countryside and islands ascended to find work. Greece entered the European Union in 1981, which brought a flood of new investments, but it also created social and environmental problems. Athens had terrible traffic congestion and air pollution problems, which greatly affected the ancient monuments. Athens and the Greek government, assisted by European Union funds, undertook major infrastructure projects such as the new Athens Airport and a new metro system. By restricting the use of cars in the center of the city, helped to tackle the air pollution. As a result of this, Athens was awarded the 2004 Olympic Games. The event was a great success and brought renewed international prestige and tourist revenue to Athens.

In 2017, Athens was chosen as the reference city for the 14th major international Art Event, under the title of 'Learning from Athens'.



2004 Olympics Athens



University of Athens



ATHENS TODAY



Athens with its rich history, warm southern hospitality and its struggle during the financial crises, has shaped a place full of diversity, creativity and lots of character.

Whilst the city is known for its ancient culture, it is important to also discover the 'Real Athens'. There are many things hidden in the complexity of the city. We are planning that the **MPL Optional Extra on the 23rd September**, will give you/us the opportunity to explore this cosmopolitan city.

There is a very lively contemporary culture that exists and constantly expands all over Athens.

Modern Athens is represented in many shapes, such as small galleries, large museums, and tiny shops to large markets. FORGET ME NOT is a store in the heart of Athens where you can find contemporary Greek designs – a wonderful place to buy a souvenir or gift.

Walking through the city, you will be amazed by the amount of graffiti and street art on view. This expresses what is going on in their society and in the lives of the artists. The area most famous for this is Psim and Exarchia.









Athens also offers incredible possibilities for entertainment and nightlife, be it coffee, cocktails or dancing until the morning. The city has it all.

Greek cuisine and tavernas are an intergral part of the culture. It is a Mediterranean kitchen, which makes wide use of vegetables, olive oil, grains, fish, wine (white and red), and meat. Other important ingredients include olives, pasta (similar to the Italian tagliatelle), cheese, lemon juice, herbs, bread and yoghurt. The most commonly used grain is wheat and barley. Typical dessert ingredients include nuts, honey, fruits and filo pastry. The cuisine has greatly been influenced the Ottomans and Italians.

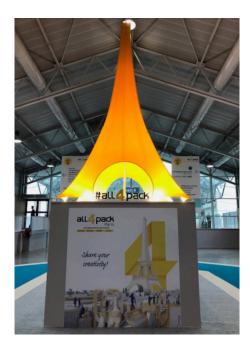








ALL4PACK - 26 - 29TH NOVEMBER 2018 - PARIS



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Apart from the destination which was appreciated by all our friends who attended, the ALL4PACK Exhibition was a very big success! The Champs Elysées and l'Arc de Triomphe were waiting for us with their beautiful Christmas lights. The atmosphere was amazing.

During our four days in Paris, we saw a unique and strong collaboration between our partners. They increased their business between each other, in addition to those who visited the exhibitors' booths to get some new potential clients!

The variety of commodities were very good for us, with large volumes. We met a lot of suppliers producing machinery, equipment, tools, and many others commodities.

We were welcomed by our New French partner Jamel from EPSP, who took care of receiving the promotional material of our VIPs who could not attend. We also met Sophiane Mazif from Seacom in Algérie, who promised to attend our next conference in Europe. Finally, Tommy Peacock from Worldwide Logistics, our new partner in the USA and India, came and visited us also, as he will be one of our VIPs in 2019 too!

Our Next and First Exhibition in 2019 will be the TIF (Thailand International Fair) in Bangkok, from the 13th to the 16th of February.

The type of goods will be multiple: Machinery, Equipment & Technology, Industrial supplies, Material Handling & Logistics, Digital Industry, Led Technology & Led Lighting Products, related Industries...

We are sure that our VIP partners will get a lot of benefits from it!

We thank all our partners who came in Paris and those who could not come but were active in following us, plus all of you who are part of our Exclusive Network!

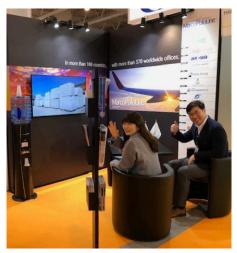
Sophie Cappa Sales & Marketing Manager MarcoPoloLine Group



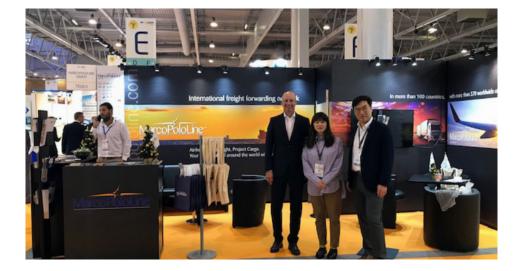


















FULL ANNUAL PACKAGE EVENTS 2019

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We thank our 2019 VIPS for supporting our projects – we have the proof that it does work!!

Most of them renewed from the beginning, because they understood that brainwashing is an Excellent solution to promote their company under the MPL banner!

As you can see below, the quota increased because we have received more requests, and could not say NO!

Congratulations to our last year's VIPs and to the new entries too!!

Sophie Cappa Sales & Marketing Manager MarcoPoloLine Group

MPL Calendar Events 2019

TIF (Thailand Industrial Fair 2019) - Bangkok - Thailand 13-16 FEBRUARY 2019

Transport Logistic - Munich - Germany 4-7 JUNE 2019

12th MPL Annual Conference - Athens - Greece 20-24 SEPTEMBER 2019

The Big 5 - Dubai - U.A.E. 25-28 NOVEMBER 2019



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ALFONS FRERIKS



The below has been submitted by Alfons Freriks, it is something that according to them can be very useful, saving time and thus money.

Compare carriers with the Interchains calculator

Interchains has launched a logistic calculator to help company's save time and money in finding competitive rates. You have a shipment for which you want to calculate a transport price as quickly as possible. Fortunately, you have agreements with different carriers, but every carrier uses his own quotation model. Comparing all surcharges, freight rates and transit times is a timeconsuming job. Interchains has the solution for quickly comparing carriers, the calculator! In the calculator you determine the desired destinations, quantities and modality. Based on your own appointments you have a quick overview of all possibilities. Every time you receive your new rates Interchains will upload them in the calculator cloud software and you will be able to access the calculator from every location at any time.

In short this means:

- Quickly compare rates of your carriers in one overview
- Periodically updated rates
- Calculate rates in foreign currency
- Only valid rates are shown
- Suitable for all modalities
- Your rates are safe with us and will not be used for commercial purposes

- Reduce the chance of errors

What do our MarcoPololine customers say about the calculator? Jonas Conrad from Lüders & Stange: "The calculator from Interchains will help us save time and money by combining all our shipment rates."

Maurice Reijntjes of Alfons Freriks Logistics: "We used to process all the rates in the system our self. We now have time to focus on the other core business matters. Interchains has saved us a lot of time and money with the calculator."

For more information and a demonstration video please visit our website at www.interchains.online. Or contact us and we will provide you with a demo of the Interchains Calculator.

Met vriendelijke groet/ Yours sincerely, Lodewijk Hermans Accounts Manager +31850-667490 | lodewijk@interchains.nl



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ATLAS







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COLE





Our Edmonton team recently assisted one of our Oil and Gas client on a shipment that required special planning, handling and uplift.

Our client required to ship a very heavy Compressor to its vendor for repairs and have it returned back after the repairs had been performed on the compressor. The urgency and time constraints required that the piece be flown to by Air and returned back immediately once the repairs had been performed by the vendor.

Cole Edmonton team executed the whole operation without a hitch. Due to extremely high density of the cargo, the uplift from YEG airport posed a challenge. We chartered an Antonov 124 (AN-124) to accommodate the heavy equipment and the cargo was loaded onboard the Aircraft in the early hours of wintery Saturday morning.

A few weeks later the equipment was repaired at the vendor's location and was ready to be shipped back. The return operation was also seamlessly organized by our knowledgeable staff and the equipment made it back to the client's premises in time.

Should you require assistance with the movement of your oversize shipments, please contact your Cole International representative or email your requirements to Global Network Manager – atul.roy@coleintl.com Atul Roy Global Network Manager

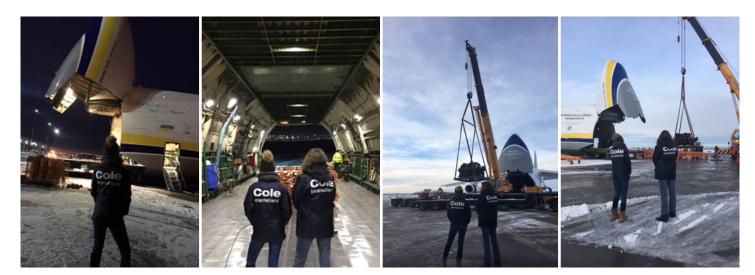
Cole International Inc.

Toronto Branch 5955 Airport Road ,#223, Mississauga, Ontario, L4V 1R9

T: 905-676-6146 M: 416-527-7589 F: 905-672-0244 atul.roy@coleintl.com coleintl.com







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EAST ASIA



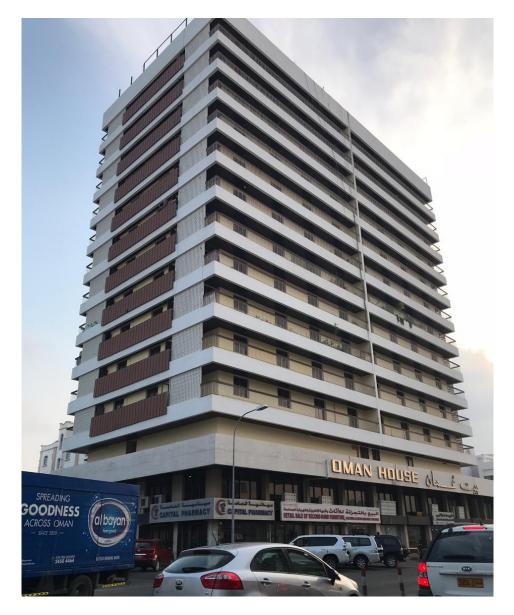
East Asia International Co. LLC has moved their office to new premises. The address and numbers are as below. They are planning other expansions outside of Oman in due course.

Herewith are photos of:

- 1. New office premises
- 2. New Landline Telephone numbers
- 3. Office view from Inside

S. SHAHEER GROUP MANAGING DIRECTOR EAST ASIA INTERNATIONAL CO., LLC (Global Shipping & Logistics)

OMAN HOUSE Floor # 5, Block # 55, <u>Greater Muttrah</u> P.O.Box # 3242, P.C. 111 <u>MUSCAT</u> - Sultanate of Oman Tel : +968 2478 8866 (Direct) +968 2478 7878 (Operator) +968 2478 0808 Fax : +968 2478 7770 HP : +968 9677 8848 Email : eastasia@omantel.net.om eastasiaglobal@gmail.com Web : www.amgtemirates.com













FMG Shipping and Forwarding Ltd. Bumazhnaya Str., 18 St. Petersburg 190020 Russia

Website: www.fmgshipping.com

FMG Shipping and Forwarding Ltd (Russia) - Personal Effects

International maritime transport is used not only by commercial companies, but also by individuals when moving to another country. Most people do not want to leave their familiar things, especially when they move to new locations. Surrounding by familiar stuff compensates the stress of moving to an unfamiliar country. Our company has been helping individuals and ambassadors of other countries for more than 8 years to transport all their belongings comfortably and without unnecessary worries.

It all starts with the assessment of the goods in the country of departure – what kind of packaging will be needed, how many places (quantity), a complete list of all things is usually made. Each country has its own restrictions on the import / export of certain personal effects. At this stage the individual is warned what things can be taken for the transportation.

The most important issue after arrival is to arrange of customs clearance of personal effects. Very often the clients or their forwarders forget or do not know about this requirement. In Russia we have a duty in the amount of eur 4 / kg gross weight in import. There are situations when a physical person does not pay duty – this case the cargo must be for embassy employees and Russian citizens returning for permanent residence back to Russia if they have been abroad for more than one year. Our work is structured such way that the individual prepares a small list of documents only he can collect and provide, and we take

care of all other questions on communication with customs and helping him the document collecting.

At the end with customs release, we take the container / LCL cargo to the physical person's house or place of living. If it's necessary we help to transfer all the things to the apartment, place them in their places and take out all the garbage from the package.

In addition to the transportation of goods for individuals, we also work with cargoes for Embassies and their employees – personal belongings, diplomatic cars, furniture for the embassy building, educational and sports supplies for schools at Embassies and much more.

There are a lot of moving companies, but there are only a few who deal with sea shipping. We are the pioneers in working with goods for individuals arriving in shipping containers and provide the highest service level for it.



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NEUTRAL



NEUTRAL CONSOLIDATION SERVICES

One more noble cause in its own class

Neutral Consolidation Services is proud to announce that they have won this year's Rotary Tournament Salver Cup 2018.

> Rotary Corporate Cricket Tournament Salver Cup 2018 was held on 17th &18t November 2018 in Mumbai where 12 corporate groups participated, making it one of the largest and most successful tournament till date.

> This tournament was played for charity. All the proceeds received from this tournament are utilized by Rotary towards various community services.

Neutral Consolidation Services +91 22 48791400 +91 22 48791800 info@neutralconsolidationservices.com



PRIME

Hi Sandy,

I took your message to heart and i visited the new MpI member in Fiji to welcome them to the group as you had requested. The enclosed photo, in front of their Nadi office, is KWeilesh, their marketing manager.

I am the heavy guy on the right. Happy new year to all. Regards. Sam Fischel.

Prime Transport Head Office

145-30 156th Street Jamaica, NY 11434 Tel: +1 718 470 2900 Fax:+1 718 470 2882

Attn: Mr. Sam Fischel

Email: primetranww@aol.com Website: www.primetran.com MPL Email: nyc_primetran@marcopololine.com



WE, SHINE LOGISTICS CO., LTD., UPGRADE OUR TRANSPORTATION SYSTEM FOR HEAVY PROJECT AND OUT-OF-GAUGE CARGOES.

In for the MarcoPoloLine members order to support more, we, Shine Logistics Co., Ltd., are striving for the possible methods to arrange for their shipments at competitive rates with our efforts.

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We as a MarcoPoloLine member in Seoul, South Korea, which have been providing safe and economical logistical solutions for our clients, now added a specialized transportation system for effective movement of heavy project and OOG cargo.

This would enable them to handle all sorts of heavy cargo such as construction materials for electrical power plants or airports and allow them to be a part of port construction projects. As said by Mr. C.B. Im as a President of Shine Logistics: "We are always trying to improve our services in several ways. We've moved a number of boats with the help of trailers from New York, USA, to Busan, Korea. You can think of us as experts who are capable of handling all kinds of cargoes regardless of the oversize or any type."

For shipment requirements to / from Seoul, Korea, make sure to contact our team:

President : Mr. Chan-Bin, Im / cbim@shinelogistics.com



Shine Logistics Co., Ltd.



MarcoPoloLine's official insurance Broker

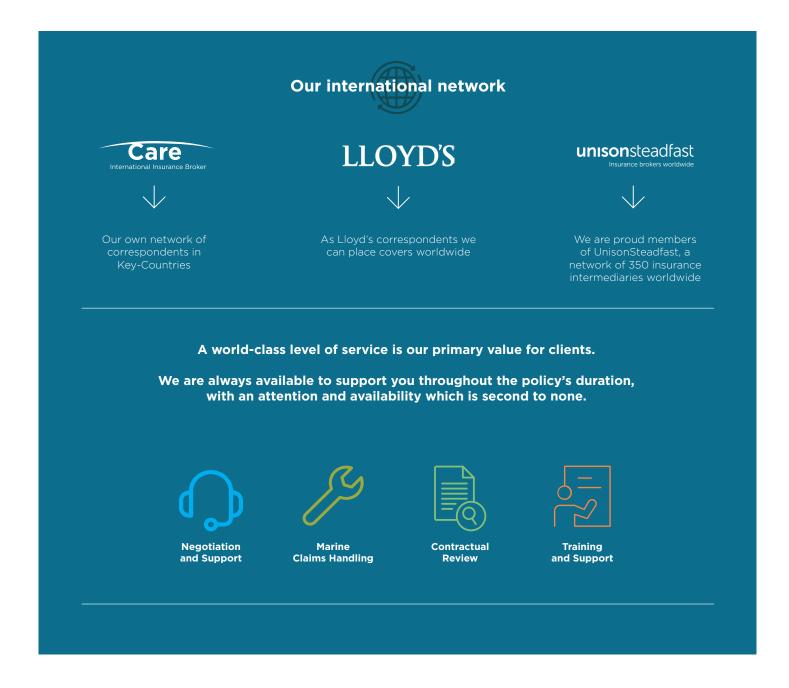


WE ARE A LEADING SPECIALIST INTERNATIONAL INSURANCE BROKER, NEGOTIATING DEDICATED COVERS FOR OUR CORPORATE CLIENTS, BY LIASING WITH THE BEST GLOBAL INSURANCE COMPANIES.

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We can cover you worldwide thanks to our global network.



MarcoPoloLine's official insurance Broker



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. EFFECTIVE RISKS TRAINING TO AVAILABILITY OF OUR SPECIALISTS, IN-HOUSE CLAIMS ANALYSIS IN A COMPLEX AND EVER-EVOLVING WORLD, CLIENTS, REGULAR PROVISION OF NEWS ESTABLISHED ASSISTANCE EXPERTISE IN TECHNICAL AREAS AND SERVICE THROUGH OUR WORLDWIDE WEBSITE AND SOCIAL MEDIA HANDLING CONTRACTUAL REVIEW

OUR BESP	OKE PROL	DUCTS F	OR MARC	COPOLOLINI	E
MEMBERS,	AT EXCLU	SIVE RA	TES AND	CONDITION	S:

		\sum	
MARINE INSURANCE	CYBER INSURANCE	TRAVEL INSURANCE	POLLUTION INSURANCE
Freight Forwarder liability - The basic cover for any logistics operator worldwide, including error and omissions.	The new frontier of insurance, covering unprecedented and perilous risks and your exposure. Stored data, personal information of your customers,	Freight forwarders travel very much wordwide: it's part of their job. When they do so, it is key that they are properly protected against the many and	Most firms aren't covered: wi environmental laws and liabil becoming more and more sti better to act and be protecte Logistics companies are hug

All-risks cargo insurance customers, covering goods

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Storage insurance - Bespoke

Maritime charterers' liability

our network and reputatior are all subjects to violations the liability framework.

underestimated risks of trav Care has negotiated special terms for MPL members, with a global insurance of the highest

kposed, also if they do not

MarcoPoloLine's official insurance Broker





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

INSURE YOUR BUSINESS TRIPS

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 cove
- in-patient treatment
- Out-patient treatment
- Evacuation
- Repatriation
- Mugging and assault
- Compassionate
 emergency rempatriation
- Accompaniment
- Compassionate
 comproprovi visit
- Statuory arrangments 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/cas
- Personal liability property damage
- Personal liability bodily injury
- Travel delay
- Missed fight 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@marcopololine.com** or visit **www.brokercare.com**

Image: Second
Kargosmart.
EXAMPLE 2127 MARKED 2127 MARK
① -

NEXT EDITION

Please note the next Newsletter will be out in March 2019 Kindly ensure you send me your input by the end of February. sandy@marcopololine.com

REMEMBER:

- YOU can promote your company

- YOU can provide information on new trade legislation in your country, which might affect your fellow members

- YOU can express your views on a wide range of subjects of importance to the freight forwarding industry or MPL in particular

- YOU can contribute antidotes, or share experiences of interest, either serious of amusing - YOU can start ongoing correspondence with other members in the form of letters

Where possible include photographs it makes everything that much more interesting WHATEVER YOU DECIDE, IT IS IMPORTANT YOU SUPPORT YOUR NEWSLETTER.