



SEASON'S GREETINGS TO ALL MPL MEMBERS WITH VERY BEST WISHES FOR A HAPPY, PROSPEROUS AND HEALTHY 2017

You may have noticed that there was no September issue of the Newsletter, for which I apologize, but with the amount of ongoing work in preparation of the upcoming Conference, I simply could not find the time.

Herein are those articles, which were kindly, submitted by our members, which should have been published in that edition.

Our **9th MPL Conference** was an important milestone as it coincided with our **10th anniversary**.

The event was undoubtedly a great success attested to by our guests at the time and followed up by the questionnaires submitted on the last day. Furthermore, we had the highest number of attendees to date of any of our previous Conferences, thanks to Sophie's salesmanship and persuasion.

Whilst I may be the organizer, for everything to go smoothly, it is essential

to have a reliable Host in the country, who can help me connect the dots and our **MPL Member** Leon of LF Global Logistics located in Manila, certainly did that, for which I am most grateful.

Our base was the Shangri-La Hotel, which was superb and in a beautiful part of the city and where we held the Welcome Drinks and Dinner.

The evening was a sensation and closed with the cutting and distributing of the **MPL Anniversary Cake**, together with a toast and Jazz Trio.

The business side of the Conference, with speakers and one on one meetings went very well, although there is no doubt that an overwhelming number of attendees, greatly missed Robin our MC, who unfortunately could not be there due to a family commitment. The good news is he will be back with us next year.

The second highlight of the event was the last night, where for the 3rd time (our

first was in Saigon) we had the Farewell Drinks, Dinner and **MPL Party** at the Hard Rock Café.

This year it was particularly good, because I didn't need to worry about transportation as the HRC was across the road from the Hotel, meaning everyone could leave as and when they wanted. Herewith, I want to express my gratitude to Camille the Manager of the HRC, who was so professional and helpful. We worked for months together on ensuring everything was right, from food to entertainment.

Having explained to her the type of music needed, she came up trumps.

The music was excellent as were the lead singers.

Londy

For those of you who went to Manila, thank you so much for
Celebrating MPL's 10th Anniversary with us.

SHANGRI-LA HOTEL
MAKATI, MANILA, PHILIPPINES
3RD NOVEMBER, 2016

WELCOME
DRINKS





SHANGRI-LA HOTEL
MAKATI, MANILA, PHILIPPINES
3RD NOVEMBER, 2016

WELCOME
DINNER





SHANGRI-LA HOTEL
MAKATI, MANILA, PHILIPPINES
3RD NOVEMBER, 2016

MPL'S 10TH
ANNIVERSARY
CELEBRATIONS
and TOAST





SHANGRI-LA HOTEL
MAKATI, MANILA, PHILIPPINES
4th NOVEMBER, 2016

PRESENTATIONS





SHANGRI-LA HOTEL
MAKATI, MANILA, PHILIPPINES
4th NOVEMBER, 2016

AWARDS



ATUL ROY OF COLE/CANADA
RECEIVING AWARD FOR
BEST MEMBER

ACA/CHINA RECEIVING
AWARD FOR HIGHLY
COMMENDED MEMBER



RH LOGISTICS/CHINA RECEIVING
AWARD FOR HIGHLY COMMENDED
MEMBER



UCM/USA RECEIVING AWARD
FOR BEST BONUS SCHEME
PARTICIPANT



LEON OF LF GLOBAL
RECEIVING A GIFT FOR
HIS HARD WORK AS
HOST



SANDY AND SOPHIE RECEIVING
GIFTS FOR THEIR WORK ON THE
CONFERENCE

SHANGRI-LA HOTEL
MAKATI, MANILA, PHILIPPINES
4th-5th NOVEMBER, 2016

ONE TO ONE
MEETINGS





BREAKS



LUNCHES



MAKATI, MANILA, PHILIPPINES
EVENING
4th NOVEMBER, 2016

BARBARA'S
RESTAURANT





MAKATI, MANILA, PHILIPPINES
EVENING
5th NOVEMBER, 2016

FAREWELL
DRINKS, DINNER
& MPL PARTY
HARD ROCK
CAFÉ







POSSIBLY THE WORLD'S LARGEST PEARL PHILIPPINES



According to a report, a fisherman from Puerto Princesa, on Palawan Island found this pearl more than a decade ago while out fishing. His boat's anchor caught on the giant clam and he had to swim down to dislodge it. He was not aware of its potential value, but kept it as a good luck charm.

When he was about to move – he remembered it and passed it on to his Aunt, who worked for the local government in Tourism. With his permission, she offered the pearl to the Mayor, to serve as a tourist attraction for the city. It is now on display in the atrium of the New Green City Hall in Puerto Princesa.

The pearl, that weights 34kg, may end up being certified as the largest in the world. It is 30cm wide (1 ft.), 67cm long (2.2 ft.). It has been confirmed to have formed within a giant clam and it would likely be valued in excess of US\$100 million.



If the pearl is real, it is significantly larger than the current record-holder, which also was from Palawan. A local diver recovered it in 1939 and it is now known as the Pearl of Lao Tzu, weighing 6.4kg. In 2003 it was valued at \$93 million, by Michael "Buzz" Steenrod, a gemologist based in Colorado Springs, USA.

DELIVERY WITHOUT BORDERS

What is CCS? Defining it is an hard goal.

This company is born from the will of Giorgio Zelaschi, that 25 years ago went over from the customer's side to the forwarder's position. What happened in these years has brought up to the present CCS, through good and hard times.

Today we are a solid familiar reality, able to deal with the various sectors of the logistic: from the little package to the dedicated lorry AxB, from the single container to the air shipment.

A strong and consolidated presence in the arabic world, supported by a mothertongue staff. A daily truck service for every destination in Italy and Europe.

The future leads toward increasing the partnership with our foreign agents and the improvement of our warehouse, placed in the centre the most economically important area in Italy (50 km from Turin, 100 km from Milan and Genoa).

The networks which we belong have ensured to us visibility and allowed to meet partners who have become skilled and loyal friends, with which to continue our future.

Head Office
CCS Srl
Via Murati, 9
14011 Baldichieri d'Asti (AT)
Italy
Tel. +39 0141 66510
Fax. +39 0141 66621
info@ccsasti.com
www.ccsasti.com





SOME PHOTOS HERE INCLUDE TIZIANO OF CCS/ITALY AT OUR MPL CONFERENCE IN MANILA LAST MONTH.



DN FREIGHT SOUTH AFRICA

MOVED THEIR DURBAN OFFICE TO NEW PREMISES
EARLIER THIS YEAR

THEIR NEW ADDRESS IS:

DN FREIGHT
UNIT 2A, JAN HOFMEYR ROAD
WESTVILLE, DURBAN, 3630
PO BOX 4009, THE SQUARE 4021
TEL: +27 31 536 8267
FAX: + 27 31 536 8238

erica@dnfreight.co.za
haydn@dnfreight.co.za



FOR FURTHER INFORMATION, PLEASE LOOK AT THE MPL WEBSITE/NETWORK OF OFFICES.



KTL AUSTRALIA

MOVED TO NEW PREMISES
LAST MONTH

THEIR NEW ADDRESS IS:

KTL (AUSTRALIA) PTY LTD
Unit 22/85-91 Keilor Park Drive
Tullamarine Victoria
3043 MELBOURNE
Australia
Website: www.ktlaustralia.com
Tel: +61 3 9383 9600
Fax: +61 3 9383 9601
Mobile: 0414 742 179

Mr. Rick Tankir - rick@ktlaustralia.com
mel_ktl@marcopololine.com



FOR FURTHER INFORMATION, PLEASE LOOK AT THE MPL WEBSITE/NETWORK OF OFFICES.

NEW GENERATION OF RUSSIAN PORTS

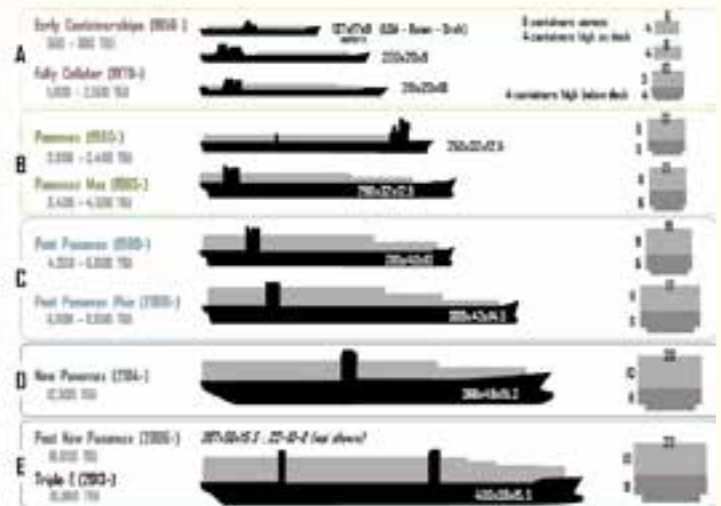
THE PORT OF BRONKA

General information

The newest deepwater port Bronka is built on the south shore of the Gulf of Finland in Lomonosov.

The first stage was opened in September 2015. The total area of over 160 hectares will place 1 450 000 TEU on container terminal and 260 000 units of rolling equipment on Ro-Ro terminal.

The depth at the berth of 14.5 meters able to receive ships of class Post Panamax.



Geographical position

Geographical location is perfectly suited for the port facilities. The port is situated outside of the city and the St. Petersburg Ring Road, which has connections to all federal highways passing through the city, has a direct exit to the Bronka that allows to deliver goods to all points of the country.



History

The idea to build a port arose in 2003.

After the development of the project St. Petersburg authorities have put forward additional requirements, which delayed the start date of construction for an indefinite period.

The construction of coastal infrastructure began in 2011. At that time port Bronka has been recognized as a strategic object for the Russian transport system.

During 2011-2014 the construction of pile foundations at the berths number 1, 2, 3, 4, 5 and 6 was completed. Buildings of supervisory and regulatory authorities, the houses for the dockers began to be erected, autonomous extinguishing system was finished.

In 2015 it was completed the construction of sewage treatment plants. The first stage was completed with construction of the main buildings and structures. Bronka received first ships with cargo.

2016: the port of Bronka began to service regular voyages of the CMA CGM, and also began to work with the freight forwarding companies.

The port of Bronka started to work on 11 December 2015. Since the start of commercial exploitation the overall turnover of the port Bronka amounted to 96 273 tonnes. Over the past 6 months the port handled 53 ship entry. Monthly growth of volumes is 116%.

By the end of the current year it is planned to accept and send to 475 000 tonnes. Expected capacity of Bronka will reach 3 million TEU per year by 2022.

July 25, 2016 there was finished handling of the first vessel of the company China COSCO Shipping Corporation Limited «HUA AN CHENG» (length - 161.33 m, width - 27.41 m) in the port of Bronka.

The ship arrived with cargo oversized and heavy equipment from the port of Shanghai (China). The total amount of discharge was 945 tons.



New opportunities of the port of Bronka:

- ✓ Reduced time of vessel's passage in the port water area
- ✓ The latest railway infrastructure in the port
- ✓ Cargo train service in an accelerated mode
- ✓ A deepening of the approach channel to 14.4 meters
- ✓ Save time on car transportation of goods to Moscow
- ✓ The capacity of 1.9 million containers per year
- ✓ Service on the most modern port equipment
- ✓ The newest electronic systems
- ✓ Free storage time 14 days for the dry containers and 5 days for IMO containers

Carriers who are working with port of Bronka and it is only the start!

The construction of such a huge terminal allowed to bring port operations outside the city, especially from the center. This greatly influenced on the other terminals of port of St. Petersburg.

Your Marco Polo Line partner in Russia **FMG Shipping and Forwarding Ltd** has all the signed contracts and experience to operate on the new terminal of Bronka and handle your cargoes there.



Anastasia Ponomarenko and Kristina Kolosova
FMG Shipping and Forwarding Ltd



MarcoPoloLine™

GROUP



APT Showfreight (Thailand) Limited
98/8 Yannawa Road, Chongnonsee,
Yannawa, Bangkok 10120

Tel: (66) 2165 6158

Fax: (66) 2165 6159 - Exhibitions & Events

(66) 2165 6160 - Freight Management

(66) 2165 6161 - Finance & Administration

■ CHINA ■ HONG KONG ■ SINGAPORE ■ THAILAND ■ VIETNAM



WE'RE ON THE MOVE

Effective from 19th December 2016



SHIP-LOG DENMARK

WILL BE MOVING ON THE 1ST DECEMBER, 2016
THEIR NEW ADDRESS IS:

Sommervej 31B, 2nd Floor.
DK-8210 Aarhus V - Denmark
Website: www.ship-log.com
Tel: +45 87 2007 21 - Fax: +45 40 40 0012
Mr. Mads Dalsgaard (CEO/owner) - md@ship-log.com
aby_shiplog@marcopololine.com



FOR FURTHER INFORMATION, PLEASE LOOK AT THE MPL WEBSITE/NETWORK OF OFFICES.

MarcoPoloLine™

GROUP

TRIPLE CROWN DUBAI, UAE ANNOUNCEMENT

With immense pleasure we would like to inform that earlier this year, the management has appointed Ms. Sunanda Menon as the Networking Supervisor with TRIPLE CROWN SHIPPING & LOGISTICS L.L.C. DUBAI.

Ms. Sunanda has over 26 years of Professional experience out of which 13 years in Dubai as Customer Service in Freight Forwarding in leading MNC's and more than 13 years of experience in India.

She brings with her enough confidence to boost the Network Relations with our worldwide counterparts and assist to maintain the friendly relation with our overseas Partner.

Her primary focus has been on the consolidation biz, she is well known not only in the local market but with many agents worldwide in the consolidation business. we intend to give her the primary responsibility to not only increase business for our consol biz but also with her experience and expertise get her involved to see the possibilities to bring new consol agents to our portfolio as well.





الشركة القطرية لإدارة الموانئ
QATAR PORTS MANAGEMENT COMPANY

Date: 17th November, 2016

التاريخ: ٢٠١٦/١١/١٧

إعلان Announcement

Dear Valuable Customers,

عملائنا الأعزاء الكرام،

This is to bring your attention of migrating all Container Terminal operations from Doha Port to Hamad Port with effect from 1st December 2016.

نود أن نوجه عنايتكم الكريمة إلى نقل جميع العمليات في محطة الحاويات من ميناء الدوحة إلى ميناء حمد، اعتباراً من تاريخ ١ ديسمبر ٢٠١٦.

Therefore, you are kindly requested to make note of the activities timings for Doha & Hamad Ports to ensure smooth operation migration by the mentioned date.

وعليه، يرجى التكرم بالعلم بالجدول الزمني لنشاطات مينائي الدوحة وحمد، لضمان سلاسة الانتقال قبل الموعد المحدد.

Hamad Port Time Frame:

مواعيد عمل ميناء حمد:

- Receiving full and empty containers on 23/11/2016 at 06:00.
 - Full time shifts 24/7.
- Stevedoring & Handling of imported Containers from 1/12/2016 at 00:00.
 - Full time shifts 24/7.

- بدء استقبال الحاويات الصادرة والفارغة بتاريخ ٢٣ نوفمبر ٢٠١٦ في تمام الساعة ٠٦:٠٠
- إدارة عمليات الميناء تعمل على مدار الساعة / طوال أيام الأسبوع.
- بدء عمليات الشحن والتفريغ والمناولة للبضائع المستوردة بتاريخ ١ ديسمبر ٢٠١٦ في تمام الساعة ٠٠:٠٠
- إدارة عمليات الميناء تعمل على مدار الساعة / طوال أيام الأسبوع.

Doha Port Time Frame:

مواعيد عمل ميناء الدوحة:

- Deadline for receiving exported & empty containers is 26th November, 2016 at 17:00.

- الموعد النهائي لاستقبال الحاويات الصادرة هو ٢٦ نوفمبر ٢٠١٦ في تمام الساعة ١٧:٠٠.



الشركة القطرية لإدارة الموانئ
QATAR PORTS MANAGEMENT COMPANY

- Full time shifts untill 30th November, 2016.
- Last accepted container vessel to berth is on 30/11/2016 @ 23:59.
 - However vessels under operations at Doha Port should complete their procedures there.
- Continue import container delivery from 1/12/2016 @ 07:00 till 31/12/2016 @ 14:00.
- Day shift only from 07:00 to 14:00 from Sunday to Thursday.

• إدارة عمليات الميناء تعمل على مدار الساعة / طوال أيام الأسبوع وحتى تاريخ ٣٠ نوفمبر ٢٠١٦.

➤ الموعد النهائي لرسو سفن الحاويات هو الساعة ٢٣:٥٩ من يوم ٣٠ نوفمبر ٢٠١٦.

- على أن تنهي السفن تحت ميناء الدوحة إجراءاتها بنفس الميناء.

➤ استمرار مناولة البضائع المستوردة من تاريخ ١ ديسمبر ٢٠١٦ في تمام الساعة ١٧:٠٠ وحتى تاريخ ٣١ ديسمبر ٢٠١٦.

• ساعات العمل في الميناء هي فترة صباحية من الساعة ٠٧:٠٠ وحتى الساعة ١٤:٠٠ خلال أيام العمل الأسبوعية.

Remaining cargo and containers at Doha Port of or exceeding 30 days will be transferred into auction committee as from 1/1/2017.

كما لزم التنويه بأن الحاويات / البضائع التي تجاوزت فترة تخزينها ٣٠ يوماً في ساحات التخزين بميناء الدوحة سيتم طرحها في المزاد العلني اعتباراً من ١ يناير ٢٠١٧.

Capt. Mohamed Ali Abdelrahim
Chief Ports Management Officer

INTRODUCING CARE



WHO?

CARE is an **international insurance broker**, a professional and rigorous intermediary between firms and the most important insurance companies. In the **professionalism** of our specialists and consultants our clients can find the necessary peace of mind enabling them to concentrate on the development of their business, without having to worry about the consequences resulting from the risks of their activities.

- We know and understand our customers' **specific needs**.
- We can find for them the most suitable cover.
- We **guide** them for the whole duration of the insurance contract.
- We provide support with our specialists in case of damages up until compensation.

Our **Marine** clients:

- International freight forwarders
- Worldwide logistics operators
- Manufacturers



WHEN?

CARE's history is deeply linked to the 40-years-long insurance career of Sergio De Regibus, its founder and Managing Director.

CARE's challenge started in 2001: the new company strengthened our manager's experience and wide portfolio of customers, but at the same time grew and progressed with new young talents and a truly **international presence**.

As a **Lloyd's correspondent**, we established new contacts in Marine insurances and at the same time invested in key-areas, such as Project Cargo/Oil&Gas, technologies and renewable energies.

At CARE we are strong because of our past and therefore confident about the future.



WHERE?

Our headquarters are placed in the business district of Milanofiori (close to Milan, at the heart of Italy's economically most dynamic region). Furthermore, in the Swiss city of Lugano, CARE Suisse follows directly and independently the market of the Confederation.

Our global network is based on three main axes:



CARE'S OWN NETWORK OF TRUSTED CORRESPONDENTS.

LLOYD'S

AS LLOYD'S CORRESPONDENTS, WE CAN PLACE RISKS WORLDWIDE.



PROUD MEMBER OF UNISON BROKERS. A GLOBAL NETWORK OF 350 INSURANCE INTERMEDIARIES.

WHAT?

A summary of our most valued insurance products.

- **Marine: Cargo Liability & Forwarders Cargo** for worldwide freight forwarders, their subcontractors and manufacturers.
- **Project Cargo/Oil&Gas:** special covers for the great industrial projects and infrastructures' logistics.
- **Commercial General Liability**
- **Charterer's (vessel) Liability and Aircraft Liability**
- **Pollution and Environmental Liability**
- **Travel, Life&Health, legal protection** for companies and individuals.
- **Property:** wide-ranging warranties against fire, thefts, indirect damages and, of course, cargo.
- **Swiss based insurance products** for the Confederation.

WHY?

- Sound expertise and industry knowledge, long-lasting experience.
 - Ongoing and reliable assistance with a global presence.
 - Our specialists' continued availability.
- Effective risk analysis in a complex and vast insurance world.
- In-depth contractual review and comprehensive examinations.
 - Professional claims management.

We are, in short, a **leading specialist insurance broker**, with strong products and a sound industry knowledge, providing our clients with the best available products and service.

OUR MARINE PARTNERS

CNA / **HARDY**



TRAVELERS 



CHUBB



CLAIMS.

- Choice of appropriate Claims Agents around the world.
- We enlisted the valuable service of **WK WEBSTER** (New York, London and Singapore).
- Qualified and experienced staff.
- In-house management at CARE.
- Provision of clear **documentation** and **reports**.
- Commercial Resolution.



BENEFITS FOR MARCO POLO LINE MEMBERS.



EMPHASIZING ADVANTAGES.

- One sole **insurance broker** means **just one, easy contact**, but also **impartiality** of service.
- Our focus, **your core business**: we are a **leading specialised Marine insurance broker**.
- **Competitive rates, no deductible**. Relevant **contractual power** to negotiate at best tailor-made products for our clients with the most important companies.
- Continued assistance and **training**: local/regional meetings, availability and professionalism of our experts, periodic provision of international insurance news on our **web channels**.
- An **international insurance broker** for an international network of freight forwarders.



OUR WEB CHANNELS:



www.brokercare.com



<https://www.facebook.com/careinternationalinsurancebroker/>



<https://www.linkedin.com/company/care-international-insurance-broker>

THANK YOU.

CONTACT US AT:



insurance@marcopololine.com





Thinking ahead,
planning ahead
helps you succeed

EVENTS 2017



WestPack - Anaheim - California

7th-9th Feb. 2017

Deadline to book on the 9th of January 2017

Website: www.westpack.packagingdigest.com



Transport Logistic

9th-12th May 2017

Deadline to book on the 3rd of April 2017

Website: www.transportlogistic.de/index-2.html



The BIG 5 - Dubai

26th-29th November 2017

Deadline to book on the 23rd of October 2017

Website: www.thebig5.ae

(Their website shows this year's date, but will be updated after the event in November 2016)



MPL Annual Conference

Details will be announced near the end of January



It's better to look ahead and prepare,
than to look back and regret.

Jackie Joyner-Kersee

MPL OFFERS TO MAKE YOUR LIFE SIMPLER WITH OUR SPECIAL DEAL ON A FULL ANNUAL EVENTS PACKAGE

CHOOSE THE RIGHT SOLUTION FOR YOU TO PROMOTE YOUR COMPANY, WHILST GAINING TIME AND MONEY

SPECIAL REDUCED PACKAGE RATE:



1 LOGISTICS EXHIBITION



2 PRODUCT EXHIBITIONS



ANNUAL MEMBERSHIP FEE INCLUDED



ATTENDANCE AT THE CONFERENCE

FOR FURTHER INFORMATION PLEASE CONTACT
[**sophie@marcopololine.com**](mailto:sophie@marcopololine.com)



The **MPL Newsletter** should be a vital part of **The MarcoPoloLine Group** and ideally issued Bi-Monthly to ensure it is.

This is YOUR vehicle of communications within the GROUP.

HERE YOU can express YOUR views, provide information on YOUR company and country or new trade legislation;

HERE YOU can contribute antidotes, or share experiences of interest, either serious or amusing.

HERE YOU can start ongoing correspondence with other members in the form of letters

MAKING THIS PUBLICATION BI-MONTHLY DEPENDS ON **YOU THE MEMBERS**

SUBMITTING ARTICLES OR LETTERS. PHOTOGRAPHS WOULD BE GREATLY WELCOMED TOO!!

Next Newsletter

THE NEXT ISSUE WILL BE OUT IN JANUARY 2017
KINDLY START SENDING YOUR INPUT NOW
AND NOTE SUBMISSIONS MUST BE RECEIVED
BY MONDAY 16TH JANUARY, 2017 AT THE LATEST.

