





# MPL CELEBRATES ITS

# 10<sup>TH</sup> ANNIVERSARY

ONCE UPON A TIME, or to be more precise in November 2004, a group of strangers got to chatting in a bar of the Marco Polo Prince Hotel in Hong Kong. All Freight Forwarders, attending a mutually interesting Conference, held by an American/Chinese Agent.

The five strangers were Robert P. Dreelan, Luis Gimeno, Paul Goehlert, Rob Spittel and Kostas Vallianos. Each of whom represented European companies and in that order, they were WLS of Italy, Continental Worldwide Logistics of Spain, Mercator Cargo Systems of the UK, Alfons Freriks of the Netherlands and Unistar of Greece.

The Conference had disturbed them all, when they realized that the organizers had admitted they were receiving cargo from its overseas agents, but was not giving any, because in their words "we do not trust our agents". This meant that these European agents were giving business to them, but in return receiving none. It was at that moment that the five decided to do something between themselves. Some months later everyone met

in the offices of Alfons Freriks to discuss the matter further and it was decided that each go back home and put together their ideas on how to advance.

Robert then came up with the basics for a new organization and invited all to Genoa, Italy, on the 31st March, 2005 where he gave a power point presentation. In attendance were Kostis, Luis, Rob and Paul. Kostis, Luis and Paul agreed to proceed, and eventually so too did Alfons Freriks.

After several more meetings, including one in Spain, Kostis decided not to back the project, but we have him to thank for the name Marco Polo, which was then later changed to **The MarcoPoloLine Group**.

On the 23rd March 2006 in Switzerland, Robert P. Dreelan, Alfons Freriks, Luis Gimeno, Paul Goehlert, together with Rob Spittel (Director from Alfons Freriks) launched MPL. Robert P. Dreelan was elected as President (later to be changed to Chairman). Luis and Rob became MPL Director. Perhaps most importantly Paul was chosen as Treasurer, a very

important position, particularly in a newly formed company. Here I would like to add, that working together with him has been a great pleasure and look forward to that continuing.

I, Sandy McInnes had been working behind the scenes, from early 2005 as the unofficial Secretary, but on the 27th October, attended my first **MPL Board Meeting** in Genoa, then henceforth, as the **MPL Secretary/Administrator**. I'd been selected due to my long history of heading a variety of associations and their secretariats, which involved my organizing worldwide conferences and exhibitions, together with the experience of producing Newsletters. Furthermore, I had some knowledge of legal business documents, which meant in due course I wrote the **MPL's Code of Conduct**.

Immediately the **MPL Directors** biggest challenge was to get members.

Each dedicated immense energy and focus in getting their agents into the Group and all succeeded fantastically, but perhaps the greatest appreciation should be given to Luis who was able

to convince an incredible number of his agents to join.

- The first 13 members joined in 2006 and of those, 10 are still members today.
- The first **MPL Newsletter** was published in January 2007.
- The first **MPL Conference** was in 2008, which took place in Thailand, and was followed by the UAE in 2009, Turkey in 2010, Italy in 2011, Vietnam 2012, South Africa in 2013, the USA in 2014 and last year in Spain. Our **9th MPL Conference** will be held in the Philippines, early November 2016.
- The first MPL participation at an Exhibition was in Brazil in 2011 and then Mexico in 2013. With this year, 2016 in Germany and South Africa.
- The first Payment Protection Plan (PPP) was established at the end of 2012.
- The first **MPL Bonus Scheme** was set up in 2013, which was initiated by Luis. In March 2013, Sophie Cappa started working for **MPL**, as Sales Executive

responsible for gaining new members and she most certainly has done an excellent job to date. In addition, she has organized **MPL's** participation in the two exhibitions this year, plus selling attendance for the past three **MPL** conferences and being there too.

She is also in complete control of the Bonus Scheme, and works closely with our advertising agent regarding our **MPL Website**.

Robin Lander Brinkley attended his first **MPL Conference** in 2012 in Vietnam as our MC and has performed in that capacity at each of our conferences since. He has proved himself to be exceptional. A professional PR consultant, with his own company, he has provided us with many good ideas, but his talent in Barcelona came to the fore.

In additional to being our MC, he took on the difficult task of privately interviewing our members, whilst being videoed over a two day period. He knew the right questions to ask, where there were problems of language, he adapted himself to the job admirably. Thank you so much

Robin.

From the beginning the **MPL Board of Directors**, envisaged the Group to consist of small to medium sized freight forwarders. To be located globally, fully international, with members working together for the benefit of each other.

**TODAY WITH MPL ESTABLISHED IN 97 COUNTRIES WITH 344 OFFICES, AND CONSTANTLY GROWING, THAT VISION HAS LONG BECOME A REALITY WHICH IS NOW REFLECTED BY THIS YEAR CELEBRATING ITS 10TH ANNIVERSARY.**

  
Sandy McInnes  
Conference Organizer

# 25 YEARS MERCATOR CARGO

As far back as I can remember, I wanted my own business. In the 1980's I had a notion that I could do anything, I knew I was a good freight forwarder, but had no experience of sales, company administration and little idea of how to manage a team. But I thought I could do it. We had a mortgage on our house, two children and no "Plan B". The UK was in recession and friends and family thought the timing could be better. I argued that the business plan was based on current market conditions and we'd be well-placed to benefit from any upswing in the economy. I was determined to focus on customer service and professionalism. So with the huge support from my wife Julie, on 30th September 1991 Mercator Cargo Systems Ltd was born. I was 38 years old.

In 1991 we were reliant on telex machines, fax and the ships' post to get documents to their destination on time.

1991 was the year that Apartheid was dismantled in South Africa. The internet was made available on an unrestricted basis and there were 1

million computers around the world with access to it. In 1991 Hapag Lloyd ordered 4 x 4400 TEU vessels for use in the Far East/Europe trade. Electronic Data Interchange was a twinkle in the eye of the most forward thinkers in international trade.

In 2016 the largest vessel in the Europe/Far East trade is a whopping 18,000 TEU. The internet has revolutionised the way we exchange information. It's estimated that in 2015 more than 3 billion people were internet users.

I think the most significant decision I made in the last 25 years was in 2006 to start The MarcoPoloLine Group (MPL) with Robert, Luis, Rob and Alfons. Till that point Mercator's overseas network was fragmented and impersonal. This was an opportunity to share our best contacts from every corner of the globe. MPL is now a cornerstone of our business. We can handle enquiries to and from almost anywhere on earth and it's been a privilege to have met so many people and made so many friends along the way.

In 25 years some things have not changed. I still get a thrill from securing new business; we are still focussed on professionalism and customer service. The client who gave us our first job 25 years ago is still our client today. I am proud of that.

Through all the ups and downs of the last 25 years, Julie and I have stood side by side trying to guide Mercator to a better future. Now the time is approaching for the next generation to take the reins and steer Mercator through the next 25 years. I wonder what changes they will witness?



**MERCATOR**  
CARGO SYSTEMS



## Teamwork CARGO

January 21, 2016

### Wooden Packing Material Regulation, Brazil

In order to attend to the content of Normative Instruction No. 32/2015 of Ministry of Agriculture of Brazil (based on International Standards for Phytosanitary Measures - ISPM No.15), please note that Brazilian Customs and Port Authorities will update their system, introducing wooden packing material as mandatory information, for all cargoes arriving in Brazilian territory.

Due this regulation and with immediate effect, you are required to provide the wooden packing material details for all cargoes destined to Brazil, by the time you submit the Shipping Instruction (S.I.) as follows:

To be indicated on your Shipping Instruction:

- Wooden package: Not Applicable
- Wooden package: Not Treated and not certified
- Wooden package: Treated and certified

Please note that if there is no declaration of wooden packing material on your Shipping Instruction, we will assume it as "not applicable".

More details about this new regulation can be found accessing the following links:

<http://www.agricultura.gov.br/comunicacao/noticias/2015/09/mapa-define-regras-de-fiscalizacao-de-embalagens-de-madeira>

<http://pesquisa.in.gov.br/imprensa/jsp/visualiza/index.jsp?data=24/09/2015&jornal=1&pagina=6&totalArquivos=120>

We are at your entire disposal for further details if necessary.

Teamwork Cargo Service Ltda.

SUBMITTED BY

**Teamwork**  
CARGO

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## NATIONAL RULES HINDER EU TRANSPORT

The European employers' organization BusinessEurope has serious concerns about new national legislation in several Member States. Rules such as the German minimum wage, according to the organization a major obstacle to international transport.

According BusinessEurope, the control of road traffic is at odds, e.g. the minimum wage in Germany, with the principles of free movement and the single European market. This complaint is contained in a letter that the organization sent to the European Commission Wednesday the 20th of January. VNO-NCW and the Dutch employers' organizations have urged BusinessEurope to do so in the interest of the transport sector.

### **ADDITIONAL COSTS AND BURDENS**

The European employers' organization notes that the recently introduced control in Germany is associated with additional costs and administrative burdens. On transit traffic an exception applies currently, only after international pressure, but it is not clear whether that will last. In addition, local traffic and other sectors, such as construction, metallurgy and the engineering sector do suffer from it.

### **ELECTRONIC CONTROL**

Also new regulations in Hungary are reviewed by the BusinessEurope. The Balkan country has introduced an electronic monitoring system to combat VAT fraud this year. To this end, carriers and logistics service providers must apply for a special number for each vehicle. In case of a traffic check concerning that number, if the logistic service provider or carrier cannot show this number, they risk a fine of up to 40 percent of product value, and shutting down transportation. Again, the organization fears for additional costs, administrative costs and a loss of flexibility.

### **REST PERIODS INCOMPATIBLE WITH EUROPEAN RULES**

Another thorny point is the rest rules for truckers France and Belgium have introduced last year. These rules prohibit drivers to sleep during the weekend pause in their own truck. Again, this is according to BusinessEurope a rule to examine the European Commission on proportionality and breaches the European rules.

### **HIGHER COST**

The European employers now insist on European Commission to act because the competitiveness of the European transport sector is increasingly compromised by the new rules of individual Member States. "In order to promote investment and demand for transport, there should be a much clearer vision of the future of transport in Europe. Transport needs to be sustainable and future-proof namely by increasing the cost-effectiveness.

### **THE NETHERLANDS WANTS FEWER RULES FOR THE SECTOR**

Unlike many other countries, there seems to be an opposite movement underway in the Netherlands regarding the pressure in the logistics. The Ministry of Infrastructure and the Environment end of January presented a number of concrete plans that the pressure in the Top Sector Logistics must reduce considerably. As the Netherlands wants to get rid of unnecessary fines by the expiration of the Eurovignette. Also the consequences should be limited to the tax on punishment of an AEO certificate.

### **NEXT TO THAT THE DUTCH HAVE THE FOLLOWING ON THEIR ACTIONLIST**

- Harmonize tolerances volume measurements on bulk materials
- Limit tax consequences and punishment AEO certificate
- Recycling industry standards
- Advise on dual-use and military goods
- Unnecessary penalties expired by Eurovignette
- Differentiate the validity of gas measurements in shipping containers
- Increase enrollment risk products (Regulation 669)
- Support companies to meet dangerous goods regulations
- Create an understanding of export demand for destination countries
- Encourage digitization transport documents
- Excessive amounts tachograph cards



**Marvel Freight Ltd.** is an International Freight Forwarder with a hands-on approach towards our customers' needs. Our key objective is to master trouble-free movement of goods in and out of the World Wide on behalf of the many importers and exporters whom we represent.

At **Marvel Freight Ltd.** the full focus of our organization is on assisting our international trading clients through our worldwide capabilities, a consistent & efficient program is designed to provide the most method of transportation available with ongoing research and development activities, We work to secure measurable dollar saving for our clients.

Our structure includes specialized departments for:

- Consolidation
- International Transportation (Sea & Air)
- Inland Transportation
- Customs & Government regulation
- Client Support
- Export control
- Import control
- Traffic management
- Chartering

We connect our net with every port of worldwide and We are also strongly working USA shipments with various USA Agents.

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**CELEBRATION**

Recently we celebrate the 1st day of spring on 13th February, 2016 in our office with all collages and our Boss. As successful freight forwarders, **Marvel Freight Ltd.** was established to service private freight forwarding and logistics companies help overcome their challenges with growth and diversification.

It is **OUR MISSION** to be **YOUR LEADING GLOBAL PARTNER** in providing cargo transportation, logistic management and marine consulting through innovative, value-added and state-of-the-art practices for mutual benefit and profitability.



**RM Cargo Baltic – ideal way for your cargo!**

We have recently joined MarcoPoloLine and I would like to take an opportunity to introduce our company and its services for you.

RM Cargo Baltic is probably one of the best logistics company in Lithuania and we are ready to be your professional assistant in our area. Our company focus on fast and reliable freight forwarding services from/to Baltic States and **CIS countries**, such as **BELARUS, KAZAKHSTAN, UZBEKISTAN, GEORGIA, AZERBAIJAN, TURKMENISTAN, TAJIKISTAN**. We offer our clients exceptional services delivered by experienced professionals who work together to deliver fast and efficient logistics solutions.

We feel strongest in AIR, SEA and ROAD transport. We do handle all types of cargo: from general to pharma, perishable, dangerous and valuables. Due to motivated professional team and huge baggage of KNOW HOW, I can guarantee that every shipment is being handled with quality, smile and optimism. You can trust on fast responds from us within 10 minutes.

We would like to introduce our airfreight import traffic terminal in Amsterdam (AMS) airport. We have regular trucking deliveries from AMS to Baltic States and further to above mentioned CIS countries. Departures are on every Tuesday and Friday with 3 days transit time up to any customs warehouse in Vilnius.

This Air+Road delivery allows to save on airfreight costs because shipping to AMS is much cheaper to compare with costs to VNO also allows to move large shipments and get trusted and regular delivery within almost same transit time as directly to small Eastern Europe airports. Furthermore we have our road department where experienced logistic experts work, offering road transport service within all Europe countries as well as to/from all CIS countries.

Because of our professional team and our wide partners' network we can offer all kind of service in CIS countries! We can handle delivery of shipment to these countries on DAP or **DDP terms**.

In case you have any sale leads or request regarding exports and imports please let us know and I am sure we will support each other.

**Please contact us:**

**Airfreight @ Juste**  
+370 65746384 / juste@rmcargo.lt; air@rmcargo.lt

**Sea freight @ Kestutis**  
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+370 65784805 / mindaugas@rmcargo.lt; road@rmcargo.lt



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OSLO - LARVIK - KRISTIANSAND - STAVANGER



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We are proud to being a partner now in MarcoPoloLine Network to this unique organization, which whilst business is at the forefront, retains and atmosphere of an extended family through both loyalty and friendship. We are particularly gratified by the overwhelming support and dedication of our member those who can rely on to ensure and continue to grow not only in size but strength and reputation.

We are pleased to introduce our company "Sar Transport System Pvt Ltd" as a leading International Freight Forwarder, Customs Brokers, Air Cargo Agent, Licensed Multimode Transport Operator, Import/Export Air/Ocean Consolidator. We also accreted by IATA, FIATA, FMO and is a combination of Strategically integrated logistics verticals, which enable unparalleled operation expertise & solution capability across the entire supply chain spectrum.

Over the course of years we have substantially enhanced the scope of our service by offering International Freight Forwarding Service to our customers. Since we have developed a global network of associates, we can offer you door to door service for your imports and exports by Air & Ocean.

Appointing a freight forwarder means a one stop shop for all your imports and exports and have several advantages such as including pick up from the suppliers warehouse till delivery up to your warehouse. Therefore your co-ordination and follow up will be restricted to only one agency. Our foreign associate can track and follow-up with your customer/supplier and update you about the status.

We handle air-import, export and ocean-import and export for small & big customers freight forwarding, local transportation, consolidation etc. As you are aware that total logistics solution or door to door service is the latest trend in International Transportation of goods so that after entrusting such responsibilities to us, you are free to concentrate on your focused areas derive better results. We are in particular specialized in handling of machinery, Chemicals, Ready made Garments, Yarn, Printed materials, textile products, Pharma Products & few of the specialized service we offer is Exhibition forwarding, Emergency spares clearance and project/odd dimensions cargo.

We handle 15,000 to 19,000 consignments every year for our customer successfully about 150+ customers every year.





International freight forwarding, shipping & consolidation  
**THE RIGHT CHOICE**



www.sartransport.com



Dear Colleagues,

Welcome to SAR!

It gives me immense pleasure to introduce you to SAR Family. SAR Transport, an international logistics company is a combination of strategically integrated logistics verticals which enables unparalleled operational expertise & solution capability across the entire supply chain spectrum.

We dovetail every component in the logistics system smoothly and build efficiencies right from the beginning to the end of the chain. The entire supply chain is set to clockwork precision is backed by unifying technology support. This helps the customers to cut down the cost of logistics and enable substantial savings for the customer. With 15 offices, we operate in all the major commercial cities on Pan India level. We understand that logistics is relationship oriented. Our wonderful relations with all trade entities distinguish us with rest of the crowd making us more result oriented.

I welcome you all to explore the strength that we have and opportunities that the Indian market throws open.

Your's Truly,

Anil Kaul  
Managing Director



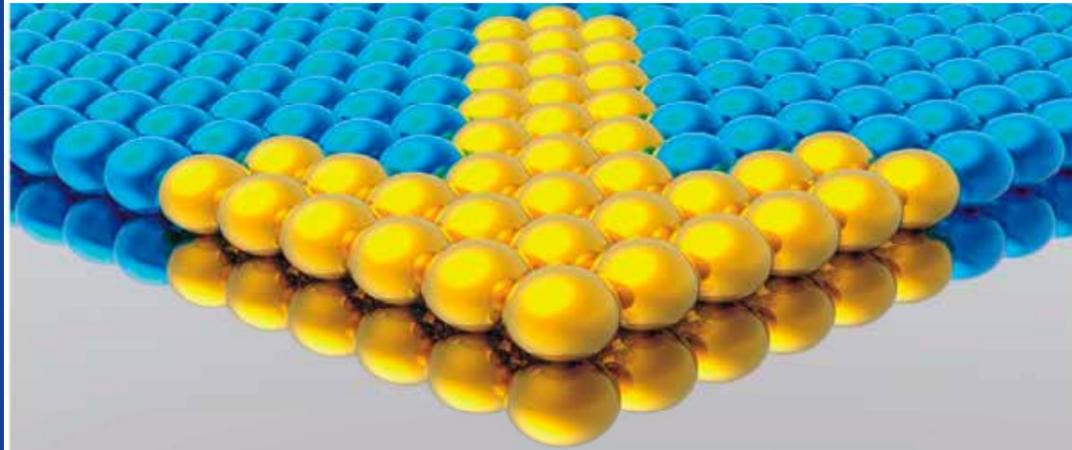
OUR SERVICES

- INTERNATIONAL FREIGHT FORWARDING SERVICES
  - AIR CARGO SERVICES
  - LCL CONSOLIDATIONS
  - ISO TANK SERVICES
- PROJECTS & BREAK BULK SERVICES
  - CUSTOMS CLEARANCE SERVICES
- WAREHOUSING & CARGO CONSOLIDATIONS
  - TRANSPORTATION SERVICES
- LOGISTICS CONSULTANCY SUPPORT



WHY TO CHOOSE SAR

- With 15 offices, we have a PAN India presence covering all major ports and ICDs.
  - In house Transport fleet and Custom Clearance.
    - IATA accredited Air division
    - Dedicated ISO Tank division
  - Premium relationship with all major carriers.
  - Expertise in handling Project/Break bulk cargo.
- Technology backed operations and customer service.
- Expertise in executing complex logistics jobs in India



### OUR MANAGEMENT TEAM

SAR has been promoted and run by most competent people who widely expertise in shipping trade and has served major carriers. Their foresight and vision to reach the pinnacle of logistics has remained the strength for achieving the set goals that were anticipated time to time. The core team includes:

Anil Kaul (Managing Director)  
anil@sartransport.com

Satish G Pillai (Director - Air Traffic)  
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Mithlesh Kumar (Director)  
mithlesh@sartransport.com

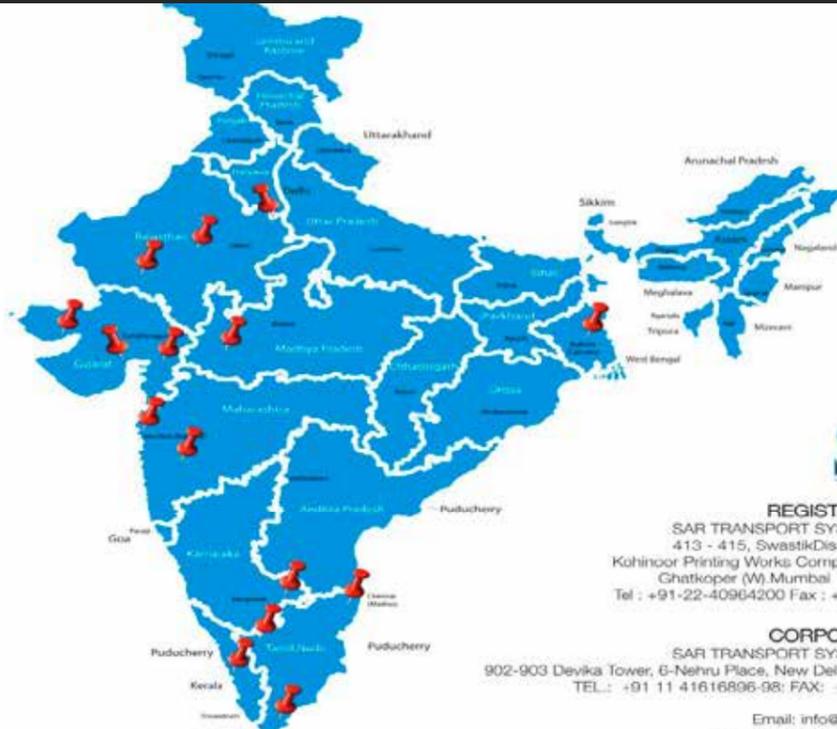
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# REMINDER WEIGH ALL YOUR CONTAINERS



**SOLAS AMENDMENTS WERE ADOPTED BY THE  
INTERNATIONAL MARITIME ORGANIZATION (IMO) IN  
NOVEMBER 2014 AND BECAME MANDATORY ON  
1 JULY 2016.**

**SOLAS (Safety of Life At Sea) - VGM (Verification of Gross Mass)  
Container Weight Implementation**

The FAQ's about the change can be viewed here: [bit.ly/1R2Ymon](http://bit.ly/1R2Ymon)  
If you have any questions please email [myles@mercatorcargo.co.uk](mailto:myles@mercatorcargo.co.uk)  
or call +44 2392 756 575



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Austria  
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Dominican Republic  
Ecuador  
Egypt  
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Fiji  
France  
Germany  
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Greece  
Guatemala  
Honduras  
Hungary  
India  
Indonesia  
Iran  
Ireland  
Israel  
Italy  
Ivory Coast  
Japan  
Jordan  
Kenya  
Korea, Republic Of  
Kuwait  
Latvia  
Lebanon  
Lithuania  
Macedonia, The Former  
Yugoslav Republic Of

Malaysia  
Malta  
Mauritius  
Mexico  
Montenegro  
Morocco  
Myanmar  
Netherlands  
New Zealand  
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Vietnam  
Worldwide - Mpl  
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**MarcoPoloLine™**  
GROUP

*celebrate with us*  
**10**  
YEARS  
-ANNIVERSARY-

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 APRIL 2016  
**KINDLY SEND YOUR INPUT NOW – LESS PUBLICITY  
AND MORE INDEPTH THOUGHT WOULD GREATLY BE  
APPRECIATED.**

  
**MarcoPoloLine™**  
GROUP