



THE MARCOPOLOLINE 12TH ANNUAL CONFERENCE 20TH – 24TH SEPTEMBER, 2019

WHY GREECE

Almost 200 attendees and rising, from over 60 countries.

This MPL 12th Annual Conference will be our biggest ever. MPL's 1st Annual Conference in 2008 attracted 63 attendees, but of course our membership was a fraction of the size it is today. Greece is proving to be an excellent destination appreciated by all those participating.

Eleftherios Venizelos, is one of the most modern airports in the world and started operating in 2001. It has helped augment business ventures in Greece.

Conferences and tourism are extremely interdependent and it is necessary that the host country provides background support and in so doing must improve the overall standard of services. Greece is living up to those needs.

Combined with its outstanding natural beauty and superb infrastructure, it has proved an ideal destination for conferences and exhibitions. Whilst at the same time giving its participants the opportunity to experience the cradle of western civilization.

Greece is situated at the heart of the Mediterranean, in close proximity to many other nations. Major trade exhibitions, such as the Thessaloniki International Fair, are institutions whose prestige has gained them a significant place in the global market. The expertise and efficiency of the Greeks has ensured support structures of excellence. Your participation in the 12th MPL Conference will prove to be productive and an unforgettable stay.

SANDY MCINNES
CONFERENCE ORGANIZER



WELCOME TO THE 12TH MPL ANNUAL CONFERENCE

DIVANI-APOLLON PALACE & THALASSO HOTEL

VOULIAGMENI, ATHENS, GREECE

ITINERARY/AGENDA

FRIDAY 20TH SEPTEMBER, 2019

- 19:30 – 20:30 Welcome pre-dinner drinks and Hors d'oeuvres
Atlantis Balcony (outdoors)
- 20:30 – 23:00 Welcome Dinner with drinks throughout
Garden/Glass Pyramid

SATURDAY 21ST SEPTEMBER, 2019 / ARISTOTELIS CONVENTION CENTER

As a courtesy, please ensure that everyone is seated by 9:30 a.m. to avoid disrupting the procedures. It is essential that with the 1 to 1 meetings you keep to your allotted appointments and are punctual.

- 09:30 – 10:30 **Introductions**
- 10:30 – 11:15 **Group Photo followed by Coffee/Tea Break**
- 11:20 – 12:40 1 to 1 Meetings
- 12:40 – 14:00 **Lunch – Anemos Restaurant**
- 14:00 – 15:20 1 to 1 Meetings continue
- 15:20 – 15:40 **Coffee/Tea Break – Conference Foyer**
- 15:40 – 17:00 1 to 1 Meetings continue
- 17:00 Close of Business
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- 19:30 **Meet in the hotel foyer to take a short stroll to the restaurant**
- 20:00 – 23:00 **Agora Riviera Restaurant**



ITINERARY/AGENDA

SUNDAY 22ND SEPTEMBER, 2019 / ARISTOTELIS CONVENTION CENTER

- 09:00 – 10:40 1 to 1 Meetings
- 10:40 – 11:00 **Coffee/Tea Break – Conference Foyer**
- 11:00 – 12:40 1 to 1 Meetings continue
- 12:40 – 14:00 **Lunch – Anemos Restaurant**
- 14:00 – 15:20 1 to 1 Meetings continue
- 15:20 **Coffee/Tea WITHOUT OFFICIAL BREAK**
- 15:20 – 16:00 1 to 1 Meetings continue
- 16:00 Close of Business
- 17:00 - 18:30 Football**
- 19:30 Meet in the Hotel foyer for transportation to the BLE PAVILION**
- 20:00 - 01:00 Farewell drinks with Hors d'oeuvres, followed by buffet Dinner and MPL Party**

MONDAY 23RD SEPTEMBER, 2019 / OPTIONAL EXTRA

Those who have NOT chosen the Optional Extra, assume will be departing the hotel.

- 08:00 Meet in the hotel foyer for transportation
- 08:30 Pick-up for Tour with lunch at Istiopoikos
- 17:30 Approximate return to the hotel

**WE WISH YOUR STAY
TO BE SUCCESSFUL,
BENEFICIAL AND ENJOYABLE**

LET ME INTRODUCE YOU..... TO OUR MPL CONFERENCE HOST FOR 2019

Once the MPL Directors decide on a Country and approximate dates for an MPL Conference, it is up to the Conference Organizer, to confirm the dates are feasible and approach members in that location to find out if they can be my ears, voice and sight in representing MPL's needs.

Panagiota of ACE/Greece came to the fore immediately. She has done absolutely everything I couldn't, without re-locating to Greece. Panagiota has gone far beyond what was expected.

After investigating numerous hotels, on my behalf, she was able to recommend a most superb venue that suits all our needs and in the most beautiful setting.

Furthermore, she made solid suggestions for the nights of 21st and 22nd September, visiting each in her own time, to check-them out. For

both those nights, there were several possibilities, but after much negotiations on her part, we settled on the final venues.

Although ACE is not one of our oldest members, having joined MPL in 2017, they have attended our exhibitions and previous conferences. Panagiota has been in the Logistics business since 1998, and has proved she has a feel for what Freight Forwarders want and need in a Conference.

Her colleagues have described her as dynamic and determined in order to reach her goals. They say she is demanding, pushing them to their limits, but only the same limits she asks of herself.

There is no doubt that she loves her work, and they have defined her as distinguished, diligent, responsible and

gutsy, whilst maintaining a sense of humor.

All these traits I confirm, having worked with her on a daily basis since late last year. We are so very lucky to have such a wonderful loyal Host.

To quote her own words 'Working with Sandy and Sophie in organizing this Conference has been a great experience and have enjoyed every single thing I've done for MPL. Am so happy and proud.'

DEAR PANAGIOTA MY HEART FELT THANKS TO YOU AND ACE FOR EVERYTHING YOU HAVE DONE AND ARE DOING TO MAKE THIS OUR 12TH MPL CONFERENCE A GREAT SUCCESS.

Sandy



• CUSTOMS CLEARANCE
• FORWARDING
• LOGISTICS SOLUTION



THANK YOU PANAGIOTA
FOR YOUR EXCELLENT ASSISTANCE!

TRANSPORT LOGISTIC - MUNICH, 4-7 JUNE 2019

AN UNEXPECTED SUCCESS!

Our first exhibition at Transport Logistic two years ago absolutely convinced us to exhibit again this year, and we made the right choice!

We met hundreds of people, whom came directly to our stand to ask information about MPL of course, and who started business relationship with our VIP partners too! It was like a "small MPL conference", because most of them were present! They met some of our new members, had a chat with others, enjoyed staying on the stand which was crowded all the time! Beer was available throughout the whole period, as we had arranged a bar with beer dispensers!

We also had an organized visit of students, interested in our Network, and the activities of Freight Forwarders. It was just amazing teaching them how beautiful our job is, explaining also that if they will put all their passion



Munich trade fair center

and energy into their future as Freight Forwarders, they will have success for sure! This is actually the key to our Exclusive Network.

We also had the visit of others MPL partners of course, interested to meet us and look at our beautiful and attractive stand.

We thank all of them for coming, and

you will also have the pleasure to meet some non MPL partners in Greece too, interested in meeting all of you and starting business relationship!

We have decided that Transport Logistic will be a fixed appointment every two years, too important to be missed!

Sophie Cappa
Sales & Marketing Manager
MarcoPoloLine Group



ABC SHIPPING CO. SARL - LEBANON



RAME Beirut 2019: An Event of Exploring, Connecting, and Expanding
Karine Ballout

FIATA's annual RAME conference took place on June 24 and 25 in Beirut, Lebanon. The Lebanese Forwarders Syndicate (LFS) was proud to host the event under the patronage of Saad Hariri, which was first of its kind in Beirut at the Phoenicia Hotel.

RAME—which stands for Region of Africa and the Middle East—is an annual conference organized by FIATA with the aim of connecting freight forwarders and shipping companies across the Middle Eastern and African regions, as well as networking and exchanging ideas, latest trends in transportation, and promoting the collaboration between the public and private sectors.

The conference was organized through an array of numerous sessions, lead by distinguished moderators and respectable speakers. Topics of discussion varied widely, covering most areas of transport and shipping. The event opened with its first session: The Reconstruction of Syria and Iraq, Oil and

Gas, where the guests offered ideas and initiatives their respective companies can take. Some of the other topics handled throughout the first two days include digitalization and the future of smart shipping, the Belt and Rope Initiative, youth vocational training, and women employability. The panels were followed by Q&As to open the floor to questions by the audience.

Honorable guests also attended—sort of superstars in the freight forwarding world. The CEO of Middle East Airline Mohammad AlHout, FIATA president Babar Badat, FIATA senior vice president Basil Pietersen, NAFL president Nadia Abdul Aziz, among others, were all present and participating, sharing their ideas and vision with the attendees.

Knowledge and networking aren't the only things the event had to offer. Middle East Airlines sponsored a gala dinner at their headquarters in Beirut Rafic Hariri International Airport for all of the attendees to enjoy and let loose. Additionally, a visit to the Beirut Port and a finger food and drinks reception was in order, hosted by the Beirut Port and the Beirut Container Terminal Consortium.

The 26th was reserved for touristic activities around Lebanon, visiting Jeita Grotto and the city of Byblos. While RAME includes a handful of countries, the nationalities present were many and varied. Over 450+ delegates from over the world participated, representing their respective companies, some which had booths around the conference hall. Companies like ABC Shipping Co, CMA CGM, Bank of Beirut, and the National Association of Freight and Logistics (UAE) all had booths, uniting the countries of the Middle East and Africa.

The event had a number of sponsors, including BCTC, MSC, CMA CGM, Bank of Beirut, NAFL, ABC Shipping Co, all of which helped make the event into what it was.

RAME2019 marks new hope for Lebanon, a country continuously riddled by doubt. The promise of growth, stability, and opportunity looms over it, hoping to release it from its bad luck and give it the economic stability it deserves.

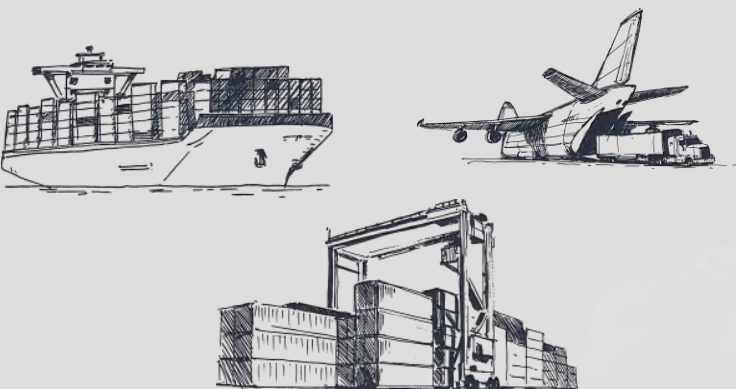


WHY CHOOSE ALBATRANS?



Wines & Spirits Services

- Temperature controlled warehousing
- Special conto deposito ad fiscal warehouses
- FCL (full container loads)
- LCL (less than container loads)
- Consolidations.
- TCC (temperature controlled containers).
- Insulated containers.
- Bulk ISO tanks and Flexitanks.
- Air freight.
- Insurance programs.
- Dedicated team of customer service specialists following every order.
- 100% visibility for warehoused product via web based Warehouse Management System.
- 100% visibility for all orders via website tracking.
- Agents for W.S.S.A.



FCL / LCL / Airfreight / Road Haulage



Flexitanks

- ✓ Recommended use: foodstuff, base oils, edible oils, wine, glycerin, fruit juices, non-hazardous chemicals, latex, and industrial products.
- ✓ Tailor made designs can be engineered to meet specific customer requirements and capacities range from 12,000 to 24,000 liters



Isotanks

- ✓ ISO tanks for hazardous and non-hazardous liquids and chemicals.
- ✓ Stainless steel construction with 22,000L to 26,000L capacity



Cargo Insurance

- Door – Door coverage
- Original Insurance certificate issued per shipment.
- Cold chain coverage with "Full conditions" clause capabilities.
- No, or limited deductibles
- Simplified process on small claims
- Project rates
- Qualified consulting
- Worldwide assistance network



Customs Brokerage

- ISF Filing
- ACH/PMS duty programs
- AMS direct filer
- Nationwide RLF filer
- OGA agency expertise
- FDA/Prior Notice specialists
- Fish & Wildlife experts
- Customized on line reports for all transactions
- Nationwide delivery arrangements for all types of cargo
- Gate entries for urgent samples



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GLOBAL 506 LOGISTICS - COSTA RICA



After a year of being a PROBATIONARY MPL Member, we are pleased to announce they are now fully qualified members. Congratulations!

From the moment they joined our Group, they have proved themselves to a great asset. They were wonderful Hosts for our 11th MPL Conference in Costa Rica, for which we wish to thank them again.

GLOBAL 506 LOGISTICS was founded with the goal of being a faithful provider of services and advice to young companies who value personalized

service, responsibility and who have growing international transportation needs.

As an experienced logistics expert, they provide customized transport solutions as well as extensive additional services - whether it be air freight, sea freight, road cargo or combined services, warehouse/storage logistics, customs clearance or insurance. Their logistics specialists are always capable of finding a quick, economical and qualitative solution.



FMG SHIPPING AND FORWARDING LTD - RUSSIA



127 tons by air? Easily!

Our team works in Import department at FMG Shipping and Forwarding Ltd. We would like to share with You our latest non-standard shipment.

We received a request from our permanent customer to arrange a shipment of chemicals from Kolkata (India) to Tobolsk (Russia). Final consignee is a large and famous petrochemical plant «SIBUR Tobolsk». Cargo details were: non-dangerous chemicals (HDPE powder), 6350 bags each 20 kgs net, totally 127000 kgs net. Transit time of delivery was exceedingly limited, so we have chosen air transport from Kolkatta airport to Moscow airport, where the cargo was transhipped on road transport. Trucks delivered the cargo to ultimate consignee in Tobolsk which is situated in Tyumen Oblast (West Siberia).



We, supported by our agent in POL, picked up the cargo from supplier's



FMG SHIPPING AND FORWARDING LTD - RUSSIA



warehouse and delivered it by truck to agent's warehouse where the cargo was palletized on 171 pallets. After that cargo was delivered to Netaji Subhas Chandra Bose International Airport (Kolkatta) where customs procedure has been done and the cargo was prepared for transportation by plain.



Air transportation from Kolkatta to Moscow was performed in 3 shipments – one charter flight for 110988 kgs gross (5310 bags on 133 pallets) and two regular flights for the rest cargo: 16640 kgs gross (800 bags on 32 pallets) and 4950 kgs gross (240 bags on 6 pallets)

Before the departure we have arranged cargo insurance for the entire route.



Two shipments arrived at Sheremetyevo airport (Moscow), the third one arrived at Domodedovo airport (Moscow). When the cargo arrived at Moscow airport, it was picked up from the airport by trucks. They delivered the cargo to customs station, and after customs clearance trucks arrived at place of discharge by final consignee.

As a result, the shipment has been accomplished on time and our customer has been satisfied. The most important and pleasant in our job is to receive grateful references from our clients. We will be glad to support your Russian partners and customers in all logistics issues.



Alexey /Alisa FMG



KTU - UKRAINE



LOGISTICS SERVICES

OCEAN FREIGHT



MARBLE

REEFER

AIR FREIGHT



ROAD FREIGHT



FEEDER SERVICES



INLAND
HAULAGE



STORAGE



INSURANCE

SHIPPING SERVICES

CHARTERING



BROKERAGE



SHIP
OPERATING

TRAMP AGENCY



PORT
AGENCY



STRAIT
AGENCY



SHIPYARD
AGENCY

MINERAL TRADE



The Golden Words

TESTIMONIAL BY AMTrans Brazil :

“

NCS has been a strong partner that has grown constantly with AMTrans since 2016. When dealing about India we are 100% sure that we can count with their team, as a part of AMTrans overseas. Easy to communicate and extremely opened to discuss solutions to better serve our clients, NCS combines their operational know-how with great connections with carriers and airlines, always trying everything they can to make our business happen. We feel secured and confident in cooperating with them, because our partnership it's based in mutual trust.

”

Felipe Favoreto
Business Development Agents & Pricing / Coordinator



An organization is nothing without its clients. We always strive to get better and satisfy our customers. And to do that, their valuable feedback and appreciations are encouraging.

NTZ TRANSPORT LTD. - BULGARIA



From June 17th the Sofia office and warehouse of NTZ Transport Ltd. were relocated to a new address:

Sofia City Logistic Park
22 Abagar Street
Sofia 1138, Bulgaria

The telephone numbers and e-mail addresses remain the same.
The new depot of more than 3000 sqm

with cross-docking area plus racking system for 3500 pallets for free and bonded storage will allow NTZ to expand its warehouse services as well as its international LTL / LCL traffic and its domestic distribution operations.

Vladimir Girginov
NTZ Logistics Ltd.
Managing Director
vladimir.girginov@ntzlogistics.bg



**We create something
beyond logistics**



EAWL

Edge Amarine Worldwide Logistics



 amarine shipping

Air & Marine freight forwarders in South Korea & Vietnam

Opened Busan branch office in May, 2019

Zip Code 47291 TF. 8, Seojeeon-ro, BusanDjin-gu, Busan, South Korea Tel +82. 70. 7459. 6732 E-mail : busan@u-amarine.com

We create something beyond logistics

WORDS OF WISDOM

Everyone at some time or another makes mistakes.

A famous English poet who lived in the 18th century once said to ERR IS HUMAN; TO FORGIVE IS DIVINE.

Wonderful concept, but today a mistake could cost money, loss of valuable time, or create a business embarrassment most difficult to overcome.

Happily there have been very few problems reported to the MPL Management. This is testament to the

professional handling of business by YOU, the MPL members.

Even in the most diligent of companies, however, mistakes will happen.

The MarcoPoloLine Group asks ALL ITS MEMBERS that when one of you causes a problem with another company (particularly another member) due perhaps to human error, you immediately take responsibility for your actions and find a way to resolve the situation. This can only be achieved through frank and honest discussion.

SILENCE IS NOT AN OPTION - the problem will NOT go away - and will NOT help.

Needed is your cooperation when dealing with errors OR omissions.

FORGIVENESS IS DIVINE - BUT ONLY IF YOU TAKE RESPONSIBILITY FOR YOUR ACTIONS AND DO YOUR UTMOST TO RECTIFY THEM IMMEDIATELY.

SANDY MCINNES
MPL NEWSLETTER/EDITOR

MPL WORKS BEST, WHEN MEMBERS HELP EACH OTHER, WHERE POSSIBLE.





REMEMBER:

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