

# Newsletter

## #56

November 2020

Editor: S. McInnes



OTO ON LINE

22 / 26  
MARCH 2021

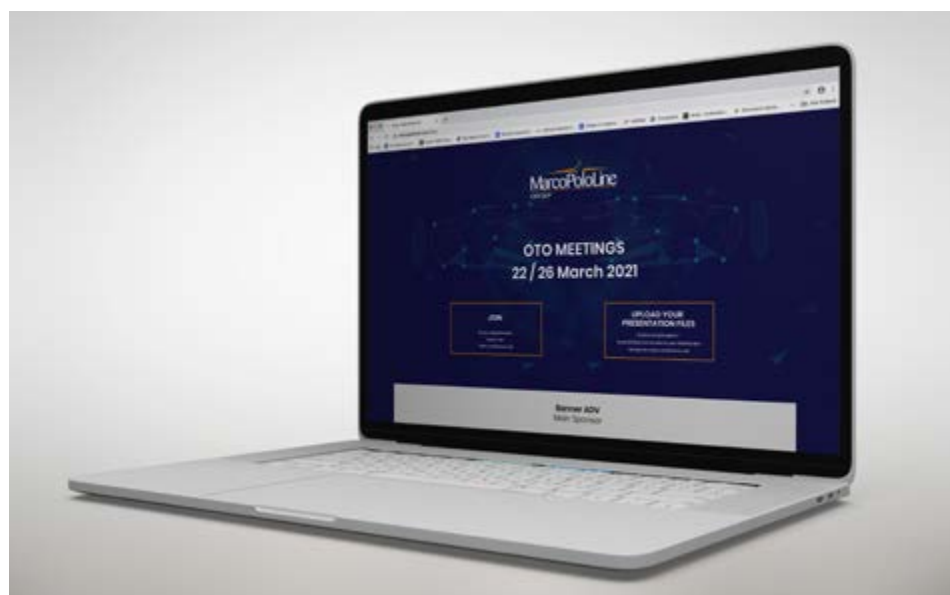
MPL  
EXHIBITIONS

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THIS MONTH, WE HAVE BEEN GLAD TO WELCOME THE FOLLOWING NEW PARTNERS IN MPL!



ONBOARD



ON BOARD

ARGENTINA

Unicore



UNICORE

LATVIA



PRIMELOGISTICS

BELARUS



ALTISA

ALGER

We wish them a warm welcome on Board and a long life in MPL!

# UCM GIA LINH

## USA / VIETNAM



BE INVOLVED AND HELP THE WORLD DURING THIS COVID PANDEMIC!

CONGRATULATIONS TO UNITED CARGO MANAGEMENT (UCM) FROM USA AND GIA LINH LOGISTICS SERVICES FROM VIETNAM!

Our partners UCM from USA and Gia Linh Logistics Services from Vietnam are doing incredible efforts to help the world during this difficult Covid Pandemic this year. They have found THE SOLUTION dealing with suppliers from Thailand, Vietnam, Malaysia and China directly, shipping by air and by sea on CIF basis masks and

nitrile gloves, the hardest items to get at the moment.

To help them during this sanitary emergency, contact Tres or Jereemy directly @ [tblair@ucmcargo.com](mailto:tblair@ucmcargo.com) or Jereemy. [Tan@glevietnam.com.vn](mailto:Tan@glevietnam.com.vn)

A warm Thanks to Tres and Jereemy for their hard work on this project!

Stay connected and use all your energy and professional skills to help them in this wonderful project!

MarcoPoloLine is proud to have you in our Big Family!



MarcoPoloLine  
GROUP

## Stay connected!





# UCM GIA LINH

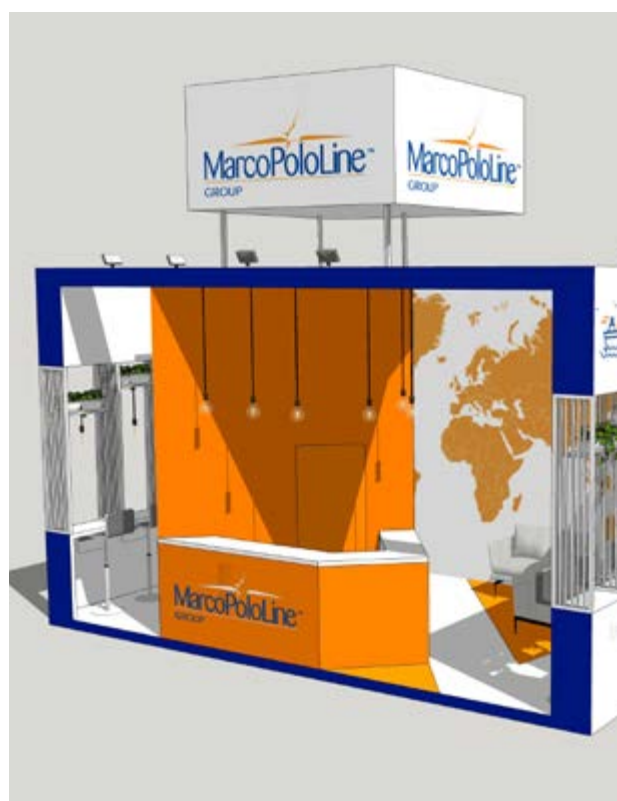
USA / VIETNAM



# MPL EXHIBITIONS



STAND PROJECT  
BREMEN



# MPL EXHIBITIONS



## PRESS RELEASE – NEW DATE FOR INTERMODAL SOUTH AMERICA 2021 – BY INTERMODAL ORGANIZER

**D**ear Customers, Informa Markets, the organizer and promoter of Intermodal South America – the largest event in Latin America for the logistics, freight shipping and foreign trade sectors – hereby announces that the 26th edition of the show will be held from August 31 to September 2, 2021, at São Paulo Expo, in the capital of São Paulo.

We hereby reinforce that the new date was chosen after extensive consultation with the market and the players in the industry, opting, in line with them, to relocate the event on the national calendar – considering the extraordinary characteristics of next year's



schedule, which should have a business more diligent, well-established environment. In 2021, Intermodal will maintain its characteristics and commitment to promoting an ideal platform for launching new products and services aimed at the supply, transportation and distribution chains, promoting and developing

new technologies, promoting the approximation between suppliers and domestic and international customers, encouraging networking, and offering unique content through lectures and workshops, such as the National Logistics Conference, held in partnership with the Brazilian Logistics Association (ABRALOG).

### OUR VIP 2020/2021

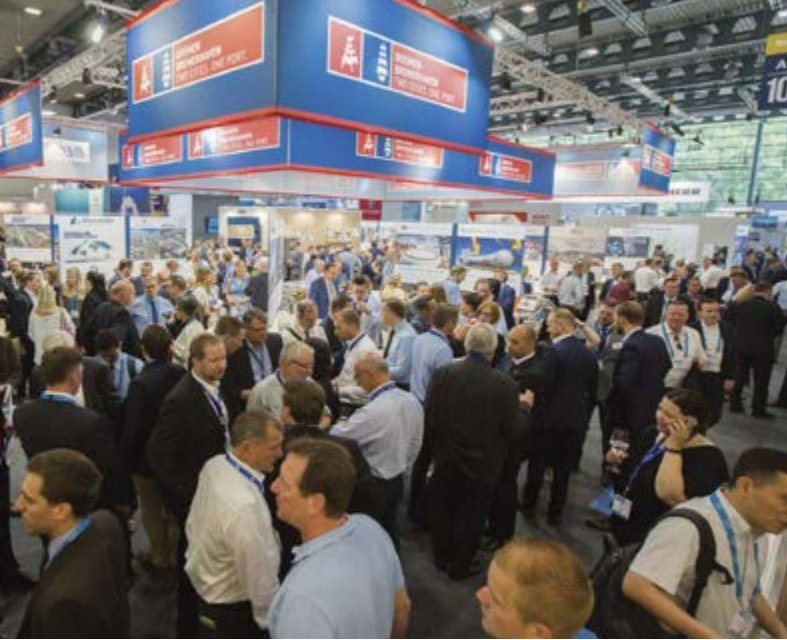


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 **BREAKBULK**  
AMERICAS  
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# SHIFTING SANDS IN THE GULF

Crisis Brings GCC Recruitment Challenges into Focus

BY SIMON WEST

**T**he energy-based, project-driven economies of the Middle East have been hit hard by the twin shocks of Covid-19 and record-low oil prices.

The rocky road to recovery starts now, and although too early to fully understand the long-term impact on jobs, the crisis has brought changing employment patterns in the Gulf Cooperation Council countries into sharp focus.

Well before Covid-19 struck, the reputation of the Gulf Cooperation Council, or GCC, states – Saudi Arabia, Qatar, Oman, Kuwait, Bahrain and the United Arab Emirates – as high-paying, tax-free hotspots was on the wane.

Since the last economic downturn five years ago, professionals in the region have seen their salaries frozen and generous benefit packages cut as cost-conscious companies tightened their belts to stay competitive. Workforces have been trimmed, executive jobs have been localized and value-added tax has been introduced.

The party, it seemed, was already coming to an end.

“Salaries and day rates have not returned to the previous highs, and given the current instability, this will probably remain the case,” said James O’Neill, Oman country manager for UK-based oil, gas and energy recruitment firm Petroplan.

Fears though that declining compensation packages would trigger a

mass expat exodus may have been premature, particularly in states such as the UAE, Qatar and Bahrain, where non-nationals make up the bulk of the labor force.

In much of the region, lower rents and living costs have offset stagnant earnings, while foreign workers are still exempt from paying income tax.

According to O’Neill, the Middle East remains a desirable destination for expat professionals. But given the cutback in perks such as housing, healthcare cover and education allowances for children, the type of candidate choosing to move to the GCC is changing.

“It is partly true to say that the expat workforce is getting younger, and our experience shows that more



deugro has found that salary expectations from nationals can be unrealistic in the region.

CREDIT: deugro

In the UAE, an in-country value program was launched two years ago by ADNOC to encourage more local engagement in the sector.

CREDIT: SHUTTERSTOCK

people are coming to work in the Middle East on a single status basis with the family remaining in their home country,” O’Neill said.

## LOCAL CONTENT CHALLENGES

Candidate profiles are also evolving due to a region-wide localization drive that may intensify as part of post-pandemic economic stimulus plans.

Throughout the GCC, states have put in place initiatives designed to boost local content in the private sector, forcing industries such as breakbulk and project cargo to pay closer attention to the staff they hire and the contractors they do business with.

Some countries have been more demanding than others.

Saudi Arabia’s sweeping Saudization program, for example, grades firms according to the number of Saudi nationals in their ranks, while in the UAE, an in-country value program launched two years ago by the Abu Dhabi National Oil Co., or ADNOC, aims to spur opportunities for local suppliers and expand the private sector’s role in developing the local economy.

“You get incentives if you hire a local Emirati in Abu Dhabi, but it is not that you need to actually hire Emiratis,” said Steffen Behrens, UAE country manager at specialized logistics firm deugro. “In Saudi Arabia, and in Oman it is the same, you are being forced in certain positions to hire locals otherwise you will not actually get the license, or you will not be able to bid for certain contracts and projects.”

Companies looking to recruit locally – either to cover a departing expat or to comply with local content rules – face a number of challenges.

Despite government efforts to boost the desirability of private sector employment, many nationals in the GCC still opt for a career in the public sector, where jobs can be more

secure, wages more competitive and working weeks shorter.

Salary expectations for nationals are often unrealistic, while skills shortages in many industries mean some companies struggle to replace expat talent.

“We were lately looking for a senior position in our UAE organization and we really looked into the market as to what was available, to actually find somebody suitable and maybe even consider an Emirati,” Behrens said.

“But the result of that was no. First of all we were not able to find somebody that met the kind of criteria we were looking for. And secondly the issue was that even if we had somebody that was able to present the kind of CV we were looking for, the salary expectation was just not as per our budget and not as per what we would traditionally be paying for such a position. So after a couple of weeks we basically ruled out hiring a national.

“In Oman and Saudi Arabia you will find locals with a decent salary expectation but usually not trained very well. Hence you need to invest a lot of time to get them up to speed in a specific job field such as project logistics.”



## TRAINING NEEDS TO THE FORE

To address this, and ready the local workforce for private sector careers, GCC countries are investing heavily in education and training, often as part of broader structural reforms focused on long-term economic sustainability.

The Abu Dhabi Economic Vision 2030 for example, an ambitious plan designed to wean the city off oil and gas, calls for an overhaul of its education system to ensure graduates are better prepared for careers in construction, manufacturing and other productive sectors. As it stands, nationals in Abu Dhabi make up just 11 percent of the workforce, according to city government figures.

In Qatar and Kuwait, similar programs to improve education

standards have been launched, while governments throughout the Gulf are facilitating study periods abroad or at international universities with satellite campuses in the region.

Companies in the sector are also doing their part to ensure local employees are equipped with the right skills and training to thrive in careers in breakbulk and project cargo logistics.

Belgium-based heavy-lift specialist Sarens – with its Middle East headquarters in Bahrain, the GCC's smallest state with a population of 1.6 million, of which more than half are non-nationals – has invested heavily in engineering, HR and finance.

According to Philippe Verdeure, Sarens' managing director for projects in the Asia-Pacific and Middle

East region, this has allowed the company to maintain a high localization content that gives it pole position on many projects.

"Particularly in Bahrain, we're extremely pleased with the quality of education and the skills of the local talents we hire," Verdeure said. "A certain amount of foreign supervision and guidance, however, is always required. But we do expect that amount to be thinning with time."

Verdeure also put to flight fears that as recruitment dynamics in the region evolve, the industry may not appeal to local jobseekers.

"Breakbulk and heavy-lifting will always be attractive to a certain portion of the engineering and technical crowd, for sure. Merely for the fact that what we do is unique and often a once-in-a-lifetime operation."

Still, some organizations are responding to these shifting sands by increasing their level of outsourcing to so-called high-value centers in Asia and Latin America, where skilled manpower for certain positions can be found at a much lower cost.

And as labor markets come under severe pressure from Covid-19, the strategy is likely to rise in the short to mid-term.

"Basically all the design work and the drawings, the material takeoffs, the quantities, the follow-ups – all these things happen through the outsourced entity," said Mandar Apte, project manager at oil and gas services company TechnipFMC.



**Mandar Apte**  
Technip FMC

"But essential work such as the specifications, the progress reporting, the project management – these kind of things mainly happen from the GCC. Of course it depends on company to company. What is outsourced and what is not is eventually a balance between what the client wants and what the contractor can do. But the trend is that more and more work is being outsourced," Apte said.

## FOCUS ON SURVIVAL

Plans to address changing employment dynamics in the Middle East will likely get moved to the back burner while breakbulk and project cargo companies chart a course out of the current economic crisis.

The prognosis remains grim: GCC states are expected to see a 7.1 percent drop in GDP this year, the International Monetary Fund said in a July report, with the global slump in oil demand slashing export receipts and widening budget deficits.

On the ground, supply chains have been disrupted and mobility restricted.

GDP is forecast to swing back into the black next year, the IMF said, but lengthy lockdowns to contain the virus have taken their toll on industrial activity. According to Steffen Behrens, UAE country manager at specialized logistics firm deugro, major engineering, procurement and construction projects in the region have either been put on ice or canceled.

"If I look back at the budget discussions we had last year, the outlook for this year was actually quite positive, with a number of projects in the pipeline. Unfortunately, that has just not materialized."

"The problem we are having right now – and this is very specific for the project logistics industry – is that we

are running into a gap. And even if now they start awarding, let us say at the end of the year ... there is nothing that is going to move until June. That is the biggest risk for the region."

Another major risk for countries such as the UAE and Qatar with their high non-national populations is staff redundancies: as contracts have dried up, companies have been forced to slash jobs to save costs.

Tens of thousands of blue-collar migrant workers, many of them from the Indian Subcontinent, have either returned to their own countries or have been left in limbo – no job and no way to pay for flights home.

Expat executives who have been laid off also face an uncertain future. Those made redundant in the UAE for example, where residency is linked to employment, have little choice but to find another job or leave the country.

And as non-nationals across the board pack their bags and pull up stakes, populations shrink, and economies suffer.

"Nobody knows as yet how many expats had to leave or will leave in the near future. The industry has been hit and many good people have been let go," a Dubai-based legal source told *Breakbulk*. "Once trade picks up again it will take some time to replace experienced people."



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# Regulation UE 2019/452 On Foreign Direct Investment Comes Into Application

As of yesterday, 11 October 2020, the EU Regulation 2019/452 of 19 March 2019 ("Regulation") on the control of foreign direct investment is directly applicable in Italy. The aim of the Regulation is to establish a common system among Member States of the European Union in order to monitor foreign investment. With this Regulation, the European Union provides itself with ad hoc screening mechanisms for operations with a potential impact on security and public order in the territory of the Union and an additional instrument to protect strategic activities.

This legislation is the result of a geopolitical framework marked by the desire to exercise greater control over economic activities within member countries, in the light of certain economic changes. Even more recently, concerns have been raised by multiple parties concerning activities carried out by non-EU actors - including governments of foreign countries - who could have taken advantage of the economic shock resulting from the pandemic to acquire critical businesses and activities in the EU for small amounts, given the EU's current economic vulnerability.

In its Communication of 13 March 2020, the Commission stated that "*Member States must be vigilant and use all available instruments at EU and national level to prevent the current crisis from leading to a loss of critical resources and technologies*". Among them, the Commission included, in a note of 26 March 2020, in particular (but not exclusively) those related to the health care supply chain.

According to Article 4 of the Regulation, among the factors to be considered in determining whether a foreign direct investment may affect security or public order, their potential effects may be taken into account on the following sectors:

- critical infrastructure, whether physical or virtual, including energy, transport, water, health, communications, media, data processing or storage, aerospace, defence, electoral or financial infrastructure, and sensitive facilities, as well as land and real estate crucial for the use of such infrastructure;
- critical technologies including artificial intelligence, robotics, semiconductors, cybersecurity, aerospace, defence, energy storage, quantum and nuclear technologies as well as nanotechnologies and biotechnologies;
- supply of critical inputs, including energy or raw materials, as well as food security;
- access to sensitive information, including personal data, or the ability to control such information;
- the freedom and pluralism of the media.

In any case, the Regulation sets the responsibility for the final assessment over foreign direct investments in charge of the Member States, providing, however, for a coordination mechanism under the European Commission and for obligations of cooperation between Member States, ensuring appropriate management of ongoing procedures and confidential information. Therefore, the coming into application of the Regulation will have direct consequences on the internal regulations of the single Member States, providing for a lengthening of the decision-making procedures, especially in the context of transnational operations subject to more than one jurisdiction.

With reference to Italy, the Regulation will have an impact on the so-called Golden Power legislation (d.l. 21/2012, as converted into Law no. 56/2012 and subsequent amendments), which has long endowed the Italian Government



with **special powers** to control foreign investments in **Italian companies holding assets or having legal relations considered of strategic importance for national interests in certain sectors** (defense and national security, cyber security and 5G, energy, transport and communications, as well as the sectors referred to in Art. 4 of the Regulation, as specified below).

Specifically, such legislation imposes **an obligation** on the investor or transferor party, as the case may be, **to notify** the Presidency of the Council of Ministers of any acts, resolutions or corporate transactions that have as their object or effect the change of ownership or availability of the above-mentioned assets or relations, with different thresholds of relevance depending on whether they are intra-EU investors (in such case, acquisition of control) or extra-EU investors (in such other case, also concerning acquisitions of minority interests).

The notifying party shall provide full information in order to enable the Government to (i) **veto** the relevant act or transaction, (ii) **impose particular requirements or conditions** on the execution of the relevant act or transaction, (iii) **refrain from exercising such powers**.

In this respect, due to its content, the Regulation will require the Government to:

- **conform to the factors of evaluation** while assessing the effects of a foreign direct investment (Art. 4 of the Regulation);
- **notify the European Commission** of the communications received regarding relevant transactions;
- **comply with the time limits necessary to obtain the opinion of the European Commission** on the transaction.

For the sake of completeness, it should be noted that the Italian emergency legislation related to the diffusion of Covid-19 has anticipated the effects of the Regulation with regard to some of these aspects. See, in this regard, the previous in-depth analysis [available here](#).

The **Liquidity Decree** (Law Decree no. 23/2020), in fact, by providing for some temporary changes to the Golden Power legislation, made **express reference to the sectors and assets of strategic importance** indicated in article 4 of the Regulation, with the consequence that it was in fact implemented in Italy well before its formal application. The Golden Power legislation, however, identifies the relevant sectors in a general manner and, given that, **further governmental decrees** need to be adopted to identify the specific assets and relationships that fall within the scope of application of such legislation. This identification, to date, can be considered complete only with reference to certain sectors such as, for example, defence and national security. Pending the complete adoption of the detailed regulations, therefore, the Regulation has become the reference legal text for the interpretation of the Golden Power legislation. Therefore, it is highly recommended, in the light of increasingly pregnant measures aimed at controlling foreign direct investments, to address to professionals with specific expertise in the sector who can offer a preliminary assessment of the strategic importance of the transaction in accordance with the Golden Power regulation, as supplemented by the mentioned Regulation.

#### CONTACTS

##### **LCA Golden Power**

[LCAGoldenpower@lcalex.it](mailto:LCAGoldenpower@lcalex.it)





# Amarine Shipping exports the frozen chicken from Korea to Vietnam by own brand name "Amarine Korea"



## Dear MPL members



For over 20 years I have been working in logistics business field. I used to work for shipping carrier, international freight forwarder and now I am the president of forwarding company. However I didn't know what exactly my customers need before I've made my own trading company. Why they are angry with me, why they complain about such a small mistake, why they demand lots of service with small profit. Now I know one thing clearly "They just need the exact information in time to make lots of documents for trading."

"Forwarding job is doing small things with great love for customer."





# AGL CARGO

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The last OTO meeting was a great opportunity to meet our already friends online and also get-to- know some new ones ! In March 2021, we will be there again – looking forward to an even greater event ! See you soon!

**Mauricio Gulfier** –  
Managing Director  
AGL Cargo Brasil





# MSF GROUP

Georgia

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Best Regards ,

Team of **MSF Group** Georgia .



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# MURCHISON

URUGUAY

**MURCHISON**  
URUGUAY



## MURCHISON URUGUAY ANNOUNCES NATIONAL EXPANSION

As part of its growth strategy for 2021, Uruguay's leading logistics company, Murchison, is proud to announce confirmation from the country's National Ports Administration (ANP) that it has secured 2000 m2 in the Port of Paysandú in which to expand its operations.

The Port of Paysandú, located in Uruguay's third largest city, is the second most northern of country's eight ports and deals with cargo that needs to be transferred from oceangoing ships to shallow-draft vessels that can navigate the Uruguay River to the north of the country.

The space allocated to Murchison at the port will be used to load and unload goods for storage and/or further transportation, as well as provide space for empty containers waiting to be used.

'This is an exciting partnership for us,' says MPL representative and Commercial Manager, Diego Penela, 'The ANP's decision will not only help develop the area with the provision of modern port services and facilities, but also provide the Administration with increased revenue.'

'This will be our third distribution centre and will provide new opportunities, access and capacity for our clients across the world.'

For more information, visit <http://www.murchison.com.uy> or contact Diego at [dpenela@murchison.com.uy](mailto:dpenela@murchison.com.uy).



# TRANSMODAL

USA



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chaos to order, confusion to clarity.

It can turn a meal into a feast, a house into a home,  
a stranger into a friend.

Gratitude makes sense of our past, brings peace for today  
and creates a vision for tomorrow”





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Customers don't expect you to be perfect. They do expect you to fix things when they go wrong

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### OTHER BRANCHES & ASSOCIATES

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OTHER AFFILIATES:



November 2<sup>nd</sup>, 2020

## eManifest/eHBL going live in Canada

For all our partners familiar with the ACI submission for shipments destined to Canada, please note there is a new mandate from Canada Customs – “**eManifest**” being implemented. It requires submission all House Bill data for goods destined to a Canadian location, ahead of cargo movement from origin (port /airport). There are specific time frames that must be adhered to, in order to fulfill this customs obligation. The ACI data submitted under the previous customs mandate has been expanded to include additional data filing. In order to comply with this Customs initiative, we request our partners and agents to familiarize themselves with this new Canadian Import regulation relating to eManifest filing. Currently in the initial phase, the program will be fully implemented on 4th January, 2021 and will result in penalties for shipments that do not have eHBLs filed within the time limits.

### What is eManifest?

eManifest is a term used to describe the advanced electronic conveyance of freight information to customs officials prior to the shipment arriving at Canada’s border. Customs officials use eManifest data to determine admissibility and to assess the level of risk associated with inbound and outbound shipments. Carriers are required to submit advanced electronic cargo and conveyance information (eManifest data) to customs as part of their process, Offshore Forwarders must provide eHBL data to the Canadian Forwarder prior to cargo movement.

### What is eHBL and who files an eHBL?

eHBL is a data set normally found on the freight forwarder/Non-Vessel Operating Common Carrier (NVOCC) house bill that must be transmitted within specified timelines to CBSA (Canada Border Service Agency). A Freight forwarder registered with CBSA for a Forwarder Carrier Code (8000 series) is able to file data through a direct link to CBSA or through a service provider who may file the eHBL data on their behalf. In most cases, it will be the Canadian Forwarder listed on the MBL /MAWB registered with Canada Customs that arranges such filing.

### Time Frames for eManifest submission:

eManifest data can be filed up to 90 days in advance of cargo movement. In order for Cole International to assist with eManifest filing, we request our partners provide us eHBL information – Marine mode 72 hours prior to loading, Air mode 48 hours before flight arrival, Rail mode 24 hours prior to arrival at border, truck mode 12 hours prior to arrival at the border.

### When does eManifest come into force?

- 1<sup>st</sup> Nov 2020 until Jan 4<sup>th</sup>, 2021 Testing / Voluntary submission phase
- Jan 4<sup>th</sup>, 2021–Jun 4<sup>th</sup>, 2021 informed compliance - CBSA will apply AMPS penalty notices to Forwarders.
- Jul 5<sup>th</sup>, 2021 – Monetary penalties apply for missing or incorrect filing of eManifest.

### What happens with direct shipments moving on carriers B/Ls? (i.e. no HBLs are issued)

The responsibility for submitting the customs data lies with the Carriers / NVOCC / Airlines. The carrier will submit the data set directly to Canada customs based on their bills of lading / Airway bill. Cole International will not submit any data as HBL has not been issued and origin forwarder must ensure to provide all details to the carrier.

**To support our Partners become compliant with this Customs mandate and to fully understand the impact on the movement of your goods destined to Canada, please contact Global Network Manager - [atul.roy@coleintl.com](mailto:atul.roy@coleintl.com) for further details.**





# NEWSLETTER

OCTOBER 2020



## A Successful Door-to-Door Shipment From Busan Korea to Kuwait.

The month of October began with the completion of a successful Door-to-Door Shipment from Busan Korea to Mutla Project Site in Kuwait by the expertise team of Phoenix International. This shipment consisted of a 6 x 40' dry cargo container, a 1 x 40' flat rack container and a break-bulk main body of 135 cbm/55 ton.

Due to an increase in the no. of COVID-19 cases in Kuwait, the laws have been strict in terms of worker's safety and work conditions. This had turned the economy bad and difficult for the team to operate successful. With the help of coordinated teamwork and strategic planning from the heads of the organisation, they could overcome this stressful situation.

Thankful to the Operation Head - Mr Sajid Sibhai, the team smoothly handled the shipment process from start to end, and delivered it within the time frame specified to the client. That brought them the feeling of customer satisfaction - which is one of their key strength in this industry.

## CELEBRATION OF THE MONTH

### A Much-Needed Welcome Of The Co-Founder Of Phoenix International

Mr Sajid Sibhai - The Co-Founder of Phoenix International was warmly welcomed on his return after seven months to Kuwait. Due to the pandemic situation, travel got banned from India to Kuwait. Though the team was always guided by his virtual presences great relief for all the team members in the organisation, as he acts as a beam to their goals. And this tends to be an event of big joy and the organisation celebrated it as a small office party.



# FMG

## RUSSIA



### St.Petersburg – Autumn

Despite this time of season is called as «Fall», we are always trying to keep color mood in our northern hearts for live and for work. Our parks became orange from green, and all the environment

turns golden. For us cold weather isn't a matter. Everybody likes sunny days, but we haven't many of them at our cloudy city. That's why the only positive way is to keep bright thoughts and fresh view.

Our company is trying the best to make the work in such professional and kind way. It's our philosophy, the goodness and the mastership will help at changing world.





# LOGISTEEL

## ITALY



**W**e've successfully completed a door-to-door shipment from Far East to Italy of three parts of die casting machine. Each part 4500x4200x2500mm, weight about 65 tons. Supporting our customers step-by-step and offering the most competitive transport solutions are the keys of every great shipment achievement





## Hello everyone!

We are proud to announce that we have opened a new and modern office closer to Prague airport so we can be closer to your consignments!

We are not familiar with the word „impossible“ or with the phrase „can not“ because we believe that anything is possible.

It is our motivation to find a suitable and smart solution for every shipment.

If you are looking for air, sea, rail or even road freight we are here for you. Our goal is to be with our customers on their way to success.

Get in touch with us!

Contact us via email at [info@cargofly.cz](mailto:info@cargofly.cz).



# CARE MPL

## ITALY



The network's official Insurance broker!

Based in Italy and Switzerland, we can cover you worldwide thanks to our many correspondents across the globe.

Get in touch for a **bespoke marine, cyber or business travel Insurance** proposal!

Cristian, Matteo and Rosalyn and indeed the whole team will be happy to assist you in a timely and professional way.

### Our most succesful marine insurance products among MPL members:

- All risks cargo insurance
- Freight Forwarder's liability insurance
- Warehouse cover
- Marine charterers' liability insurance

CONTACT US FOR A QUOTE:

Matteo Albertini

[matteoalbertini@brokercare.com](mailto:matteoalbertini@brokercare.com)



# CARE MPL

ITALY



## THE IMPORTANCE OF CARGO INSURANCE

6 reasons to insure with us!

1. Be reimbursed for the full value of goods
2. Be covered in case of general average
3. Be insured on an all-risks basis
4. Enjoy our assistance when issuing certificates
5. Enjoy competitive rates
6. Have your claims professionally managed





# CARE MPL

ITALY



Care MPL provides you with Cargo Insurance against material damage/physical loss to the goods for their owner according to ICC A, the widest all risks standard available on the market, with very few exceptions.

The policy is your name so you're in full control in the event of a claim or if further coverage is required. The policy wording has been developed exclusively for MPL members!

Almost any type of goods can be covered and also while in storage in the ordinary course of transit, for extra peace of mind.

## WHY PUBLISH IN THE MPL NEWSLETTER

Our **MPL Newsletter** keeps your co-members up-to-date with your latest company news, industry, market trends, views, new staff appointments, and promotes upcoming new mandates.



- BUILDS RECOGNITION

- MAINTAINS RELATIONSHIPS

Building loyalty may not happen overnight, but remaining in regular contact with new and existing members on a regular basis helps maintain your relationship with them in the long term.

- EASILY SHARED

Once received, the Newsletter can easily be forwarded to others with a simple click of the mouse; giving you further exposure and credibility.

- DRIVES REPEAT TRAFFIC

An effective MPL newsletter will drive high quality traffic back to you.

**FINALLY, AND EQUALLY IMPORTANT,** the regular communication achieved with utilizing the MPL Newsletter ultimately nurtures long term relationships, with both new and established partners, and helps keep your company in the minds of the recipients and with an ever-growing audience.

PLEASE SEND YOUR INPUT NOW,  
FOR THE DECEMBER EDITION (OR  
AT LATEST 25<sup>TH</sup> NOVEMBER),  
WHETHER IT BE AN ARTICLE OR  
COMPANY PUBLICITY TO:  
[sandy@marcopololine.com](mailto:sandy@marcopololine.com) and  
[sophie@marcopololine.com](mailto:sophie@marcopololine.com).  
PHOTOS ARE WELCOMED TOO,  
THEY PROVIDE AN INTERESTING  
LINK AND ADD COLOR TO THE  
NEWSLETTER.