



MPL family photo

THIRD AND LAST EXHIBITION OF THE YEAR: SEE YOU IN PARIS!



COSTA RICA 2018

The Crocs Resort and Casino in Jaco, was located on the beach, in a beautiful setting. The people both in the hotel and out were very friendly and sociable. Costa Rica is certainly an extraordinary country, with its spectacular birds, local animals and fauna.

Enclosed in the grounds of the hotel were two Crocodiles which I assume were mascots. They had their own living accommodation and private pool.

The Conference provided many meaningful and enjoyable times, with the core being the One to One Meetings. These always work well for everyone and are already showing benefits to those who attended.

I'd like to take this opportunity to publicly thank our excellent Host, Global 506, who although new members, excelled in their assistance. Monica whom we had daily contact with running up to our event, worked for us beyond our wildest expectations.

Lorena, Crocs' General Sales Manager, was our principal link to the hotel and considering overnight, she took on the responsibility of our conference requirements, she did a wonderful job under such difficult circumstances for which I would like to express my gratitude.

No Conference can go out without an overwhelming thanks to Robin, our M.C. and general bottle washer (meaning he was frequently in two places at once controlling and guiding us all ☺). His energy and vitality is amazing.

Finally, a big thanks to Laura and Luisa of Aquamarine, our most professional photographers, who did an excellent job some of which you will see on the following pages.

Sandy McInnes
Mpl Conference Organizer

**SEE YOU AT OUR NEXT
12TH ANNUAL MPL CONFERENCE
EUROPE
IN SEPTEMBER, 2019**

Precise location and date to be provided asap.

MPL EXHIBITIONS 2018

ALL4PACK — PARIS, THE INTERNATIONAL SHOW FOR THE PACKAGING AND INTRALOGISTICS ECOSYSTEM.

The MarcoPoloLine Group is the only International Freight Forwarders Network present with a stand at a suppliers' fair!

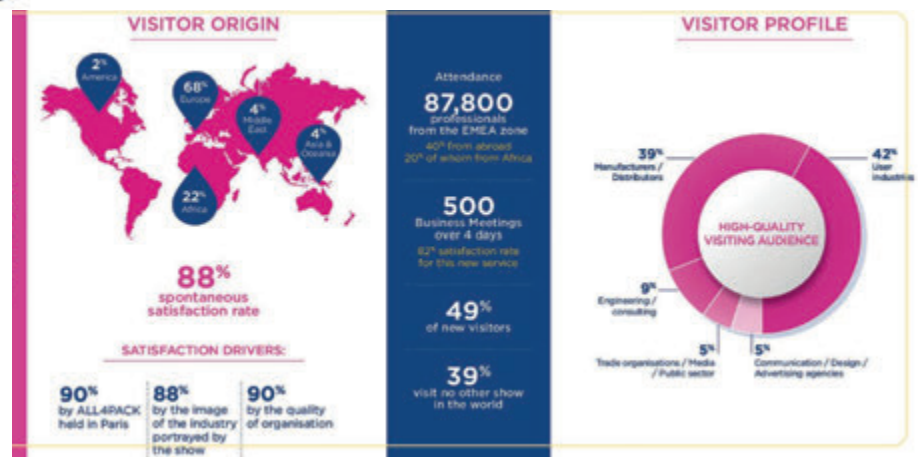
MPL thinks ahead for its partners!

ALL4PACK (Comexposium Group) has instigated and is coordinating THE NETWORK, a worldwide cooperation of 14 partner trade shows working in the Packaging and intralogistics industries in 9 countries! While the packaging

sector alone boasts more than 300 exhibitions around the world, ALL4PACK, an industry reference trade show in the EMEA zone since 1947, has toured the world to select high-quality events on a human scale which are closely connected to their communities.

The aim is to facilitate and promote the sharing of experience from one country to another, exchange market data and encourage their audiences (exhibitors, visitors, journalists, etc.) to discover other events which will drive their business in the chosen zone.

Consequently, THE NETWORK offers you the chance to boost your development in Europe, Africa, Asia or Australia...



MPL EXHIBITIONS 2018 - TESTIMONIALS

TRANSPORT LOGISTIC – MPL BOOTH SHANGHAI, CHINA

My first experience at the Transport Logistics fair was a huge success! I had no idea what to expect. The booth was beautiful, and was bustling with activity as the trade show progressed. I enjoyed listening to other participants, their business information, learning about their trades, and hearing from the suppliers/customers.

I collected a large number of business cards, and have already obtained business to our mutual benefit.

I was also able to experience how beneficial the VIP package is to any company that may not be able to attend all of the trade shows/fairs.

The promotion for those companies was unexpected and unparalleled. It was a fabulous experience, with many thanks to Sophie Cappa. I look forward to further opportunities to promote United Cargo through MPL events and venues.





FULL EVENTS PACKAGE DEAL 2019 CONGRATULATIONS TO OUR 2019 VIP PARTNERS!

Many VIP partners from 2018 have already confirmed their renewal for next year, because they have understood how important it is to be visible on the international market!

**ONLY ONE
FREE VACANCY
LEFT !**

People remember your company logo, highlighted on our exhibition stands, but we are also present in the media presentations of each fair. We combine the image of our stand, the website of the exhibitions, and advertise in the brochures and publications of each exhibition, for which we usually buy at least a half page advertisement to show our MPL brand.

Our stands are always extremely busy and we stand out from all the normal white exhibition stands. Also because of our choice of bright colours and our visually striking design people are attracted and curious to know more about MPL and our members and services – they come to ask more about MPL and ask what we do, they are happy to tell us about their activity, their worldwide

traffic and here begins many new business relationships, that will be followed up promptly after the fairs.

This project started two years ago, and we have learnt and improved a lot.

We would like to thank our sponsors who have supported this Exhibition and Fair project since the very beginning, and we encourage all of you to follow us on the MPL social media pages, always updated especially FOR ALL OF YOU!

The MPL goal is to find the right solution to increase your business, and we are available to listen to your suggestions if you have any, because they help us to fulfill your needs!

Sophie Cappa
Sales & Marketing Manager
MarcoPoloLine Group

MPL SERVICES:

**MARCOPOLOLINE,
EXCLUSIVE AND SAFE
NETWORK, TO SATISFY
YOUR NEEDS AND
INTERESTS!**

dun & bradstreet

dun&bradstreet provides more insight into compliance and credit risks before accepting a new partner in MPL.

We can check the financial status of each MPL partner if necessary.

A potential new probationary mpl member is accepted only after having consulted our partner D&B! MPL has decided to invest into this new service, to protect its members and our Network! Feel safe doing business with your partners!

D&B offers measure, Predict and Anticipate Exposure to Risk
Activate advanced analytics to drive growth while balancing risk versus reward.

• ITC : TRADING COMPANY IN AFRICA

http://www.marcopololine.com/index.php/trading-services_PGD112.html

• EVERGLOBE: TRADING COMPANY IN LATIN AMERICA AND USA

http://www.marcopololine.com/index.php/trading-services-in-usa-and-latin-america_PGD128.html

• MPLAPP :

http://www.marcopololine.com/index.php/app-for-mpl_CPT29.html

• MPL ADVISOR

<https://youtu.be/nHUjRG2Ay2M>

• FDRS



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.

We can cover you worldwide thanks to our global network.

Our international network



Our own network of correspondents in Key-Countries

LLOYD'S



As Lloyd's correspondents we can place covers worldwide

unisonsteadfast
Insurance brokers worldwide



We are proud members of UnisonSteadfast, a network of 350 insurance intermediaries worldwide

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

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



**Negotiation
and Support**



**Marine
Claims Handling**



**Contractual
Review**



**Training
and Support**

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.

ESTABLISHED
EXPERTISE IN
TECHNICAL AREAS

ASSISTANCE
AND SERVICE
WORLDWIDE

AVAILABILITY OF
OUR SPECIALISTS,
IN-HOUSE CLAIMS
HANDLING

EFFECTIVE RISKS
ANALYSIS IN A
COMPLEX AND EVER-
EVOLVING WORLD,
CONTRACTUAL
REVIEW

TRAINING TO
CLIENTS, REGULAR
PROVISION OF NEWS
THROUGH OUR
WEBSITE AND
SOCIAL MEDIA

OUR BESPOKE PRODUCTS FOR MARCOPOLOLINE MEMBERS, AT EXCLUSIVE RATES AND CONDITIONS:



MARINE INSURANCE

Freight Forwarder liability - The basic cover for any logistics operator worldwide, including error and omissions.

All-risks cargo insurance - the best protection for your customers, covering goods shipped on any conveyance and with appropriate conditions for special goods. We also have a special expertise for project cargo.

Storage insurance - Bespoke products for your warehousing activities

Maritime charterers' liability - When you charter vessels or aircrafts for your shipments.



CYBER INSURANCE

The new frontier of insurance, covering unprecedented and perilous risks and your exposure. Stored data, personal information of your customers, your network and reputation are all subjects to violations and cyber attack, due to the spread of technology and digital systems. You are concerned and new legislation is also changing the liability framework. Better to be protected!



TRAVEL INSURANCE

Freight forwarders travel very much worldwide: it's part of their job. When they do so, it is key that they are properly protected against the many and underestimated risks of travel. Care has negotiated special terms for MPL members, with a global insurance of the highest quality.



POLLUTION INSURANCE

Most firms aren't covered: with environmental laws and liability becoming more and more strict, better to act and be protected. Logistics companies are hugely exposed, also if they do not ship hazardous goods.

MarcoPoloLine's
official insurance Broker



UNDERSTANDING BASIS OF VALUATION, INSURING MORE CARGO

→ The role of “basis of valuation” in cargo insurance is an important one, and an area of great potential added value for cargo insurance buyers.

The basis of valuation is the method which is used to calculate the financial response from the insurance company in the event of a claim. It is also the measurement used to set the policy limits. For example, for imports and exports on most cargo policies the basis of valuation would be Cost (the prime value of the goods), Insurance (the insurance costs) and Freight (the shipping costs) + 10% (an arbitrary figure to cover some element of profit) + Duty or similar taxes/levies. That means that the insurance company expects the policy limit to reflect that. It is also however a method for cargo insurance to play a more important role in the protection of loss of profits from lost or damaged shipments.

Usually a typical basis of valuation clause would look like this:

Inland transit	Invoice value	The invoice amount of the goods from the seller to the buyer
Import/export	CIF + 10% + Duty	Already explained in this document
Storage	Replacement	The actual replacement cost of the goods. No profit element included
All other (exhibitions, returned goods, samples etc.)	Replacement	As above

The good news is that any pre-sold goods, including imports/exports and stored goods can be insured for their sales value too ! This goes a significant way to using a cargo insurance policy to help protect the profit element of the cargo insurance buyer. The catch is that they have to be pre-sold, and generally that would mean that a contract or order for sale/purchase would have to be in place and available to present to the insurance company in the event of a claim. At this point caution is required – the change in the basis of valuation equation may result in the policy limit not being high enough to cover the new exposure, however as long as this is taken into account then there is no problem.



The really good news is that our policy for the members of Marco Polo Line is flexible, as are the insurance company that provide the policies. That means that if you require the extra cover for pre-sold goods all you have to do is ask us and we can provide it for you. In some instances it might be that we can add it as standard if it is a regular requirement for you.

Finally, in many situations there is no additional premium, so it is worth considering this as a value added area we can jointly provide to your clients.

MarcoPoloLine's
official insurance Broker



INSURE YOUR BUSINESS TRIPS

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

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

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

Highlights:

Choose your mix depending on your needs:

BASIC COVER BENEFITS

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



NON-MEDICAL OPTION

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



TRIP CANCELLATION OPTION

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

Unique Advantages:

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

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



October 30th, 2018

MPL & EVERGLOBE CONNECTING THE DOTS ON A GLOBAL SCALE

To support more the MPL members, **EVERGLOBE** is taking new challenges. We are pleased to announce that we have create 2 clear and different divisions: **EVERGLOBE SPECIALTY FOOD**, and **EVERGLOBE SPECIALTY PRODUCTS**. With this step, we want to focus and specialize more our offer as Direct Sales & Distribution –DSD- Company in U.S.A.

The **EVERGLOBE SPECIALTY FOOD** area will focus on procurement of great and healthy product from South and Central America as well as other gourmet specialties from around the word; being the new addition to this is the WIPALA SNAKS, a healthy snack bars from the middle of the word, Ecuador.

The **EVERGLOBE SPECIALTY PRODUCTS** will focus in unique products from around the word that also render a positive service and well been to the people. We have begun this division with a Unique Bullet Proof Back Pack series you already know, and an Environmental friendly bamboo straws.

All this while keeping our actual services as **INTERNATIONAL TRADING COMPANY**, which keeps helping small and medium companies to reach new markets, with the right strategies and the right price.

As a **MPL member** you can access the services of **EVERGLOBE** and offer your clients the possibility to support them with entering the US market as an extension of your services.

If you want more information visit us at www.everglobecorp.com or Contact us at management@everglobecorp.com. With head office in Burbank, California, we keep "Connecting The Dots on Global Scale."

Thank You

Jorge Pareja
Ceo

Everglobe Corporation

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Tel: 1.818.940.3565 Email: info@everglobecorp.com Website: www.everglobecorp.com

MPL 11TH ANNUAL CONFERENCE - 2-6 OCTOBER 2018 – COSTA RICA

An incredible success, as usual!

We have received many positive feedbacks from our partners, regarding the organization and already business initiated between each other.

Despite the unexpected change of hotel only two months before the conference, MPL has successfully managed to satisfy its members and friends.

The NON MPL partners who attended have already sent their application forms to join, so enthusiastic to see how professional and friendly we are.

The New members came to us smiling and happy, confirming that they have exchanged a lot of new business opportunities with their new friends.

The rainy days brought many good opportunities to do business anyway. We cannot control the weather, but we can manage to make our friends happy in all situations and conditions :-)

Our next Annual Conference, as our Chairman explained during his presentation, will take place in Europe and we will let you know where exactly within a few weeks!



We would like to conclude by saying the simple but true words that: "MarcoPoloLine is big enough to cover the world, but small enough for us to take care of you!" MPL is an Exclusive Network, because we have Exclusive Partners, and we are proud to have all of you within our Group!

Sophie Cappa
Sales & Marketing Manager
MarcoPoloLine Group



GOLF TOURNAMENT



We had a fine day, no rain, for the MPL Golf Tournament at La Iguana Golf Course.

Thank you to our Sponsors:

UCM USA– For the Golf balls, most of which are now in the Jungle!

GIA LINH LOGISTICS Vietnam – For the Nice Golf Towels

Continental Spain - for the Golf Shirts

The golf course, set in the Rainforest, is a challenging course with many long holes, we had a fantastic day of golf and saw a variety of wildlife including Snakes, Vultures and many different types of birds, we even saw some monkeys!

The tournament is always hotly contested for the trophies on offer and this year the winners were as follows:

Overall Winner – Mr Kim from G Link Korea

Second Place – Mr Luis Gimeno from Continental Spain

Nearest the Pin – Mr Kin from G Link Korea

Longest Drive – Mr Myles Daly from Mercator UK

I would like to thank all the participants for making it a memorable and fun day out and hope everyone enjoyed it as much as I did,

Hope to see you all in 2019 for another MPL Golf Challenge!

Myles Daly

FIRST NIGHT, 2ND OCTOBER 2018

WELCOME DRINKS, FOLLOWED BY BUFFET DINNER AT CROCS RESORT & CASINO



WEDNESDAY, 3RD OCTOBER, 2018



WEDNESDAY, 3RD OCTOBER, 2018



WEDNESDAY, 3RD OCTOBER, 2018



WEDNESDAY, 3RD OCTOBER, 2018



THE CORE OF THE MPL CONFERENCES ARE THE ONE TO ONE MEETINGS WHICH TAKE PLACE OVER TWO DAYS





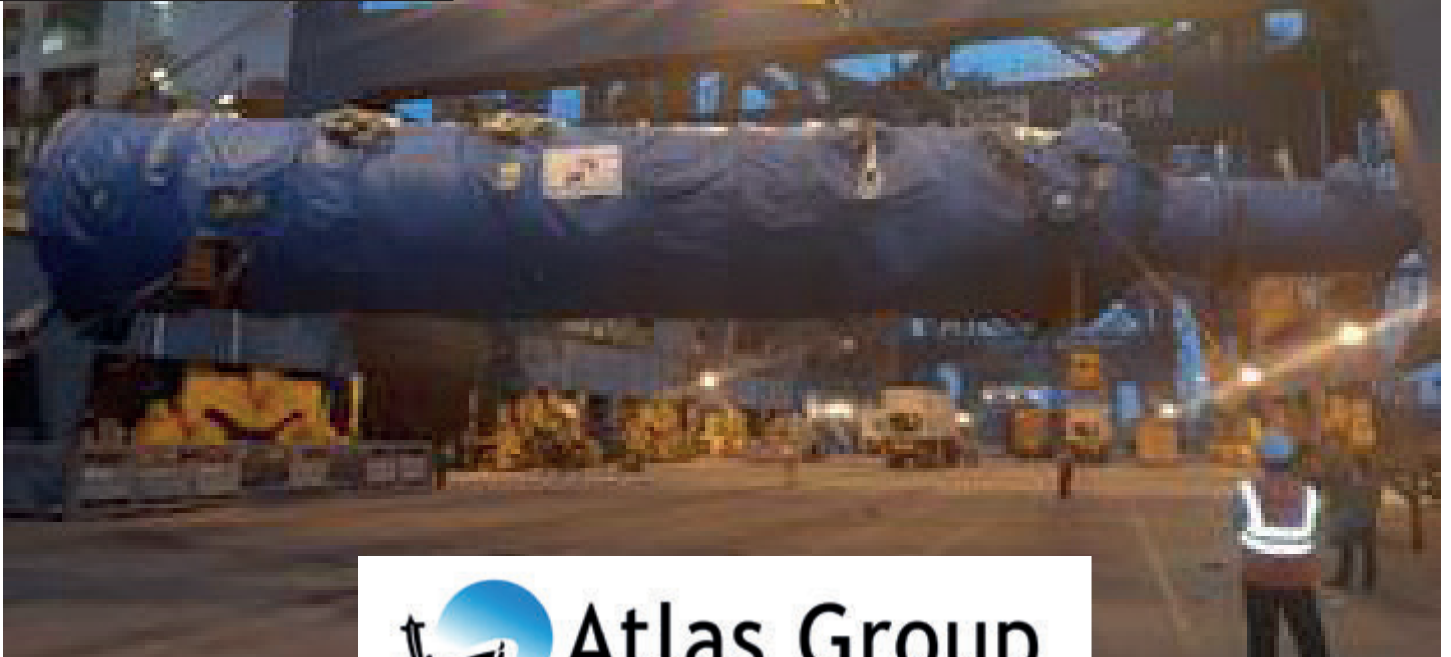
WEDNESDAY, 3RD OCTOBER, 2018 'LANTERNA' ITALIAN STEAK HOUSE



THURSDAY 4TH OCTOBER, CROCS RESORT & CASINO

THE FAREWELL EVENING WHICH CONSISTED OF PRE-DINNER DRINKS, FOLLOWED BY A BUFFET DINNER, CLIMAXING WITH THE MPL PARTY. MPL HISTORY: THE PARTY ON THE LAST NIGHT WAS INITIATED BY OUR CHAIRMAN ROBERT, AT THE CONFERENCE IN SICILY, 2011. SINCE THEN IT HAS BEEN A WELCOMED PART OF EACH ANNUAL EVENT.





Atlas Group

Delivering trust at your doorsteps

Atlas Shipping Services Pvt Ltd., are pleased to announce their recent achievement.

"We can arrange all your insurance at the best premium rate through our sister concern PRE-

FERRED PARTNERS INSURANCE BROKERS PVT LTD. Please send your present as well as renewal

insurance requirements to me or contact AT 9599085809 / cs.del@ppib.in"





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..

MarcoPoloLine™
GROUP