

Italy 2011

MPL 4th Annual Conference

14th - 18th October

FULLY BOOKED



ALMOST 140 PEOPLE FROM 73 COMPANIES

MARCOPOLOLINE GROUP ANNUAL CONFERENCE

Company Name

| | |
|--------------------------|------------|
| MYX | ARGENTINA |
| REYGRAZ | ARGENTINA |
| SEABIRD | ARGENTINA |
| DESTINATION FREIGHT | AUSTRALIA |
| KTL | AUSTRALIA |
| MATT KARGA | BOLIVIA |
| BRZ GLOBAL | BRAZIL |
| TEAMWORK | BRAZIL |
| NTZ | BULGARIA |
| XTERRA | CANADA |
| 3L - LEEMARK | CHINA |
| CGL | CHINA |
| FULL UNION | CHINA |
| GARONE LOGISTICS | CHINA |
| NINGBO SAILING | CHINA |
| JB LOGISTICS | COLOMBIA |
| COSTA RICA CARRIERS | COSTA RICA |
| E & F LOGISTICS | CYPRUS |
| CARGOWORLD GROUP | DENMARK |
| GILS | FRANCE |
| TRANS BUSINESS INT. | FRANCE |
| LUEDERS | GERMANY |
| TLS INTERNATIONAL | GERMANY |
| ALFONS | HOLLAND |
| GILS | HOLLAND |
| PARISI | HONG KONG |
| ATLAS | INDIA |
| INTERPORT | INDIA |
| TRINITY | INDIA |
| PT TIGA | INDONESIA |
| BAMDADAN | IRAN |
| TEHRAN CO. LTD | IRAN |
| CONWAY SHIPPING | IRELAND |
| SIGMAI TRADE & LOGISTICS | ISRAEL |
| BASE | ITALY |
| MPL | ITALY |
| WLS | ITALY |
| BLUE WHALE | JORDAN |
| AROUND WORLD SHIP. | KUWAIT |

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| ABC SHIPPING | LEBANON |
| PRO-SHIPING | MEXICO |
| JADROAGENT | MONTENEGRO |
| CAPITAL CARGO | MOROCCO |
| DAYSRING | NIGERIA |
| RAVIAN INTER. AGENCIES | PAKISTAN |
| SEA NET | PAKISTAN |
| SZ SHIPPING | PAKISTAN |
| REAL | POLAND |
| TREVOMAR | PORTUGAL |
| TOKYO FREIGHT | QATER |
| FAST FREIGHT | ROMANIA |
| IB CARGO | ROMANIA |
| DN FREIGHT | S. AFRICA |
| ELITE CLEARING | S. AFRICA |
| WORLDWIDE FREIGHT | S. AFRICA |
| MUBARAK SAEED | S. ARABIA |
| SHINE | S. KOREA |
| CONTINENTAL | SPAIN |
| FEAG | SWITZERLAND |
| TRIPLE EAGLE | TAIWAN |
| PJ TRANS | THAILAND |
| TRINITY | THAILAND |
| ACCR | TUNISIA |
| COMTRAM | TUNISIA |
| KTT | TURKEY |
| OTS GLOBAL LOGISTICS | U.S.A. |
| PRME TRANS NEW YORK | U.S.A. |
| TRANSMODAL | U.S.A. |
| UCM (SC) | U.S.A. |
| TRIPLE CROWN | UAE |
| LINC | UK |
| MERCATOR | UK |
| EXIM CARGO | URUGUAY |

**Special
guest**



MEDITERRANEAN SHIPPING COMPANY





SICILY is Italy's largest island and the largest in the Mediterranean Sea, with a total surface area of 25,460 sq. km., along with surrounding smaller islands, it constitutes an autonomous region of Italy.

It is roughly triangular in shape and forms the football at the end of the boot (Italy's mainland). The terrain is mostly hilly and intensively

cultivated wherever possible. Both the major island and its surrounding minor counterparts, have highly active volcanoes, with Mount Etna being the biggest.

SICILY has long been noted for its fertile soil due to the volcanic eruptions in the past and present and is known for its natural beauty. It has a long, hot growing season, but summer droughts are frequent. Agriculture is the chief economic activity, principally producing oranges, lemons, olives, olive oil, almonds, grapes, pistachios and wine. Cattle and sheep are raised, plus mules and donkeys which are used for local transportation over some of the rugged terrain.

In addition to agriculture, the island manufactures processed food, chemicals, refined petroleum, fertilizers, textiles, ships, leather goods and forest products

SICILY has a uniquely rich culture, especially in the arts, music, cuisine, architecture and language. Many Sicilians are bilingual in Italian and Sicilian, a distinctly romantic language, with a sizeable vocabulary of approximately 250,000 words. Some words were borrowed from the Greeks, Catalan, French, Arabic, Spanish and other languages, which because of its strategic location – reflects the various conquerors over the centuries:- Greece, Romans, Byzantines, Arabians, French and Spaniards.



The island itself has a population of approximately 5 million, and there are an estimated additional 10 million of Sicilian descent around the world, mostly in North America, Argentina, Australia and other European and Latin American countries. As in most Italian regions, Christian Roman

Catholicism is the most diffused religious denomination, and the church still pays an important role in most Sicilians' lives.

The heart of Sicilian culture is the family and has been for generations. Family members often live close together, sometimes in the same housing complex, and sons and daughters usually remain at home until they marry. Couples today have fewer children than before, yet babies and children are much revered and are almost always accompany their parents to social events. Sicilian weddings are lavish, expensive and traditional.

Verbal tradition plays a large role in Sicilian folklore, with many stories passed down from generation to generation.

The people tend to be very proud of their island, often identifying themselves as Sicilians, before Italian. Despite the existence of major cities such as Palermo, Catania, Messina and Syracuse, they are frequently stereotyped as rural. The capital is Palermo.



SICILY has a typical Mediterranean climate with mild and wet winters, and hot dry summers.



The cuisine and wines are so famous that Sicily has sometimes been nicknamed God's kitchen. Every part of Sicily has its speciality. The ingredients are typically rich in taste whilst remaining

affordable to the general public. The savoury dishes are viewed to be healthy, using fresh vegetables and fruits, such as tomatoes, artichokes, olives (including olive oil) citrus, apricots, aubergines (or eggplant), onions, beans and raisins, all of which are commonly coupled with sea food, freshly caught from the surrounding coastline, including tuna, sea bream, sea bass, cuttlefish, swordfish, sardines and others.

Perhaps the most well-known are the rich sweet dishes, including ice creams and pastries.

Like the rest of Italy, pasta is important in the Sicilian cuisine.

The best known and most popular sport on the island of Sicily is football, which was introduced by the English in the late 19th century. Palermo and Catania are heated rivals. Although football is the most popular by far, Amatori Catania compete in the top Italian national rugby union league called Super 10. Other sports are volleyball, handball and water polo. Sports car racing also had its place until 1977, when it was cancelled due to safety concerns.



"To have seen Italy without having seen Sicily is not to have seen Italy at all, for Sicily is the clue to everything"
-Archimede

1861-2011 150TH ANNIVERSARY CELEBRATING ITALIAN UNIFICATION

INCLUDING THE IMPORTANCE OF GENOA AND SICILY

WLS feels very proud that the **MPL Annual Conference** is taking place in Italy during such an important year. Not only is MPL celebrating its 5th anniversary in 2011, but ITALY is celebrating its 150 years of unification

With **WLS** located in GENOA, we have a second good reason for feeling honoured, because the city played a crucial role in the unification of our country. In the 19th century GENOA was fertile with politicians and free thinkers, lead by Giuseppe Mazzini. He was one of 2 radical figures in the movement (the other being Giuseppe Garibaldi).

Mazzini's revolutionary activities caused him to be imprisoned. Whilst confined, he formulated a program to establish a free, independent republican nation with Rome, its capital, as the one central government. Upon his release he went to Marseille and organized a new political society called La Giovine Italia (Young Italy). Its motto was "God and People", and the only goal was to put all the states of our territory under one flag.



Mazzini considered the unification of Italy as the first step in getting all European countries unified into one community. After Giovine Italia, he tried to make this concept concrete through the construction of the "Giovine Europa" (Young Europe).

In 1861 Mazzini's dream for Italy came true, but it would be well over a century before a united Europe materialized in the form of the EEC. This however does not diminish the

affect this GENOESE Politian had in inspiring a vision for future generations of Europeans.

Guiseppe Mazzini died in Pisa on the 10th March, 1872 at the age of 66. His funeral was in GENOA, and he is buried in the Staglieno Cemetery.



The design of the cemetery dates back to Napoleon's edict of Saint-Cloud in 1804, when he forbade burials in churches and towns. Since 2nd January, 1851 when it first opened there have been several extensions, which now includes an English cemetery, a Protestant and a Jewish one.

At the time GENOA was a major centre of learning within Italy and attracted reformists and an affluent bourgeoisies. Wishing to place long-lasting memorials to remember their work and moral accomplishments, they developed the tradition of funereal sculptures, particularly realistic works, to be placed with their tombs.

In addition to Mazzini the cemetery contains other famous graves, such as the wife of Oscar Wilde (Constance Mary Lloyd), Ferruccio Parri (Italian Partisan and Politician who served as 43rd Prime Minister for several months in 1945) Fabrizio de Andre (a popular GENOESE singer-songwriter) and Nino Bixio (a GENOESE soldier and Politician who fought for Italian unification).

The strong British influence in the city in the late 19th century is reflected in the separate British Cemetery which also includes graves of British and Commonwealth servicemen from both the First and Second World Wars. (The flag of GENOA is simply a St. George's Cross, a red cross on a lime white field, identical to the flag of England).

The American author, Mark Twain briefly praises Staglieno in his writings 'Innocents Abroad' and Friedrich Nietzsche (German philosopher, poet and composer), visited frequently in the 1880s with his friend Paul Ree (philosopher and author) and had many philosophical discussions as they strolled through the funereal colonnades. The cemetery was the subject of a 2003 book of photographs by Lee Friedlander.

Giuseppe Garibaldi was (4th July, 1807 – 2nd June, 1882) was born in Nice, which at the time was ruled by France. In 1814, the Congress of Vienna returned Nice to Victor Emmanuel I who was Duke of Savoy and King of Sardinia. In 1860 however, Victor Emmanuel II ceded the County of Nizza, together with Savoy to France (which Garibaldi opposed) to get French aid in Italy's unification wars. Garibaldi's family's involvement in coastal trade drew him to a life at sea.





November 1833, Garibaldi met Giuseppe Mazzini and joined forces for a unified Italy. At the beginning of 1860, uprisings in Messina and Palermo in the independent and peaceful KINGDOM OF THE TWO SICILIES provided

Garibaldi the opportunity to use this to his advantage. He gathered about 1000 men (called themselves Red Shirts because of their attire) mainly from Northern ITALY and sailed from GENOA (Quarto) from Quarto landing on the most western point of Sicily on May 11th.



Garibaldi won a single victory, bringing him worldwide renown and the adulation of Italians. Having conquered SICILY, he crossed the Strait of Messina with help from the British Royal Navy, and marched north taking the capital city of Naples. In the north the Piedmontese (capital city Turin) were also fighting for the unification of Italy, gradually gaining ground whilst moving south and eventually met up with the Garibaldi's armies.

The Piedmontese wanted an Italian Monarch, whilst Garibaldi and Mazzini wanted a republic. Garibaldi handed over the lands of southern Italy voluntarily to the Piedmontese and a united Italy was formed with Victor Emmanuel II as King.

Garibaldi is an Italian National hero and is dubbed the 'Che Guevara of the 19th Century', but it is not just the left that would like to claim him as one of their own. The Italian fascist dictator Benito Mussolini and other leaders of the Italian right have been fascinated by Garibaldi's military exploits and admired him for his patriotism.

Garibaldi was also an international hero during his lifetime.

The KINGDOM OF THE TWO SICILIES as it was commonly known, was the largest and wealthiest of the Italian states even before the unification of Italy. It was formed of a union of the Kingdom of Sicily and the Kingdom of Naples in 1816 and lasted until 1861, when Italy became one country. The monarchy over these 2 areas, existed as one single kingdom going back to the middle ages. In the reign of King Charles I of Anjou, the kingdom was split by war and Charles lost Sicily to the House of Barcelona. In future years Sicily was ruled by the Spanish, Austrians and French.

GENOA is a historical port city and capital of the Region of Liguria. It is a tourist attraction with its long history as a rich and powerful trade centre and has a multitude of hidden gems behind cozy alleyways, excellent cuisine (notably fish and seafood), the renovated old port, beautiful sights (including one of Europe's biggest aquariums). The GENOA International Boat show is held annually and this year will take place from the 1-9 October.



The houses of Giuseppe Mazzini's and Christopher Columbus House are 2 of the most visited. Columbus famous for discovering America, which although financed by the Spanish Monarchy at the time, was born here. Photo Columbus house

Coming to GENOA, you will find an imperious city, crowned by harsh mountains, proud of her people and her city walls, mistress of the sea wrote the Italian poet, Paetrarch in the 14th century.

GENOA is a steep, grey, windy city with casbahs of narrow alleys with people who watch and complain: these are her defects. Her qualities are the rolling hills and valleys, silver roofs of slate, winds that ignore the fog, the Mediterranean buzz of the historic centre (said to be the biggest in Europe) and the hidden magnificence of her art.

The town is built as a theatre with the old port as her stage and to view her from the sea is the best way to understand her rippling beauty.



Making the link to the present GENOA today is a strategically placed harbour for commerce. The Port of GENOA has a trade volume of 58.6 million tonnes, it is the first port of Italy, and the second in terms of twenty-foot equivalent units, with a trade volume of 1.86 million TEU's.

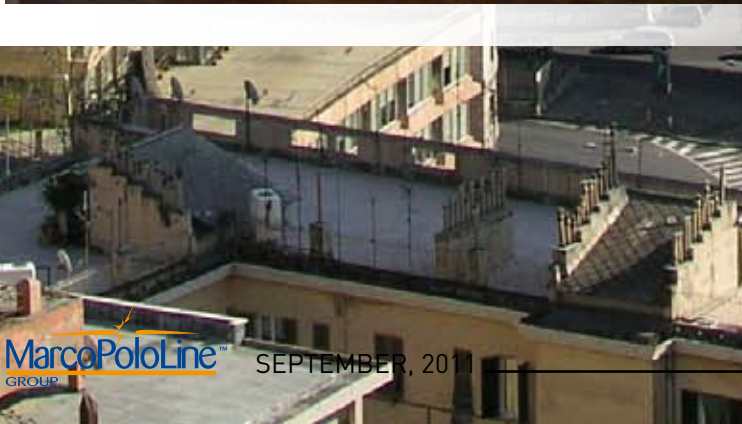
The Largest Seaport in Italy The port covers an area of about 500 hectares of land and the same area on water, and it extends for 20 kilometres along the coastline, with 47 km of maritime ways and 30 km of operative quays. There are 4 main entrances and next to a principal motorway located along the coastline, connecting the ports of Nice (France), Savona, GENOA and La Spezia.

Finally GENOA has been the home to WORLDWIDE LOGISTIC SOLUTIONS (WLS) since December 2003. It is located in the area of the GENOA World Trade Centre and faces directly onto the commercial port. www.wls-italia.com

I hope you have enjoyed travelling with me through Genoa's past and present and understand why our city is so important to ITALY and in many respects to the EEC.

WLS looks forward to meeting all of you at the MPL Conference in Sicily next month.

FABRIZIO DI TORE
EXECUTIVE DIRECTOR





Dear MPL Members, dear readers,

First of all it is a pleasure to be a part of the MPL community. We are slowly getting started but already had very good contacts with some of our new family members. It is an honor having the chance to present our company and promote the locations Lübeck and Hamburg!

Lüders & Stange is a mighty old company founded in 1865. Our crew is a composition of old and young people. Jens Lüders is the General Manager, but the youth is already trying to undermine his Position. These young people are Sascha (42, branch manager Lübeck) and Jonas Conrad (28, Import manager), Eike Sebastian Wiesener (29, Export manager) and Pay-Andres Lüders (35, branch manager Hamburg). Another family member, Cornelia Lüders is doing the bookkeeping! You might imagine how much fun this can be! It is a bit like 365 days of Christmas celebration...

To be honest it all works out perfectly fine and it is a nice feeling to work with people you can trust a 100%, no matter what!

But what do we do in northern Germany?

Our offices are located in Lübeck and Hamburg. Let us start with the more unknown Hanseatic City of Lübeck.

Lübeck is well known for its Holstentor town gateway, marzipan, Rotspon red wine and the famous Buddenbrooks saga. But the city is so much more. Lübeck is full of life, diversity and potential. Potential as a location for industry,



services and institutions; as a flourishing campus for education, science and research and as an ideal place to live for people of all ages. All in

all, there is a whole range of reasons why Lübeck is a city with more of what it takes – especially from a logistics viewpoint. And the evidence of that is alive and thriving: There are 4,000 people employed at 120 companies within the Lübeck logistics industry, of which 60 work directly with the Port of Lübeck and 50 work closely with regional manufacturers.



They are all taking advantage of the logistical “gem” that is the Hanseatic City of Lübeck.

What exactly is it that makes a logistics location successful? In Lübeck’s case, that is an easy question to answer: Optimal transport infrastructure, a comprehensive range of expertise and a large volume of goods handled. Three fundamental elements that are traditional found in Lübeck. And the best prerequisites for today’s logistics providers, and for completely satisfied customers. In Europe’s most southwestern Baltic Sea port, there are many ways to benefit from the optimal transport infrastructure: On the water, overland and in the air. Multimodal and in close proximity to the metropolitan region of Hamburg. So it is no surprise that a wide range of logistics expertise is concentrated in such a well situated location.

Every year, around 200,000 new vehicles are shipped from Lübeck to destinations throughout the Baltic region. And 3.5 million tonnage of paper and forest products are handled here annually – from pocket



tissues to writing pads and catalogs for furniture retailers.



Lübeck companies are proving their abilities in almost all areas. Whether it is in the operation of refrigerated

containers with internet-based temperature monitoring or the shipping of anesthetic equipment preconfigured to arrive ready-to-use at destinations all over the world. In terms of cargo volumes at Lübeck, the health care and food industries are responsible for substantial volumes. The latter alone – with 100 companies, an annual turnover of over 550 million euro and 4,500 employees – is the largest manufacturing cluster and third largest export cluster. And one of the economic mainstays of the location.



The health care industry is another local heavyweight, with companies of different kinds supplying both regional and global customer bases. Goods from Lübeck are needed by patients, doctors, hospitals, health centers, procurement organizations, managed care organizations and others the world over. And Lübeck's logistics companies are perfectly positioned to organize the optimal route, get the goods to the destination and provide a full range of additional value added services.



But what is our position here? Well, we are one of the companies that accompanied and influenced the developments in Lübeck for 125 years now! Our company offers all relevant services:

- customs clearance
- transports of LCL, FCL and bulk/heavy haulage
- cross docking
- storage
- packing
- marking
- sorting
- pricing
- wrapping
- pick and pack
- stock and quality control

We call it BCS - Baltic Comprehensive Services.

Our other office is located in the Hanseatic City of Hamburg. The branch office was also launched in 1865, so we also have some experience to share here.

What do you not know about Hamburg? Hamburg, well Hamburg is the leading container port for traffic to and from Asia and China. Since many of these containers are transhipped via Hamburg as an important feeder hub, particularly for the Baltic Sea region, the drop in this area had especially strong effects in connection with container volumes in short-sea transports. This fact connects out offices and we can offer all services in one hand from the world via Hamburg/Lübeck to the world.

All of you will know that Hamburg is one of the world biggest ports and we should not name too many numbers, but the throughput of 9.7 million containers in 2008 are quite respectable.



Hamburg is often called the gateway to the world. And in fact, shipping lines connect the city to more than 900 other ports in 174 countries around the world. About 12,000 seagoing ships call at the Port of Hamburg every year. They meet almost any demand, from full container loads and consolidated container loads through conventional general cargo, project cargo and heavy lifts to Ro-Ro cargo.



Four large container terminals are available in Hamburg and even more smaller ones. High-performance handling with short mooring times means that even the biggest container carriers leave the port again after one or two days. The capacity of the terminals is continually being expanded to meet the changing demands of the market and new developments in ship sizes.



Almost 50 feeder services provided an average of over 140 weekly departures in 2008. The Port of Hamburg was able to gain a new feeder service for the North Sea region and another for the Baltic Sea in 2008. Thus the port further strengthened its role as a transport hub for seaside foreign trade. In 2008, 2.6 million TEU of cargo were transported between Hamburg and the nations in the North Sea and Baltic Sea regions.



The Port of Hamburg is the most important transshipment centre for rail containers in Europe. Three major port railway stations and 375 kilometers of track ensure fast and

reliable transport. The port railway network connects the terminals to railways in Germany and throughout Europe.



The highway system links Hamburg to the neighboring industrial region as well as to international business centers. A radial network of highways brings long haul traffic in and out of the city.

About 80 kilometers of this network are made up of high-speed motorways (autobahn). Several million containers are transported over Hamburg's streets each year. Road cargo transport is the most important part of the modal split in local hinterland traffic (<150 kilometers). Speed, flexibility, and transport costs often make trucks the preferred choice for short hauls. The network of streets is constantly being expanded and traffic flow is steadily being improved.



Now at 12.2 million tons, the volume of goods carried between the Port of Hamburg and the hinterland by inland waterway vessel in 2008 exceeded all previous levels. This marked a 1.5 percent increase on the operating results of the previous year. In Germany as a whole, the shipment of goods by inland waterway vessel in 2008 dropped by 1.6 percent.



Multipurpose terminals handle heavy lifts, conventional general cargo and project cargo, as well as containers.

Even though around 97% of the general cargo is now handled in containers, the remaining volume of "conventional general cargo" is still very important to the port. Hamburg has special terminals for conventional handling of things like vehicles, fruits, vegetables, paper and cardboard, wood pulp, metals, iron and steel. Furthermore, special equipment is available to handle large and heavy machines and industrial components.

Conventional general cargo accounted for a total volume of 2.8 million metric tons in 2008.



Bulk cargo is handled, stored and forwarded in the form of loose, suction, grab and liquid cargo at various terminals in the Port of Hamburg. Neighbouring industrial plants process many raw materials right in Hamburg. The port handled around 42.5 million metric tons of bulk cargo in 2008.



The Port of Hamburg provides handling facilities and warehousing for all kinds of products in the food and beverage branch. Modern cold storage warehouses are available and different terminals can handle and store coffee and cocoa, fish and meat, apples and anis, and all sorts of other foods.



Industrial raw materials and intermediate goods for further processing are handled at various terminals in the Port of Hamburg. Imports and exports of scrap and steel, ore and coal, fertilizers and construction materials pass over the quays. Innovative and modern handling facilities ensure fast and flexible service.



The Port of Hamburg has the world's largest centre for trading and storing carpets. Hamburg is the leading European hub for imports, particularly from Iran, Afghanistan, Pakistan and India. Germany is the leading market for hand-knotted carpets. Most of the goods reach the German market via the Port of Hamburg. Other

European countries import a major part of their oriental rugs through the port, as well.

Now the question is, what does Lüders & Stange do? As you can imagine we can offer services for all mentioned categories, but of course we have some core areas.

These are:

- Import Far East (FCL and LCL, EXW up to DDP)
- Warehousing
- Unloading of containers in the Freeport and outside
- Handling, warehousing and transport of fireworks (class one cargo)
- Transport organization in general
- Customs clearance (Import & Export)
- Project cargo

We are specialized in helping clients to get their cargo no matter what kind of cargo and no matter what direction. It is a bit boring we have to admit but what shall we say?

It is the truth! We just have our office, computers, staff and last but not least our experience of 125 years that helps us to present a very good service to our clients.

As we wrote in the beginning of this newsletter, we are really happy and proud to be part of the MPL-community and hope to have good business with our new family members!

We are looking forward meeting you all at the next MPL conference meeting and if your journeys take you to Hamburg or Lübeck, feel free to stop by! We will show you around!

Your team of Lüders & Stange

Sources: <http://www.luebeck.org/en/45/home.html>
<http://www.hafen-hamburg.de/en>

Recently I organized the first RYDER GOLF CUP between the Port of Barcelona and the Port of Valencia. It was a great event, fantastic tournament and finally we won !!

Let me tell you how this all came about. 3 years ago I started a Golf Tournament here in Valencia, based on the strict rule, that only players who are in the shipping business could participate.

There were 21 players in that first event in 2008. The following year, we had 23 players and last year in 2010, there were 31 players, plus some guest players from Barcelona who were aware of this great initiative in the Port of Valencia.

The trophy is **THE MARCO POLO LINE GROUP GOLF TROPHY**

After this match, we decided to make the competition bigger and to get it to grow, we designed it along the lines of the Ryder Cup (see Ryder Cup on Google for further information). It is just a contest (no money involved) between Europe and the USA.

We started this new concept with the Port of Barcelona playing against the Port of Valencia. First we had to vote for two captains from each team. Barcelona's Captain was Mr. Joaquim Pueyo (Managing Director of Globelink – Uniexco) and for Valencia we voted for me as Captain. LOL

With 2 teams playing against each other, the number of players had to be absolutely equal on each side, so we started to recruit players and when we finally reached 25 on each team we made that the cutoff point.

Barcelona wore white polo shirts, whilst Valencia had red polo shirts

Modality : match play Fourball Better Ball

Place : Panoramica Golf Resort in Castellon (a place between Valencia and Barcelona) more or less same distance from each city.

There were 2 women on the Barcelona team and 1 woman on the Valencia team

Our Sponsors were:-

MSC: oversaw a cruise in the Mediterranean

BARCELONA'S PORT AUTHORITIES: paid for the lunch for all players after the match (19th hole)!!

CELMAR WAREHOUSE: brought some bottles of red wine

BANK of SABADELL: provided some umbrellas, watches, towels, and also sponsored a cash prize for the longest drive - the winner was Mr. Ignacio Huet (from MARITIMA VALENCIA the Valencia's terminal stevedoring).

BANK of LA CAIXA: also sponsored some bottles of wine and a cash prize for the winner of the trophy "the nearest to the pin" The winner was Mr. Carlos Larrañaga from (TCB Barcelona Terminal)

Finally Valencia won by just 2 shots in the difference . We needed to wait for the last group to arrive at the 18th hole to see who the winner was. Until then we were depending on the news trickling in from the players who had started first and had finished the 18th hole. It wasn't, however, until we passed the score cards to the marshal and he came up with the results, that we realized how close the match really was.

Obviously the best part was at the 19th hole where we enjoyed a good "paella", wine and the Valencia Captain was presented with the trophy.

The Barcelona team has already challenged us to another match and we have agreed that will take place in 2012. Barcelona insists next time the trophy will be theirs, and we, of course, have counter attacked that we, Valencia, will win again.

The Marco Polo Line Group (although I personally paid) also sponsored the trophy for the winner, plus some extra costs, such as a snack (apple, sandwich and water) at the 9th hole for all the players.

Irrelevant of who the winner was, everyone enjoyed the tournament and found it exceptional day.

VERY MUCH LOOKING FORWARD TO SEEING OUR GOLF ENTHUSIASTS AT THE MPL GOLF TOURNAMENT IN THE MORNING ON THE 14TH OCTOBER – THE FIRST OFFICIAL EVENT OF OUR 4TH MPL CONFERENCE.

LUIS GIMENO
CONTINENTAL SPAIN
MPL DIRECTOR







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| Algeria | Angola | Argentina | Argentina | Argentina | Australia |
| | | | | | |
| Australia | Bangladesh | Belgium | Belgium | Belgium | Bolivia |
| | | | | | |
| Brazil | Brazil | Brazil | Bulgaria | Cambodia | Canada |
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| Canada | Chile | China | China | China | China |
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| China | China | China | China | China | China |
| | | | | | |
| Colombia | Costa Rica | Costa Rica | Croatia | Cyprus | Denmark |
| | | | | | |
| Denmark | Dominican Republic | Ecuador | Ecuador | Egypt | Egypt |
| | | | | | |
| El Salvador | Finland | France | France | Georgia | Germany |



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| <small>LÜDERS & STANGE</small> <small>OVERSEAS AND EU-TRADE-LOGISTICS</small> | <small>TLF</small> | <small>CARGO GROUP SERVICES</small> <small>INTEGRATED CARGO MANAGEMENT</small> | <small>PHOENIX</small> | <small>CBO7</small> <small>Consolidados RO7</small> | <small>CBO7</small> <small>Consolidados RO7</small> |
| Germany | Germany | Greece | Greece | Guatemala | Honduras |
| <small>TRANSLOG</small> <small>WORLDWIDE</small> | | <small>IGL</small> | <small>Trinity</small> <small>LOGISTICS</small> | <small>TBJ</small> <small>PT TIGA BINTANG JAYA</small> | <small>Din</small> |
| Hungary | India | India | India | Indonesia | Indonesia |
| <small>بامدادان بار</small> <small>Bamdadan Bar</small> <small>Int'l Logistic & Transport P.J.S.C</small> | <small>Tehran Co. Ltd</small> | <small>CONWAY SHIPPING LTD</small> | <small>Celtic</small> <small>FORWARDING LIMITED</small> | <small>All Cargo</small> <small>LOGISTIC SERVICES LTD.</small> | <small>SIGMA I</small> <small>TRADE & LOGISTICS LTD.</small> |
| Iran | Iran | Ireland | Ireland | Israel | Israel |
| <small>BASE</small> <small>INTERNATIONAL FREIGHT S.R.L.</small> | <small>Amatras s.r.l.</small> <small>INTERNATIONAL FREIGHT FORWARDER</small> | <small>WLS</small> <small>Worldwide Logistic Solutions</small> | <small>H-FRIENDS</small> <small>GLOBAL TRANSPORT AND LOGISTICS</small> | <small>Blue Phoenix</small> <small>SHIPPING SERVICES CO.</small> | |
| Italy | Italy | Italy | Japan | Jordan | Korea |
| | <small>AWS</small> | <small>EAGLE</small> | <small>ABC Shipping Co.</small> | <small>Nawras</small> <small>SHIPPING CO.</small> | <small>GNL</small> |
| Korea | Kuwait | Latvia | Lebanon | Lybia | Malaysia |
| <small>H-FRIENDS</small> <small>GLOBAL TRANSPORT AND LOGISTICS</small> | <small>UP</small> | <small>SMART Logistics (Pvt) Ltd</small> | <small>AUSTRAL SHIPPING</small> <small>AGENCY LIMITED</small> | <small>Pro-Shipping</small> | <small>TCI</small> <small>INTERNATIONAL LOGISTICS</small> |
| Malaysia | Malaysia | Maldives | Mauritius | Mexico | Mexico |
| <small>JADROAGENT</small> <small>BAR</small> | <small>Trans Glory</small> | | <small>ALFONS FRERIKS LOGISTICS</small> <small>VEENHOUDEN ROTTERDAM</small> | <small>Euro Nordic</small> <small>logistics</small> | <small>G.I.L.S.</small> <small>Worldwide</small> |
| Montenegro | Morocco | Nepal | Netherlands | Netherlands | Netherlands |
| <small>df NZ</small> <small>Destination Freight NZ Ltd</small> | <small>CBO7</small> <small>Consolidados RO7</small> | <small>DUN</small> | <small>Bugge & Olsen A/S</small> <small>201 LARSEN - NORWAY</small> <small>TRANSPORT - SPECIALIZATION - SHIPMANAGEMENT</small> | <small>شرکت شرق آسیا الدولية ش.م.م.</small> <small>EAST ASIA INTERNATIONAL CO. L.L.C.</small> <small>INTERNATIONAL FREIGHT FORWARDERS</small> | <small>Riviera Int'l.</small> |
| New Zealand | Nicaragua | Nigeria | Norway | Oman | Pakistan |



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| Pakistan | Pakistan | Panama | Panama | Paraguay | Peru |
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| Peru | Philippines | Poland | Portugal | Portugal | Qatar |
|  |  |  |  |  |  |
| Romania | Romania | Russian Federation | Saudi Arabia | Singapore | Singapore |
|  |  |  |  |  |  |
| South Africa | South Africa | South Africa | South Africa | Spain | Spain |
|  |  |  |  |  |  |
| Sri Lanka | Sri Lanka | Sri Lanka | Sweden | Switzerland | Syrian Arab Republic |
|  |  |  |  |  |  |
| Taiwan | Taiwan | Taiwan | Thailand | Thailand | Thailand |
|  |  |  |  |  |  |
| Tunisia | Tunisia | Turkey | Turkey | United Arab Emirates | United Arab Emirates |
|  |  |  |  |  |  |
| United Kingdom | United Kingdom | United Kingdom | United States | United States | United States |



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|---|--|--|---|--|---|
|  United States |  United States |  Uruguay |  Uruguay |  Venezuela |  Viet Nam |
|---|--|--|---|--|---|

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|  Viet Nam |
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Marco Polo



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Next Newsletter

The next edition of the MPL NEWSLETTER will be dedicated entirely to the MPL CONFERENCE and published in **October** after the event.

Any photos you want to submit of the Conference for this next issue, please send them to me, at
sandy@marcopoline.com

Kindly note, however, that we cannot guarantee we can use all of them.

Graphic concept by Adv Consulting