

SRI Lanka 2017

MPL CONFERENCES PAST, PRESENT AND FUTURE

2008 THAILAND

2009 UAE

2010 TURKEY

2011 ITALY

2012 VIETNAM

2013 SOUTH AFRICA

2014 U.S.A.

2015 SPAIN

2016 PHILIPPINES

2017 SRI LANKA

2018 COSTA RICA



Our 10th MPL Annual Conference was overwhelmingly successful and greatly appreciated as our first Beach Event with an attendance of 148. I'd go so far as to say this was our best to date.

Business was, of course, the priority. Re-establishing connections and meeting face to face new attendees. Deals were made and difficulties ironed out.

Anyone who has participated in the One on One meetings will confirm that after almost 2 days of these, exhaustion sets-in. YET all seemed to find the stamina and get a second wind to enjoy, socialize and party in the evenings.

Am taking this opportunity to thank Suresh our direct contact with Jetwing Hotels. Such a nice guy and a pleasure to work with. Thank you too, to Sophie for doing such an excellent job in selling the Conference to both members and non-members. I know she contacted every single Member in the Group time and time again, to persuade them of the benefits of attending.

An enormous thanks to Robin our M.C. He is superb in this capacity, but willing to help in all forms, from assisting Sophie and I, together with George our Accountant, pack the MPL Conference bags for the attendees, etc. etc. He literally lined us up for the Group Photo, whilst making us laugh at the same time. Ensuring on outings away from the Conference H.Q. that the same number of people returned that had gone, i.e. counting heads before and after.

Finally thank you to our MPL Directors, for selecting Sri Lanka as the venue. Such a beautiful country with lovely warm people and a special thanks to our Chairman, for travelling to Negombo earlier in the year to check out the suitability of Jetwing Hotels and forming a strong relationship with Suresh, our future contact there and for proposing a beach event.

For those of you, who attended, hope you enjoy the contents of this Newsletter and that it will bring back fond memories. For those who didn't, kick yourselves for not going and lamenting on what you missed. LOL ☺

Sandy McInnes

THE CHAIRMAN'S LETTER

DISTRIBUTED TO EVERYONE AT THE CONFERENCE AND VERY SIGNIFICANT TO ALL MEMBERS



Robert Dreelan

MarcoPoloLine™
GROUP

MARCOPOLOLINE.COM

WELCOME TO THE 10TH ANNUAL CONFERENCE

22ND – 26TH OCTOBER, 2017 (INCLUDING OPTIONAL EXTRA)

Dear Friends,

First, I would like to welcome you all to our 10th Annual conference.

We often express our gratitude and appreciation to everyone involved organizing such a wonderful event. This time, however, I want to give a special thanks to everyone for participating today.

The MarcoPoloLine Group has consistently grown on a stable and healthy course, trying to make all our members happy in one way or another.

Every conference and exhibition, is studied and chosen around the world, trying not to repeat an area already visited, giving you the chance to travel to different countries, learn their economy, explore and gain new opportunities and understand different cultures.

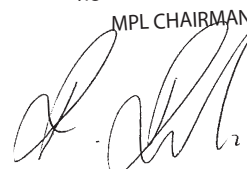
We have a global current situation that narrows these decisions, forcing us to determine one city/country over another, but this doesn't depend on MPL. As we have expressed more than once, that we are a neutral establishment and believe that everyone has a personal opinion which cannot and must not be judged by ourselves.

The MarcoPoloLine Group joins everyone under this one principle and it is the success of our Group which is your Group. Our members do not have ID codes, our members have names and not only names, but fantastic reputations inside and outside the Group. It's our intention to keep it like this and everyone's task and interests it remain that way.

You make the Group and we build around what you want and need. Let your voice be heard !

Having said this, I wish you all the best during these days in this beautiful country, location and hotel. We've tried our best to make sure the environment, atmosphere and climate will help you to make the most success of this event.

ROBERT P. DREELAN
MPL CHAIRMAN



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CONFERENCE

22-26 OCTOBER

2017

Sri Lanka

MPL GOLF TOURNAMENT

SUNDAY, 22ND OCTOBER 2017

We had 11 players on a hot and humid day to play on the Royal Colombo Golf Course. As the weather was so hot and no buggies were available, we decided to play "best ball" to keep out of the heat and make the game a little easier.

It was a fantastic course in a great location with some tricky holes, and everyone really enjoyed the challenge!

There were Five Prizes, and the winners are listed, as below:-

Longest Drive – Ishwar from Triple Crown

Nearest the Pin – Ghulam from Ravian

Third Place Overall – James Lee from 3L

Second Place Overall – Ghulam from Ravian

WINNER – Jereemy Tan from IG Vietnam



MYLES DALY
GOLF ORGANIZER





MPL GOLF TOURNAMENT

SUNDAY, 22ND OCTOBER 2017



THANK YOU SO MUCH for the sponsors who made a great golf match possible
Thanks to Mercator, and also a special thanks to CB IM/Shine and Thomas Lee/UCM who
also sponsor and unfortunately they was not playing golf this time

Thanks so much, balls and T-shirts are really nice

Mr.Luis Gimeno
Managing Director
continental worldwide logistics sl

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WELCOME DRINKS

SUNDAY, 22ND OCTOBER 2017



WELCOME DINNER

SUNDAY, 22ND OCTOBER 2017



WELCOME DINNER

SUNDAY, 22ND OCTOBER 2017



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ON THE RED CARPET

SUNDAY, 22ND OCTOBER 2017



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ON THE RED CARPET

SUNDAY, 22ND OCTOBER 2017



PRESENTATION SPEAKERS

MONDAY, 23RD OCTOBER 2017



ROBIN OUR M.C.



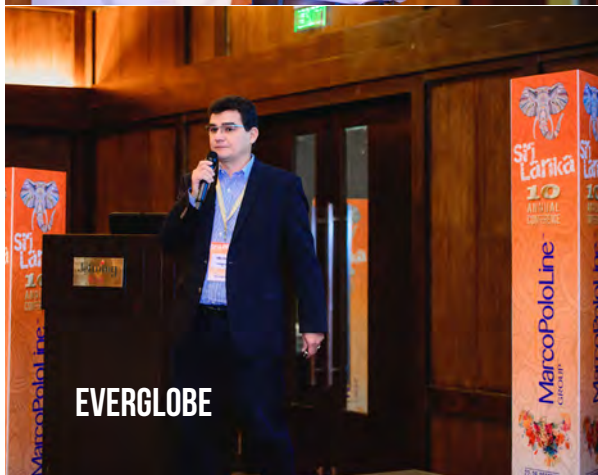
MPL CHAIRMAN,
ROBERT P. DREELAN



MPL CHAIRMAN WITH OUR NEW
TREASURER, MYLES DALY



MPL DIRECTOR ,
ALFONS FRERIKS



EVERGLOBE



CARE INSURANCE



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MORNING

MONDAY, 23RD OCTOBER 2017



MORNING

MONDAY, 23RD OCTOBER 2017



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ONE ON ONE MEETINGS

MONDAY 23RD & TUESDAY 24TH OCTOBER 2017



ONE ON ONE MEETINGS

MONDAY 23RD & TUESDAY 24TH OCTOBER 2017



JETWING LAGOON HOTEL

EVENING, 23RD OCTOBER 2017



JETWING LAGOON HOTEL

EVENING, 23RD OCTOBER 2017



HIGHLY COMMENDED MEMBER
KEREM MARE LOGISTIK HIZMETLERI
TURKEY



BEST MEMBER
DERRICK COLE INTERNATIONAL INC.
CANADA



BEST BONUS PARTICIPANT
MARJORIE & NICOLETTE UCM
USA



GOLF AWARD
GHULAM - RAVIAN
PAKISTAN



GOLF AWARD
ISHWAR - TRIPLE CROWN
UAE



GOLF AWARD
JAMES - 3 L
TAIWAN



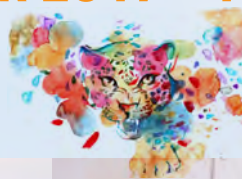
GOLF AWARD
JEREMY - IG
VIETNAM



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BEACH FOOTBALL/SOCCER

TUESDAY 24TH OCTOBER 2017 - 17:00 TO 18:30



I can vouch that both sides played very well, but with one team having Kerem of Mare/Turkey as its Captain with Tiziano of CCS/Italy, the other team really had an uphill battle. Kerem scored 5 goals, whilst Tiziano scored 2. My commiserations to the losing team, with a big congratulations to the winners.

Everyone on both teams played in true spirit, and thank you so much to the Referee – Alfons, who did a superb job.

BEACH VOLLEYBALL

TUESDAY 24TH OCTOBER 2017 - 17:00 TO 18:30



Sorry folks, but am lacking information here. I do know, however, that Fred from Elite Clearing/ South Africa, headed the team that won. Congratulations.

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FAREWELL DRINKS

TUESDAY 24TH OCTOBER 2017



FAREWELL DINNER AND MPL PARTY

TUESDAY 24TH OCTOBER 2017



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FAREWELL DINNER AND MPL PARTY

TUESDAY 24TH OCTOBER 2017



FAREWELL DINNER AND MPL PARTY

TUESDAY 24TH OCTOBER 2017



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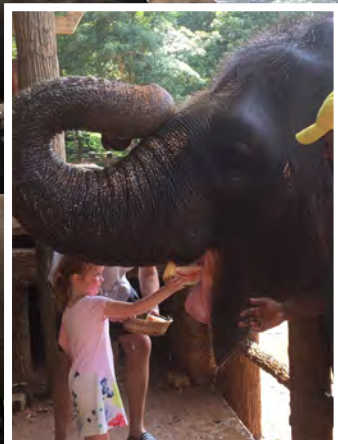
FAREWELL DINNER AND MPL PARTY

TUESDAY 24TH OCTOBER 2017



PINNAWALA ELEPHANT ORPHANAGE

WEDNESDAY 25TH OCTOBER 2017



Photographs of the elephants kindly provided by MYLES DALY, our MPL Treasurer

Enroute to the elephant orphanage, we saw monkeys sitting by the roadside, simply watching the cars pass. their heads swivelled as if they were at a tennis match.

Once we entered the orphanage, there was a man holding a boa constrictor. photo boa constrictor. next him was another man, sitting on the ground, playing a flute. whilst a cobra from an open basket hissed and attempted to attack his owner.



This is generally referred to as a 'dancing cobra', but frankly dancing is a joyful occasion and this cobra was not joyous!!

Elephants passed us in the laneway, either being ridden or guided by staff. in all it was a nice experience, particularly being so close to such beautiful animals.

Sandy McInnes



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SUMMITTED BY FABRIZIO OF MULTIOLOGISTICS/ITALY
RIGHT TO LEFT: **FABRIZIO, ROBERT, SOPHIE, SURESH, SANDY**



SUMMITTED BY VITU OF WORLD PORT
LOGISTICS/BANGLADESH
TOGETHER WITH **MPL MEMBERS APT
SHOWFREIGHT/THAILAND**



SUMMITTED BY CGL/CHINA
**MPL MEMBERS INNOVA/TURKEY
WITH BYRON OF CGL**

THE FOLLOWING PHOTOS WERE SUBMITTED BY TIZIANO OF CCS/ITALY



**WITH FRIENDS AND
A SRI LANKAN CATAMARAN**



WITH FRIENDS

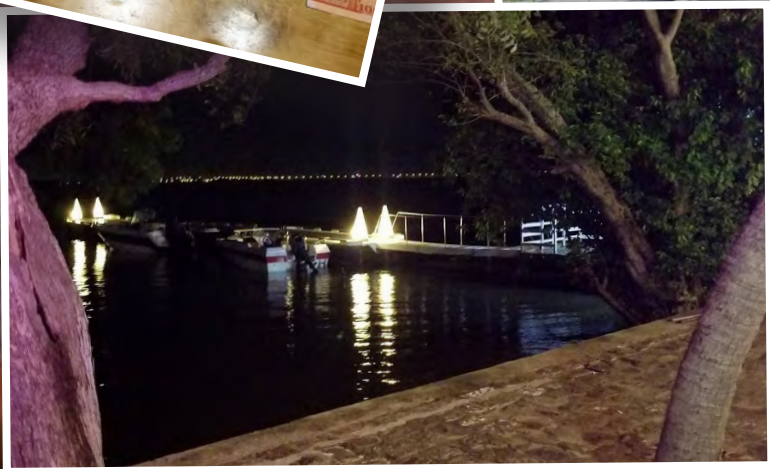


**TIZIANO AND KEREM
2 GREAT FOOTBALLERS**



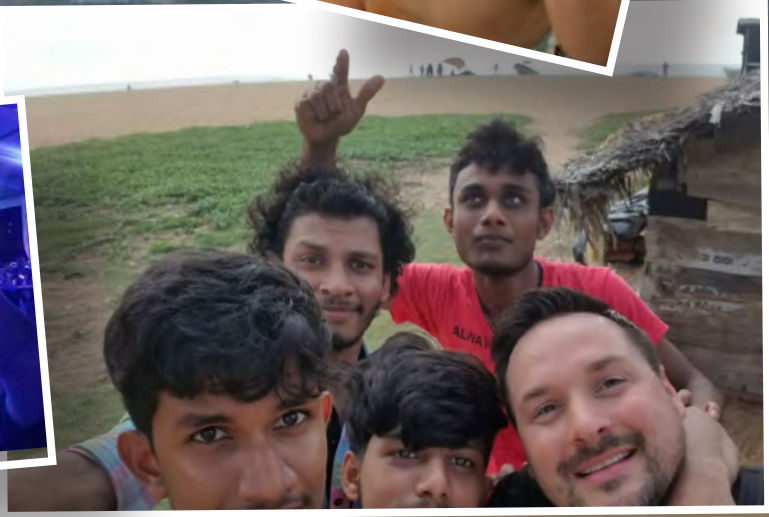
**WITH DENIZ OF KINAY/TURKEY AND MICKAEL
OF TRANS BUSINESS INTERNATIONAL/FRANCE**

ALL THE FOLLOWING PHOTOS WERE KINDLY SUBMITTED BY
MIKE OF SHIPHAUS/USA



**THANK YOU SO MUCH MIKE FOR SUCH A WONDERFUL SELECTION OF PHOTOS
ALL MOST PROFESSIONAL**

2ND PAGE OF PHOTOS SUBMITTED BY
MIKE OF SHIPHAUS/USA



3TH PAGE OF PHOTOS SUBMITTED BY
MIKE OF SHIPHAUS/USA





SPECIAL ARRANGEMENTS MADE DURING THE MONTH OF OCTOBER

1. OOG Cargo by Air

Commodity: Super Heat Tube 2 Wooden Crates , 1.7 tons

Shipped from: Kuala Lumpur Int'l Airport / Malaysia

Shipped to: Guatemala City / Guatemala

Timeframes: 30th.SEP ~ 2nd .OCT

Challenges: Final Destination is Guatemala but due to long length (2.85m) only Few carrier was able to accept & need to find cost value carrier.

Solutions: Shipped to Miami (USA) & Re-forwarded from Miami to Guatemala city.

Expertise/services/facilities used: Co working with Overseas



2. Carnet shipment held in Kuala Lumpur Convention Centre

Commodity: High Speed Train Simulator , 4 Wooden Crates , 1.9 Ton

Shipped from: Incheon Int'l Airport / S.Korea

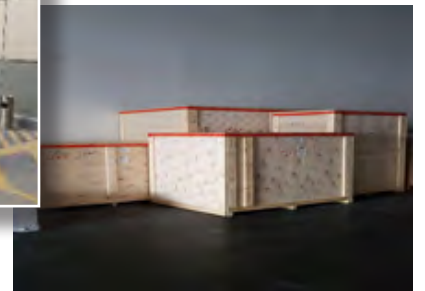
Shipped to: Kuala Lumpur Int'l Airport / Malaysia

Timeframes: 21st.OCT ~ 23rd.OCT

Challenges: High Value cargo, Need to handle in Extra care

Solutions:

Expertise/services/facilities used: Ship on Freighter



PERFORM HOW TO OPERATE HIGH SPEED TRAIN

MALAY PRIME MINISTER VISIT THE VENUE



RETURN AFTER EXHIBITION TO ICN, S.KOREA BY FREIGHTER
CARGO NEED TO BE WEIGH BEFORE SUBMITTING TO THE CARRIER AS BELOW PHOTO SHOWN



3. Heavy & Sensitive Cargo

Commodity: Die Bonder 2 Wooden Crates , 5 tons

Shipped from: Kuala Lumpur Int'l Airport / Malaysia

Shipped to: Incheon Int'l Airport / S.Korea

Timeframes: 21st.OCT ~ 21st.OCT

Challenges: High Value cargo, Need to handle in Extra care / shock & Tilt watch attached.

Solutions: Expertise/services/facilities used:

Pick up using special truck,

Ship on Freighter



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4. Time Limited cargo

Commodity: Item PVC Modifier 10 Wooden Pallets , 8 tons
Shipped from: Kuala Lumpur Int'l Airport / Malaysia
Shipped to: Incheon Int'l Airport / S.Korea
Timeframes: 22nd.OCT ~ 23rd.OCT & 26th~27th.OCT
Challenges: Limited space / Urgent shipment
Solutions: ship via Passenger Flight
Expertise/services/facilities used: Good relationship with carrier



5. Heavy & Sensitive Cargo

Commodity: Auto Mold, 2 Wooden Crates , 5 tons
Shipped from: Kuala Lumpur Int'l Airport / Malaysia
Shipped to: Incheon Int'l Airport / S.Korea
Timeframes: 28th.OCT ~ 28th.OCT
Challenges: High Value cargo, Need to handle in Extra care /
Solutions: Expertise/services/facilities used: Pick up using special truck,
ship on Freighter



6. Import Shipment – Flat Rack – Item : Pump Car

Commodity : Pump Car , 31 tons in 40' Flat rack Out-Gauged
Shipped from: Pusan Sea Port / S.Korea
Shipped to: Port Klang Sea Port / Malaysia
Timeframes: 30th.SEP ~ 11th.OCT
Challenges: Heavy & OOG Cargo with High Value
Solutions: Expertise/services/facilities used: Due to Cargo Height,
not able to deliver with Flat Rack Cntr, we need to discharge from
the CNTR & put onto Low Loader again

7. Sea Export – no special cargo arranged.

H&FRIENDS 
GLOBAL TRANSPORT AND LOGISTICS
H & Friends GTL (Malaysia) SDN.BHD. / Jason (M.D)
Head Office) Tel : 60 -3-3005-8588 / Fax: 60-3-3005-8590
Penang Office) Tel: 60-4-296-6411 / Fax: 60-4-296-6413
Mobile) 60-12-923-8589
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NEW

STRATEGIST AT NCS



MR. GIRISH PAGARE
Director - Commercial

Neutral Consolidation Services has appointed Mr. Girish Pagare as Director – Commercial, with effect from 21st August, 2017. With an overall experience of more than two decades and having worked with leading service providers in International freight forwarding, NVOCC and Project Forwarding industry, Mr. Pagare will be responsible for devising strategies and overall growth and business development of NCS.

Mr. Girish Pagare, before NCS, was Vice President with the leading Danish logistics organization in India leading the Organisational transformation, Products and Business Development and Vendor Management.

Girish is based in Mumbai & enjoys football & weight training in his free time.

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





ENSURE YOU MARK YOUR DIARY FOR THE

11TH MPL ANNUAL CONFERENCE

2ND - 6TH OCTOBER, 2018

Full details with costs will be available soon



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!!

Start 2018 with news about your company

The newsletter is an important MPL vehicle for your voice. use it to your benefit. make it interesting and informative by sending me your views, stories, trade information and of course, photographs.

Please send them to the editor:
sandy@marcopololine.com not later than 10th january, 2018.

