

9TH ANNUAL CONFERENCE

3rd - 6th November, 2016

SHANGRI-LA HOTEL MAKATI-MANILA THE PHILIPPINES

CONCURRENTLY with this year's **MPL CONFERENCE**, we are celebrating our 10th Anniversary, so this makes the event particularly special.

- As with all our conferences, the principle aim is to give our members the opportunity to meet face to face, and build a business rapport.
- For old friends to enhance their business relationships and re-enforce friendships.
- For new members to get to know everyone and maybe in the process make friends.
- To invite your Agents, to get to know them better and encourage them to join our Group

HOWEVER, this year is **MPL's 10th Birthday**, so the festivities will be plenty.

Our Host in Manila, Leon Lagrama, of LF Global Logistics Solutions, Inc. and myself, are determined to make this a memorable occasion.

Our 'headquarters' will be the Shangri-La Hotel. The name Shangri-La has become synonymous with any earthly paradise, utopia and happiness.

Our 'location' will be Makati, which is the financial and business center of the Philippines and constitutes 4.3% of Metro Manila's total land area. Makati is also renowned for its department stores and being a major cultural and entertainment hub.

OUR MPL DIRECTORS, INVITE YOU TO JOIN THEM IN THE PHILIPPINES TO CELEBRATE THIS IMPORTANT OCCASION. FIRST BUSINESS FOLLOWED BY THE EVENINGS' FESTIVITIES.



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AGENDA

THURSDAY, 3RD NOVEMBER 2016

MORNING MPL GOLF TOURNAMENT
EVENING 19:00 Welcome Drinks followed by Dinner at The Shangri-La Hotel

FRIDAY, 4TH NOVEMBER 2016

ALL DAY Official Conference Business at the Shangri-La Hotel
EVENING Dinner and Show at Barbara's Restaurant

SATURDAY, 5TH NOVEMBER 2016

ALL DAY Official Conference Business at the Shangri-La Hotel
EVENING Farewell Drinks and Dinner at the Hard Rock Café, followed by the **MPL Party**, with disco music and a live Band

SUNDAY, 6TH NOVEMBER 2016

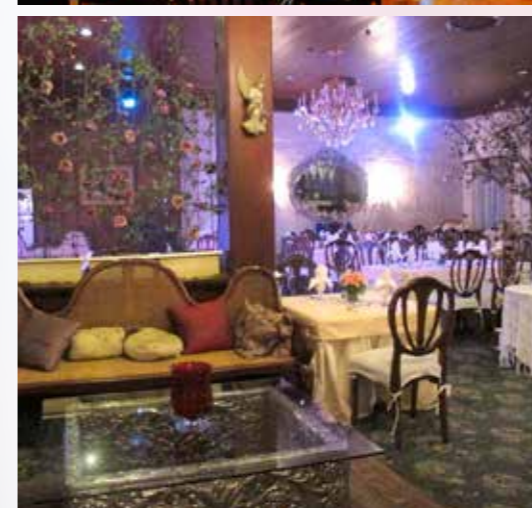
OPTIONAL EXTRA City Tour Followed by Lunch.
Afternoon free for shopping, relaxing or enjoying tennis

BOOK NOW,
PAY BEFORE 1ST JULY
AND GET A DISCOUNT

BOOKING FORMS ARE AVAILABLE FROM OUR WEBSITE
OR CONTACT SOPHIE@MARCOPOLOLINE.COM



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MANILA - MAKATI

✈ ARRIVAL

Manila Ninoy Aquino International Airport or NAIA, also known as Manila International Airport is one of the two international airports serving the Metro Manila Area and is the main international gateway to the Philippines.

It is about 7 kilometers (4 miles) south of the country's capital Manila, and southwest of Makati City's Central Business District.

Officially, NAIA is the only airport serving the Manila area. However, in practice, both NAIA and Clark International Airport, located in the Clark Freeport Zone in Pampanga serve the Manila area, with Clark catering mostly to low-cost carriers that avail themselves of the lower landing fees than those charged at NAIA. Upon arrival, take a taxi to the hotel.

TAXI

Taxis are plentiful throughout Manila, and are a cheap and effective way of reaching your destination quickly and on time. Most taxis are metered. If a taxi is not metered, be sure to negotiate a price in advance.

CURRENCY

The Philippine currency is known as Philippine Peso (PHP). The basic unit of money is call the peso (for bills) or centavos (for coins).

CREDIT CARDS

Credit cards are accepted in major hotels, restaurants as well as in shopping malls.

ATM'S

Are available in the airport and throughout the city.



TAXES

A 12.75% surcharge, including government tax, is applicable in most hotels, restaurants, salons and spas.

BANK HOURS

9am - 6pm Monday through Friday. Those inside shopping malls are open from 9am to 6pm, Monday through Saturday.

SHOPPING HOURS

10am - 9pm or later throughout the week

OFFICE HOURS

9am - 6pm Monday through Saturday

CLIMATE

Together with the rest of the Philippines, Makati lies entirely within the tropics. Its proximity to the equator means that the temperature range is very small, rarely going lower than 20 °C (68 °F) and going higher than 38 °C (100 °F). However, humidity levels are usually very high which makes it feel much warmer. It has a distinct, albeit relatively short dry season from January through

May, and a relatively lengthy wet season from June through to December.

HOW SAFE IS MANILA

It is relatively safe particularly in recent years, but like all major cities worldwide you should always be alert and vigilant. Leave all valuables in the hotel safe (expensive watches, jewelry etc.). Ensure you have a firm grip on cameras and shoulder bags, and that your wallets are NOT easily accessible.

MEDICAL PRECAUTIONS

Everyone should visit either their personal physician or a travel health clinic 4-8 weeks before departure. Vaccinations may be necessary.

VISAS

Due to an implementation almost 3 years ago by the Philippine Government, in order to increase tourism, you may not need a visa. HOWEVER, IT IS IMPERATIVE THAT YOU CHECK WITH YOUR LOCAL PHILIPPINE CONSULATE OR EMBASSY AND DO THIS WELL IN ADVANCE OF DEPARTURE.

In addition, ensure your passport is valid.

IF YOU FIND YOU DO NEED A VISA, PLEASE
CONTACT ME AT SANDY@MARCOPOLOLINE.COM

BOTH OUR HOST AND I WILL ASSIST YOU WITH LETTERS OF INVITATION.



MAKATI

HISTORY

It is believed that the name originated from a local dialect meaning the "tide is ebbing".

The Spanish who were in control of the area in the 1600's began developing it as a pilgrimage center, built by Missionary Friars to attract worshippers to their churches. It also became a farming community, then an independent municipality in 1670.

Since the 18th century the town was also famous for its pottery industry, with skilled potters trained by Jesuit priests. Its strategic location made it a pit stop for pilgrims, travelling by foot or boat, towards the shrine of Our Lady of Peace and Good Voyage in Antipolo.

In 1851, Don José Bonifacio Roxas (an ancestor of the Zobel de Ayala family) purchased the Jesuit estate of "Hacienda de San Pedro de Macati" for 52,800 pesos. Since then, the development of Makati has remained linked with the Zóbel de Ayala family and their company, Ayala Corporation.

The town was a center of Filipino passive resistance against Spanish colonial rule in the 1890s and the subsequent Philippine Revolution.

THE AMERICAN PERIOD

By 1898, Spain ceded the Philippines and other overseas possessions to the United States after the former's defeat in the Spanish-American War.

In 1901, the Americans declared the whole area theirs. As 1910 approached, transport lines were built for its residents, which brought potential investors who opened several businesses including the famous Santa Ana Cabaret at the terminus of the streetcar lines.



On February 28, 1914, the The Philippine Legislature passed Act 2390, shortening the name from San Pedro de Macati, to simply Makati. In the 1930s, the first airport in Luzon island, Nielsen Field, opened in what is now the Ayala Triangle, and the tracks of what is now the Philippine National Railways reached the town very early in the decade. During that same period, Santa Ana Park, the nation's second horse racing facility, opened to horse racing fans.

POST WORLD WAR II

World War II brought destruction to Makati and the subsequent closure of Nielson Field.

With the necessary rebuilding, the town grew rapidly, and real estate values boomed. The first of the planned communities were established in the 1950s with the efforts of its landowner, Ayala y Compañía. At the same time, Fort McKinley, was then renamed Fort Bonifacio, and the then Philippine Army Headquarters, became the starting point for the building of seven more communities by military families who worked in the base area.

The first office buildings were built on what is now the Makati Central Business District.

Since the late 1960s, Makati has transformed itself into the financial and commercial capital of the country. Beginning with the terms of town mayors Máximo Estrella through to and including Nemesio Yabut, a further massive development of the town took place, and foreign and local investors were encouraged to what was tagged as the nation's number one municipality at the time. With Makati's central location adjacent to the city of Manila was an additional reason for making it an industrial hub for major national and international corporations.

Partly because of this growth, a new town hall just miles from the old one was built in 1962 just along



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J.P. Rizal Avenue (the old hall was later converted into the city museum).

Around this time was added, what is now the Ayala Center with the help of the Ayala Company, which would become the city's central shopping center of today.

In 1975, Makati was separated from Rizal province along with Caloocan, Malabon, Navotas, Quezon City, Marikina, San Juan, Pasig, Mandaluyong, Pateros, Taguig, Pasay City, Parañaque, Las Piñas, and Muntinlupa, to become part of the National Capital Region as a component municipality.

Following the assassination of opposition senator Benigno Aquino, Jr. on 21 August 1983, Makati became a nexus for protests against the dictatorship of President Ferdinand E. Marcos. Known as the Confetti Revolution, the demonstrations held in the central business district were led partly by employees of major corporations based in the area, culminating in the 1986 People Power Revolution that toppled Marcos' 20-year authoritarian regime. His political rival and successor, Corazon C. Aquino – the wife of the deceased senator Aquino – became the eleventh and first female president of the Philippines. After the death of Mayor Yabut during the Revolution, Aquino appointed Jejomar Binay as acting mayor of the town of Makati; he was subsequently elected as mayor in 1988. His first term as the town executive would see the events of a 1989 coup d'état attempt in the town's business district, and would help usher the building of the country's first skyscrapers in the early 1990s.

PRESENT

MORE RECENTLY, for example as of the 2010 census, the population of Makati was 529,039, which ranks it 9th within the Metro Manila municipalities. 88.9% OF Makati residents have identified their religious affiliation as Roman Catholics.

Other groups having large number of members in the city are various denominations of Christianity, plus Muslim, Hinduism, Buddhism and Judaism. Based on the city's Transport and Traffic Improvement Plan 2004-2014, the city's daytime population is estimated to be 3.7 million during weekdays, owing to the large number of people who come to work, do business, or shop.

There is a daily influx of people into the city that provides the skilled labor force that allows Makati to handle the service requirements of domestic as well as international needs. This considerably increases the population and traffic during the working day.

Makati remains the richest local government unit in the Philippines in terms of income from local sources. As of the end of 2012, it had registered over 62,000 business enterprises. The biggest trading floor of the Philippine Stock Exchange is located here too.

Finally, there is the University of Makati, a public, non-profit university, which is the city's flagship.



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CONSIDERED THE TEN BEST THINGS TO SEE IN MAKATI

(HOWEVER MOST SEEM TO INVOLVE SHOPPING)



GREENBELT MALLS



REEBELT CHAPEL



AYALA MUSEUM



AYALA TRIANGLE GARDENS



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GREENBELT PARK



AYALA CENTER



GLORIETTA



THE LANDMARK DEPARTMENT STORE



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SALCEDO SATURDAY MARKET



CENTURY CITY MALL



AFRICARGO 2016

MarcoPoloLine is always in search of expanding its network, making sure that every partner is satisfied with each other.

Our priority is not just to generate business inside the Group between members, but also to be a tool in obtaining new clients and increasing volumes for the current ones.

A freight forwarder's job starts with the pickup and finishes with the delivery, no matter what the incoterms are.

To guarantee that it is done in the best possible way, we make sure that every partner has been screened, checked and controlled. HENCE, the reason **MPL** made another step forward by investing in Africargo, giving us the chance to meet new faces, study new markets and make more friends.

The meeting was small, but as said by various members who were with us during this adventure, the quality of the companies present, were on very high level.

MarcoPoloLine will continue along this path, investing in new events and making sure, we are always one-step ahead.

A special thanks to our sponsors for this event.

MEMBERS WHO ATTENDED

Elite Clearing and Forwarding
The Smart Move

ELITE CLEARING & FORWARDING
SOUTH AFRICA

LOGISTICS LINK LTD

LOGISTICS LINK
KENYA

MULTILOGISTICS
Integrated Logistics & Freight Forwarders

MULTILOGISTICS
ITALY

OLICARGO
Logistics & Freight Forwarders

OLICARGO
PORTUGAL

SEEDCOL
GLOBAL SHIPPING

SEEDCOLE GLOBAL SHIPPING (EA)
KENYA

SOMACI - SA
SOMACI GROUP

SOMACI
IVORY COAST

WATSON

WATSON GLOBAL LOGISTICS
BELGIUM



AFRICARGO MEET 2016

Furthermore in attendance was Investim Trading of the Ivory Coast who will not be a member, but rather an **MPL Partner**. The prospects are very exciting and in due course, we will provide you with an insight.

Every time we meet with **MPL Members**, it gives us the chance to share ideas and suggestions on how to improve our Exclusive Group.



Logistics. It's what we do.

Cole International began operations in Canada over half a century ago. Since then, we've strategically expanded our office locations throughout Canada and the United States, including all major Canada/U.S. border crossings. With a focus on providing creative, cost-effective solutions to our customers' logistics challenges, Cole International specializes in customs brokerage, freight forwarding, warehousing and a broad range of trade-related consulting services.

With our extensive logistics experience and MarcoPolo Line network of transportation partners, Cole International is fully prepared and fully qualified to keep your clients' goods – and your business – on the move.

Choosing a transportation and warehousing partner can be a daunting task. In your search for an experienced, highly competent partner, keep the following considerations in mind:

» Responsive support

Easy, real-time access to your logistics partner is crucial to your business. When you have questions, requests or concerns, you deserve direct access to real people with the answers and solutions you need. At Cole International, this is a key component of our service commitments.

» Rapid response times

Look for companies that respond quickly to your inquiries. If they don't respond quickly to potential new customers, how will they perform when it comes your day-to-day business matters? When your logistics needs span continents and time zones, a responsive 3PL partner is vital to ensuring there are no weak links in the supply chain your business depends on.

For more information about our services please contact us at 800-313-4281 or email us at info@coleintl.com

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3033 – 34 Avenue NE
PO Box 2718, Station M
Calgary, AB, Canada T2P 3C2

coleintl.com



Industry Updates

IATA – Lithium Batteries as Cargo in 2016

The Canadian Minister of Transport has issued a new protective direction banning the shipment of lithium-ion batteries on passenger aircraft.

Effective April 1, 2016, the ban prohibits passenger aircraft in Canada from transporting shipments of lithium-ion batteries (packed on their own and outside of equipment). The protective direction reduces potential fire risks associated lithium-ion batteries.

The new protective direction falls in line with recommendations by the International Civil Aviation Organization (ICAO) and will remain in effect until new permanent rules for lithium batteries are added to the Transportation of Dangerous Goods Regulations.

Cole
International®

GARONE LOGISTICS CHINA

Dear All MPL friends,
We have just into a new office and enlarged our sales team recently. The new office address is:
**Rm15H, Block B, Central Avenue Mansion,
No.2004 Baoyuan Rd, Xixiang, Baoan,
Shenzhen, P.R.China ,518012**
On April 1st we held a housewarming ceremony of new office & 9 years anniversary of Garone Logistics.
HERE please find some photos of our ceremony and I'd like to invite you to share the joy of the event with us together.
We appreciate the continuous support from all MPL members and expect more cooperation ahead between MPL fellow members & Garone Logistics.



Best Regards,
Bruce Zhao
Garone Logistics China Ltd.



"Coming together is a beginning; keeping together is progress, working together is success."

- Henry Ford -

Multilogistics over many years has followed a steady pace, knowing how and when to make good investments. Nevertheless with the global situation, we've taken advantage of the low market rates, pushing our sales people to surf the waves.

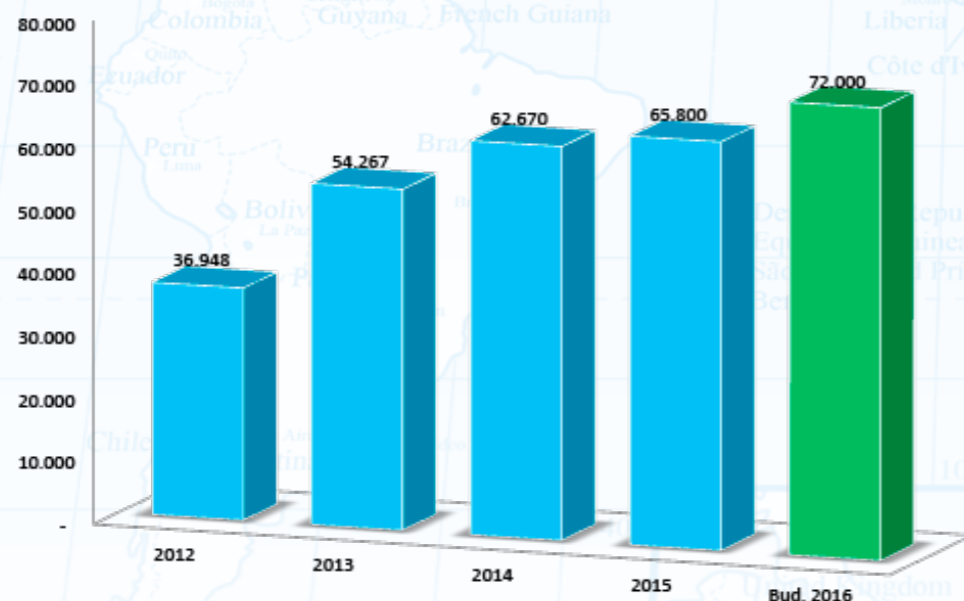
The accomplishment of any company, especially in freight forwarding today, is a simple recipe:

- Good management, open mindedness and real leaders
- An aggressive sales group, persistent, trustworthy and adaptable to its clients' needs and requirements
- Customer service, making sure the clients are followed up correctly and taken care of.

Last, but not least, operations staff, who are fast, accurate, whilst understanding that the slightest mistake and/or delay, would not only reflect on the clients, but also on Multilogistics' credibility.

Teamwork is the success of Multilogistics and its numbers are the proof.

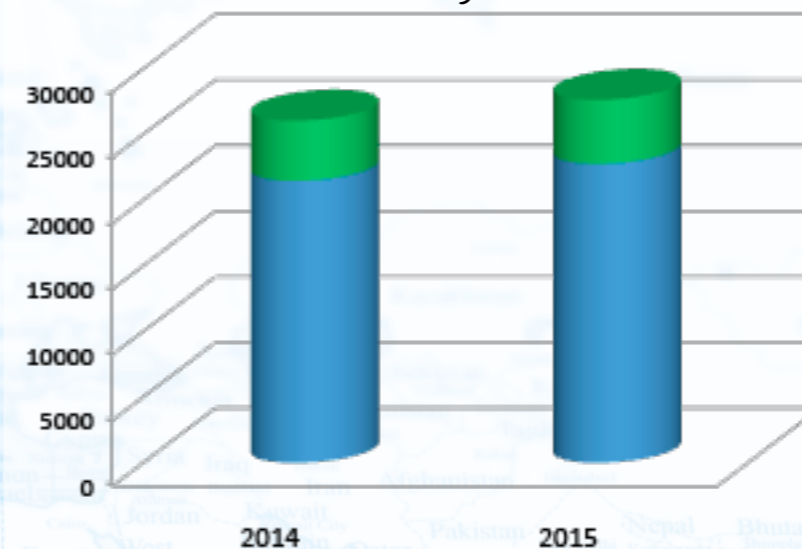
Turnover 2012/2015 - 4 years growth
(Euro./000)



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Integrated Logistics & Freight Forwarders

Comparison 2014/2015 - Volumes

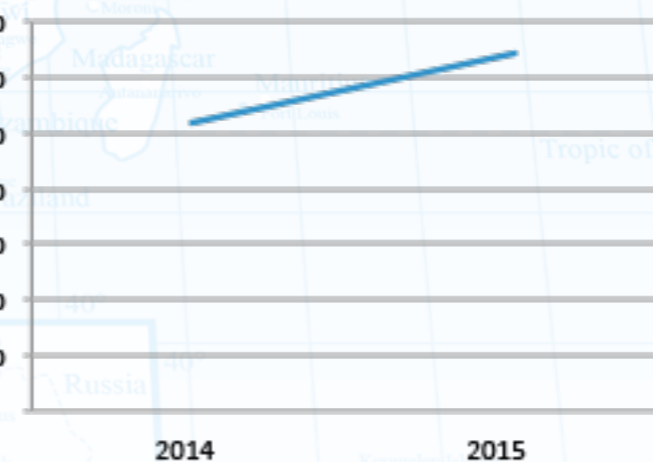
Seafreight (TEU)



TEU	2014	2015
Export	21461	22764
Import	4586	4866
Total	26047	27630

Sea export +6%
Sea Import +6%
Air export +24,6%

Airfreight export (Kg. chargeable)



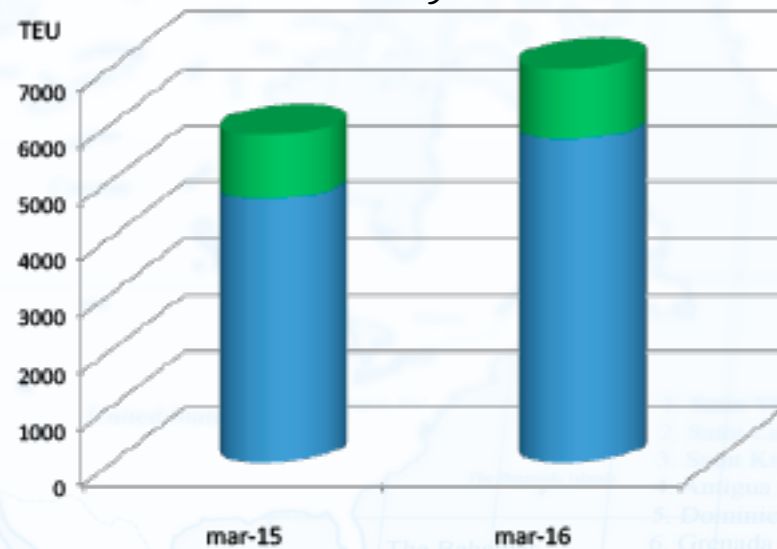
KG	2014	2015
Export	5.172.262	6.444.927



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Integrated Logistics & Freight Forwarders

Trend - Jan/Mar 2015/2016 - Volumes

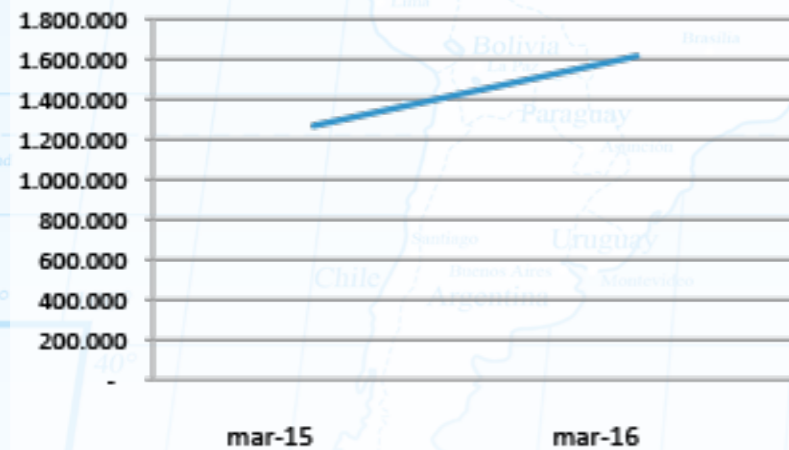
Seafreight (TEU)



TEU	mar 15	mar 16
Export	4649	5709
Import	1145	1254
Total	5794	6963

Sea export +22,80%
Sea Import +9,50%
Air export +28%

Airfreight export (Kg. chargeable)



KG	mar 15	mar 16
Export	1.263.733	1.617.052



MULTILOGISTICS
Integrated Logistics & Freight Forwarders



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DEAR READERS,

THIS ARTICLE APPEARED IN THE MARCH EDITION OF THE NEWSLETTER. IT HAS SINCE BEEN BROUGHT TO MY ATTENTION THAT I ERRED, WHERE I HAD PUT MAURICE, IT SHOULD HAVE IN FACT READ, ROB SPITTEL.

BELOW IS NOW THE CORRECTED VERSION, WHICH CAN ALSO BE SEEN ON OUR WEBSITE.

SINCERE APOLOGIES.

Sandy
Sandy McInnes
Editor

MPL CELEBRATES ITS 10TH 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 Directors. 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 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 addition 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.

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follow-us on





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 JULY 2016.
KINDLY START SENDING YOUR INPUT NOW!!

