

Issue: 16 - April 2016

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The PANGEA LOGISTICS NETWORK Magazine

FREIGHT KEY TRENDS IN 2016

The five key trends in the freight forwarding sector in 2016

NEW WEBSITE LAUNCHING

PANGEA launches new website and new intranet.



CYPRUS GLOBAL LOGISTICS

Deep Ocean Sonar equipment for the search of the missing MH370 plane moved by Cyprus Global Logistics.



ADAM TRANSPORT

ADAM TRANSPORT SERVICES (Hungary) opens new 1300 sqm custom bonded warehouse.



PANGEA MEMBERS NEWS

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Sarah Bidmead's COLUMN

The five key trends in the freight forwarding sector in 2016. Discover the factors that will determine developments in the industry in the present year.

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2016 shows signs of a moderately optimistic economic outlook. The WTO expects international trade to grow 3.9% in 2016, which is slightly higher than the 2.8% reported for 2015, but still below the average of 5% we've witnessed over the past two decades. Although recovery seems to be stabilised in the United States and Europe (to a lesser extent) there is still some concern about the behaviour of some emerging markets, especially in China, even though Asia will continue leading global growth. These five aspects will shape market developments in the freight forwarding sector in 2016. Free trade agreements will accelerate international trade: the Trans-Pacific Partnership Agreement (P4) is expected to be signed in February 2016 and will facilitate free trade among 12 Pacific Rim countries (from the USA to Vietnam or Australia), which together amount for 40% of the world's GDP. It is also expected to close the agreement of the Transatlantic Trade and Investment

Partnership (TTIP) between the European Union and the United States.

Freight transport rates will remain low: the weak growth in demand expected for 2016 will not be able to absorb the existing overcapacity, especially in maritime transport and also to a lesser extent in the air freight transport area. Customers will continue managing very tight budgets, meaning margins will be reduced, and freight forwarding companies will need stringent cost control and greater efficiency.

The change from the globalisation to the regionalisation of transport will be highlighted: global cargo volumes will continue losing ground in favour of the regional flow of goods. This is due to the rise of emerging countries and nearshoring, which brings production closer to the consumer to reduce transport costs. Small and medium-sized freight forwarders have a significant role to play in this new scenario where customer proximity is more important than size.

The cloud will continue reducing the technological divide: cloud based tracking and management solutions are now providing small and medium-sized freight forwarders with access to services that until very recently were only available to the big players. This trend will continue in 2016, and extend to next generation technologies providing improvements in managing transport and logistics such as Big Data, Cloud Computing and the Internet of Things.

Merging will continue, along with collaboration among independent freight forwarders: after a relatively calm period in the last few months, the major operators will start searching for new opportunities to acquire competitors. And in response to them we have the small and medium-sized freight forwarders who will continue to develop collaborative approaches to make better use of the existing capacities, reduce costs and target large accounts, for example, through the global networks of freight forwarders.

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2016 GLOBAL MEETING



The PANGEA 2016 Global Meeting will take place in Abu Dhabi, UAE, from 17-19 October.



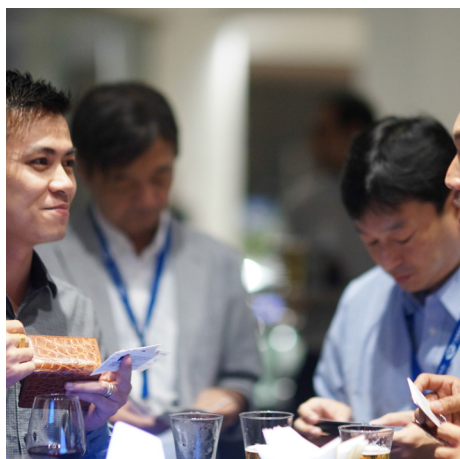
This year's event, named as FREIGHTCAMP 2016, brings together PANGEA and CONNECTA Agents from around the world to celebrate the 5th PANGEA Global Meeting along with the 1st CONNECTA Global Meeting.

Join us at the Global Meeting to grow your business worldwide and benefit from 3 days of excellent Networking with your international counterparts in an outstanding environment. Nowhere else you will have the opportunity to reacquaint with colleagues, meet new partners, exchange business synergies and discover novel opportunities in such a short time.

Come to Abu Dhabi to meet, make business with and enjoy the company of fellow partners from around the world at this unique event. Visit the 2016 Global Meeting webpage for full details.

ONE-TO-ONE MEETINGS

2 Days of Official Meeting program, including the Meeting opening and awards ceremony, group photograph and one to one meetings with the partners of your interest. Discuss personally on your present and future business and make the most of your mutual synergies.



INTERCONTINENTAL ABU DHABI HOTEL

Luxury 5-star Abu Dhabi Resort with a Private Beach and Marina.

Negotiated ROOM RATES for PANGEA Delegates from AED 560/per night (excluding 16% Service charge and taxes)



SOCIAL NETWORKING

Group social activities will be organised all along the event helping us to meet everyone, make contacts and build relationships from the very first moment. Including team building, social welcome reception, evening tour and group dinner, business lunches and coffee



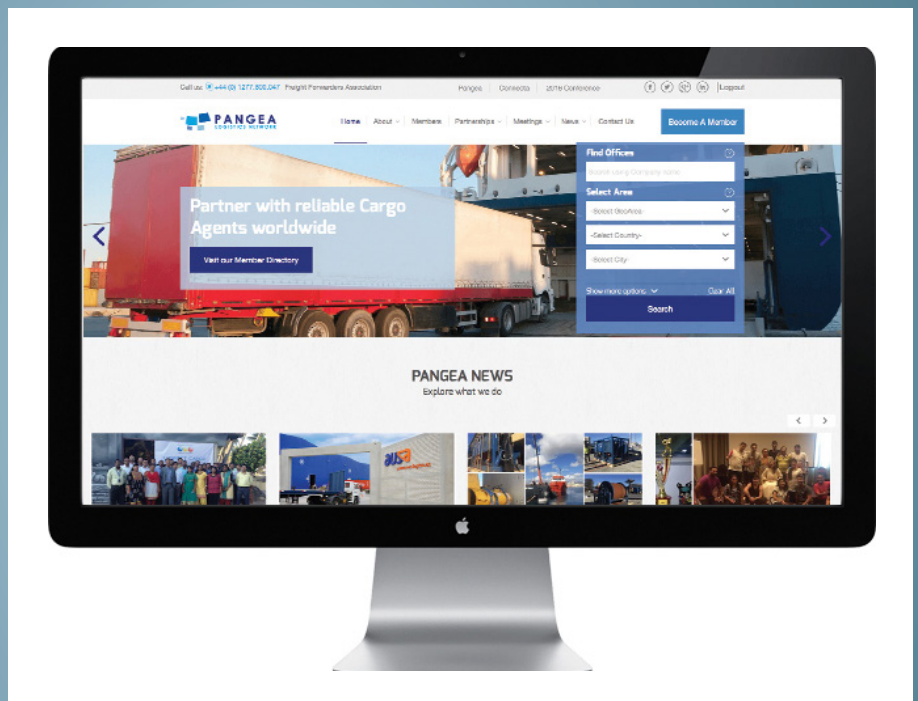
NEW WEBSITE

We are pleased to announce that we have launched a new PANGEA website and new intranet. The renovated system has been developed with a new interface, it is a completely new development programmed from scratch and based in the previous version. We have been able to import all data from the previous system (Directory, Users, News, Shipments, Sales Leads). Please share your thoughts and suggestions regarding the new environment, your input is of great value to help us develop an excellent platform.

We needed to change the interface of the intranet as a starting point in order to allow the implementation of new functions and tools. The new system already includes some new features and we are already working on the implementation of new functionalities that will make a real change in our networking experience, we'll keep you informed as soon as they are

MEMBERS NEWS

Higher visibility of Members news in the public website and intranet.



HOLIDAYS CALENDAR

You can easily drag and drop your annual holidays to the new calendar, as well as view your partners' holiday per date. Soon we will active a system email that will regularly send a summary of Members' upcoming holidays. Upload your holidays in the system so your partners will be advised



PAYMENT MONITOR

Add your invoice details to your registered shipments and you will obtain a statement of your network payments. Further functions will be coming soon related to this new section in order to facilitate the following up of your network payments.

NEW MEMBERS

ASIAFREIGHT LOGISTICS Philippines

AsiaFreight Logistics Inc, new PANGEA Member in Philippines, positioned in major cities: Luzon (Manila), Visayas (Cebu) and Mindanao area (Davao)



AsiaFreight Logistics Inc (ALI), your new PANGEA Partner in Philippines, is a product of thirty years of strong and

successful experience in handling freight and personal effects shipments. Three decades of operations in HongKong, Macau, Indonesia, Singapore, Malaysia, Italy and the Philippines.

AsiaFreight Logistics, a new evolution company formed under a new management team combined

with more than thirty years of wide experienced in freight forwarding and logistics, aimed to bring the company to the next level of service in freight and total logistics.

ASIAFREIGHT PHILIPPINES

AsiaFreight Logistics had a vision of competing itself in the Global Logistics arena, making itself a strong and dominant player primarily for Asian market in preparation to the ASEAN Integration. This strength will enable itself to engage and make its strong presence to US, Europe,

Australia, Middle East, Africa and Eastern Europe market. It envisioned itself to penetrate and capture a wider range of products in semiconductor and electronics, fast moving consumer goods (FMCG's), pharmaceuticals, garments, commercial freight like autoparts and supplies, elevators, escalators, construction equipment and materials, and other Asean trade products, commodities and demand as a result of the ASEAN Integration and the emerging global market.

AsiaFreight Logistics offers a wide array of services, as follows;

International Air & Sea Freight





strategically positioned itself in major cities in Luzon (Manila), Visayas (Cebu) and Mindanao area (Davao) for domestic forwarding and distribution. The company can also provide specific services such as packing, crating, rigging, and other related services.

On December 18, 2015, AsiaFreight Logistics Inc has passed and has been approved and certified to ISO 9001:2008 version by SGS Certifying body, an additional milestone and accomplishment of the organization.

Forwarding

Customs Clearance and
Brokerage Services
Warehouse and Distribution
Trucking & Domestic deliveries
Freight and Tariff consultancy
Documentation and Processing
Special Door-to-Door service
On Board Courier & Hand-carry
services

Packing & Crating service
Storage and Domestic
distribution

Co-load services and worldwide consolidation

On-site logistics & services
Personalized service and
tailored fit solution
They are located in a more than
5,000 sqm facility sufficient to
provide a total logistics service
package such as customs
clearance & brokerage,
warehousing, trucking & delivery
and domestic distribution.
AsiaFreight Logistics Inc has

ASIAFREIGHT LOGISTICS

Pls. visit www.asiafreight.com.ph
for more information



AUSA, new Member in Peru, leading logistics partner at 1st place in Peru's Customs Agents Ranking

AUSA

Pls. visit www.ausa.com.pe for more information



USA, your new PANGEA partner from Peru, is a leading company that offers Integral

Solutions to international and local trade operations since more than 3 decades ago.

Company strengths:

- 34 years providing Customs Clearance service
- 1st place in Peru's Customs Agents Ranking for 7 years in a row
- Nationwide presence in Peru's main ports
- On-line Tracking
- Staff of over 650 employees
- Own fleet of 54 transportation

units

- Associated fleet of 200 transportation units
- Own Distribution Center of 42,000 m2
- A World-Class System: WMS DLx Red Prairie
- Integral Logistic Service through one simple contact

Integral Logistics services:

- Transport & Distribution
- International Trade Consultancy
- Administration of Improvement Regimes
- Storage & Inventory Control
- Global Order Tracking
- International Transport Services
- Customs Clearance Service

AUSA counts on qualified and experienced staff, which plays daily activities supported by adequate infrastructure, computer systems, last generation communication technology and transport units that facilitate the efficient and timely provide services. They are a professional team specialized in foreign trade and International logistics, offering constant advice and supporting along the execution of customer's operations

The Company also disposes of a technological communication platform AUSA On Line (AOL) that allows every user to be informed on the status of their



AUSA

PERU

soluciones logísticas

operations in real time, as well as the following infrastructure and equipments:

- 42,000 m2 of Warehouse and inventory control
- Authorized Customs Warehouse and Simple Warehouse
- Warehouse Management System (WMS DLx Red Prairie)
- Covered, uncovered and racks storage services
- Maneuvering area able to attend 70 cargo transport units simultaneously
- Loading and unloading dock, with a 1.2 mt high according the maneuvering area
- Dock levellers for stevedoring of the transport units
- 02 Balances of 60 TN (out &

inside)

- Closed Circuit Television System (CCTV). Day and night control. Digital information back up
- System of early detection of fires Patterson bomb (listed), with a capacity of 2,000 GPM – 160 PSI, and a engine of 340 HP – 2,100 RPM
- Sprinklers ESFR
- Fire cabinets Type II and Type III Racks
- Racks Storage capacity: 15,500 pallets, Storage height: 13 meters
- Warehouse Standard: Standard Pallet EAN Peruvian technical Standard- NTP 350.200 2006
- Covered Warehouse Height : 6 meters, Storage Services in floor and covered warehouse

(Bulky products, Machinery, Raw materials and inputs), Capacity : 8,800 m2

- Uncovered warehouse Storage Services in floor (machinery, raw materials and inputs), Capacity: 7,000 m2
- Trucks for all kinds of cargo, own fleet of 50 transportation units
- Associated fleet of 200 transportation units
- Trucks equipped with communication and GPS system
-
- Fleet with the respective permits for transport controlled and dangerous cargo
- AUSA fleet goes around throughout Perú





CODOGNOTTO

Pls. visit www.codognotto.eu
for more information

CODOGNOTTO INDIA

Codognotto Logistics India, was set up in India in December 2010, a wholly owned Codognotto group, based out of Pordenone, a province located in



prompted them to expand their network and services not only within Europe but also to look for opportunities into Asia, and other parts of the world.

Today, in India, we have set up offices in Mumbai, Bengaluru, Chennai and Delhi, with service partners in Calcutta, Pune, Cochin and Ahmedabad, which allows us to provide pan India service, not only for air and ocean shipments, but we

have also had the opportunity to sell the warehousing and distribution services for some of our customers based out of India. This in effect has led us to work with customers need based requirements, thereby providing personalized services to our valued customers... needless to say; "providing flexible logistics solutions to our customers" have been the focus right from the start.



odognotto Spa Srl, is one of the largest trucking companies in Italy, having their own network across Europe, Eastern Europe and parts of Russia. Their core activities being warehousing, logistics, transportation and rail ramp deliveries. With a fleet of 641 trailers and 367 trucks, they have been dealing with global accounts like IKEA and other such companies, which today has



Types of Business they handle:

RMG
Pharmaceutical
Electronics
Electrical
Furniture and Fixtures
Machinery
Toys
Automotive
Railways
Tyre Consumer and Durables
Projects and Exhibitions
Special equipments
Second hand machinery

Through our team we have has best knowledge in

handling customs clearance of Import and Exports. Our customer service team provide you economical quote and keeps you on track of all logistics activities we deal with you to help you remain peaceful and updated of your business with us.

National offices: Bangalore, Mumbai, Chennai, Delhi

For further details kindly refer to our website www.codognotto.eu which gives a brief about our activities.

DIRECT FREIGHT SOLUTIONS JORDAN

Direct Freight Solutions was established in 2004 in Jordan. Direct Freight Solutions is managed by young Jordanian experts always seeking for improvement and has become one of the best shipping companies in Jordan well known in accuracy and multiple solutions providing.

Direct Freight Solutions today is presenting all types of transportation and is continuously seeking for improvement within the region, and is considered an active element with it's agents/offices extensively located in the major cities all over the world and is well known in accuracy, effectiveness, and the multiplicity of shipping solutions.

Direct Freight Solutions has always been a customer oriented establishment, translating its customer needs and requirements towards improving its services to match the client's anticipation, by providing multiple service choices such as Air freight, sea freight, land freight, customs brokerage, import and export courier services, and logistics.

Pls. visit www.freight-direct.com for more information.

NORTH AMERICAN FREIGHT FORWARDING CANADA

North American Freight Forwarding provides a wide variety of solutions for today's changing transportation world.



North American Freight Forwarding Inc. (Members of IATA, FIATA, CFI and BBB) is an International full service Freight Forwarder in Canada, founded in 2005, their focus has been on value added services to clients.

North American Freight Forwarding services include the handling of;

- Air and ocean import and exports
- Scheduled trucking between Canada/USA/Mexico
- Customs Brokerage
- DG & Personal Effects
- Oversized goods
- Radio-Active and Military
- Crating, documentation and Distribution
- Inland trucking and flat bed services

With decades of experience and the commitment to technology, their efforts to fulfill the needs of clients drive them to continually reach new heights.

All of their services are customized to each client's needs and requirements. They fit their service to the customer not our customer to the service.

**NORTH AMERICAN
FREIGHT FORWARDING**
Pls. visit www.naforwarding.com
for more information



SANYO LOGISTICS

JAPAN



Founded in 1958, SANYO LOGISTICS, was since it's inception involved in the distribution channels of fruits, vegetables and food in Tokyo and subregion.

In response to the demands of the urban population and industry, SANYO LOGISTICS has expanded it's services scope and reach. At present they manage the transport of all type of cargo, including dangerous goods, exhibition and event cargo, as well as warehousing, packaging, processing and distribution services inside Japan. They offer full coverage all through Japan for the delivery and pick up in any point around the country with their

own specialised fleet of trucks and vehicles.

The values of SANYO LOGISTICS remain centred in their professional team members, use of technology improvements and offering value-added logistics services to customers and partners.

As the Company keeps growing, they are looking for increasing their international connections and to establish long term cooperation worldwide.

SANYO LOGISTICS

Pls. visit www.sanyo-logi.com for more information

HIND FREIGHT SERVICES India

Hind Freight Services Pvt. Ltd.,
new Member in INDIA, nation
wide coverage at 45 locations



Hind Freight Services Pvt. Ltd., your new PANGEA Partner in India, is a leading provider of Custom clearances and allied logistics services in India.

The Company disposes of own offices at 45 locations offering a nation wide presence. They count on their own Custom house license and a team of experienced Professionals for complete End to End Solutions and dedicated teams for Coordination and documentation for uninterrupted flow of information.

Hind Freight Services Pvt. Ltd. state of art infrastructure and systems in place, include:

- CFS at NHAVA SHEVA, 75 acres Rail linked CFS facility
- Category 1 license for pan India operations and fleet of 21 rakes for RAIL transportation
- Fleet of 400 trailers to cover Inland locations for ROAD transportation

Major activities of Hind Freight Services Pvt. Ltd. include:

- Licensed Custom House Broker
- Freight Forwarding
- Overseas Handling
- Multimodal Transport Operator
- SEZ Consultancy and Operations
- Project Cargo
- 3PL and 4 PL

Hind Freight Services Pvt. Ltd. handles all type of cargo and Freight forwarding sevices including:

SEA FREIGHT

- Full Container Load Services (FCL)
- Less Than Container Load Services (LCL)



Special Equipment (OOG, FR, OT)
 Dangerous Goods Handling
 Door to door services
 Custom brokerage and clearance
 Personal effects & Packaging services
 Roll-on Roll-off (RO/RO)

AIR FREIGHT

Door delivery & pick-up
 Air Consol / De-consol Services
 Custom Clearance & Documentation
 Air to Air Transshipment Services
 Air to Land Transshipment Services & Vice Versa
 Air to Sea Transshipment Services & Vice Versa
 Hub to Hub and Point to Point
 Air Charters
 Perishable Transport Services

LAND TRANSPORT

Full Truck Load Services (FTL)
 Less than Truck Load Services (LTL)
 Door to door deliveries
 Special services available for deliveries to and from
 airports and seaports.
 Documentation services

WAREHOUSING AND DISTRIBUTION

Palletised and non-Palletised storage
 Oversize cargo storage
 Open yard storage
 Temperature controlled storage
 Dangerous goods storage
 Inventory & Materials Management
 Perishable transportation
 Valuable goods transportation
 Stock analysis
 Customs Clearance
 Weighing

Consolidate and Re-ship
 Local Deliveries
 3PL and 4PL services

VALUE ADDED SERVICES

Package Modification
 Reconditioning
 Packing, sorting, labeling, inspection, bundling
 operation
 Order keeping & Order processing
 Hand Assembly
 Stretch/Shrink Wrapping
 Cross Docking
 Palletisation/De-palletisation
 Tea Blending Services
 Marking & Assembly
 Flexible Scheduling
 EDI Capabilities

HIND FREIGHT SERVICES

Pls. visit <http://hindfreight.com/>
 for more information



YOUR PARTNERS' STORIES

ADAM TRANSPORT HUNGARY

ADAM TRANSPORT SERVICES (Hungary)
opens new 1300 sqm custom bonded
warehouse

The constant growth of ADAM TRANSPORT SERVICES (ATS), your PANGEA Partner in Hungary, has led them to move their operations to a bigger and better warehouse.

The new warehouse is already operative and running, offering the following features:

- » 1300 square meters (used to be 800)
- » 4 warehouse workers (used to be 3)
- » 2 forklifts (used to be 1)
- » Additional warehouse staff: 1 administrator and one warehouse manager
- » Full height warehouse stands for maximizing



capacity

- » 2 warehouse entrances
- » Rainproof, 6 meters long ramp
- » Own service rooms – office, kitchen, restroom, etc.
- » 24 ton trucks can

approach the warehouse

- without entrance permit
- Trucks can stay at the warehouse overnight in a closed parking place
- » BUD airport plus 2 major motorways, M0 and M5 are all within 10 minutes reach

Last but not least, it is also a

custom bonded warehouse closely cooperating with ATS own customs broker.

ADAM TRANSPORT

Pls. visit www.atskft.com for more information



CONNECT CARGO

Pls. visit www.connectcargo.com for more information

CONNECT CARGO INDIA

CONNECT CARGO (India) celebrated its Annual Business Strategy meeting



Connect Cargo, your PANGEA partner in India, had its Annual Business Strategy meeting from 8th to 10th of April in Chennai, of special relevance this year as the Company celebrates its 30th Anniversary.

On the picture the Connect Cargo Key Sales and Operations delegates along with branch heads of Delhi, Mumbai, Chennai, Kolkata, Bangalore, Hyderabad, Tuticorin and H.L.Santharam, CEO of Connect Cargo.

CHS GROUP FINLAND

Finnish Olympic Committee chooses CHS Group (Finland) as its long-term logistics partner



The Finnish Olympic Committee has chosen the Finnish CHS Group as its logistics and forwarding partner, and the parties have signed a long-term agreement on co-operation. This partnership is of significant importance to the Finnish Olympic Committee, for during the current Olympiad, a total of 14 teams will travel from Finland to different

sports events. This emphasizes the crucial role of functioning logistics and forwarding services in the competition activities of the Finnish Olympic Team.

The number of international competitions with several sports disciplines has increased. In addition to the Summer and the Winter Olympics as well as the Paralympics, the Finnish Olympic Committee sends teams to the European



Official Partner of Olympic Team Finland

CHS GROUP

Pls. visit www.chs.fi for more information

Youth Olympic Festival (EYOF), the Youth Olympic Games (YOG) and the Universiades. The co-operation between CHS Group and the Finnish Olympic Committee becomes concrete for the first time in May, when the sea freight for the Finnish Olympic and Paralympic Teams leaves the Port of Helsinki and heads towards Rio de Janeiro.

The Finnish Olympic Team's preparations for the Summer Olympics in Rio de Janeiro are well under way. A new, somewhat different logistics challenge is ahead at the beginning of 2018, when the next Winter Olympics will be held in PyeongChang in South Korea. Within the close co-

Additional information: The Finnish Olympic Committee manages and develops Finnish world-class sports in an ethically sustainable way towards international success. The core unit of the Finnish Olympic Committee is the Finnish World-Class Sports Unit, which manages and coordinates the activities of the Finnish world-class sports network.

CHS Group is a privately-owned Finnish company operating in international logistics, transportation, warehousing, supply chain management, and forwarding services including customs clearance. CHS Group also offers specialized logistics services

" We are very pleased to be able to concentrate our energy on promoting sports, as we can be confident that our freight will arrive reliably to the destination. We are sending by sea to Brazil, for instance, the bikes with which our athletes will cycle in the Olympic Village. In addition to these, our teams' other equipment as well as various Finnish products and foodstuffs, which are used to create a cosy atmosphere reminding our athletes of home in the Village, are transported in containers to Rio. The functioning and trustworthiness of logistics is further enhanced by the fact that our athletes' sailing boats will be transported from Europe to South America through a unique arrangement specific to different countries", describes Leena Paavolainen – director of the Olympic Games unit responsible for the Finnish Olympic Team's preparation process on the road to Rio.

operation between the Finnish Olympic Committee and CHS Group, which will continue until 2019, high-level working models will be set up to ensure the reliable transportation of the Finnish Olympic Team from Finland to anywhere in the world.

such as event, exhibition and culture logistic, life science logistics, and technical distribution.

CHS Group works in close co-operation with Airlog Group in Sweden and Denmark

" We are pleased and honoured of the beginning co-operation with the Finnish Olympic Committee. In CHS Group the unit taking care of sports logistics, i.e. the transportation and freight forwarding of the Finnish Olympic Committee in practice, is CHS Expo Freight. We have extensive experience in specialized logistics and I have personally taken part in arranging transportation to the Winter Olympics in Vancouver and Salt Lake City. Now that we are heading towards the Summer Olympics in Rio de Janeiro, we have already begun to prepare the smooth running of the Finnish Olympic Team's transportation needs. I find this early preparation very important as Brazil's customs requirements are challenging. I am, however, confident that we will be able to secure functioning transportations, as CHS Expo Freight has well-chosen professional co-operation partners at the destination", comments Heikki Mattola – director of event logistics at CHS Expo Freight.



Deep Ocean Sonar equipment for the search of the missing MH370 plane moved by Cyprus Global

Y

our PANGEA Partner in Cyprus, CYPRUS GLOBAL LOGISTICS has

been appointed with the mission of positioning 38,746kgs of Deep Ocean sophisticated Sonar equipment from Limassol to Singapore.

The requirements of this project were to assure the arrival of the Sonar in less than 7days transit so it could be fitted on a vessel for the search of the missing MH370 plane.

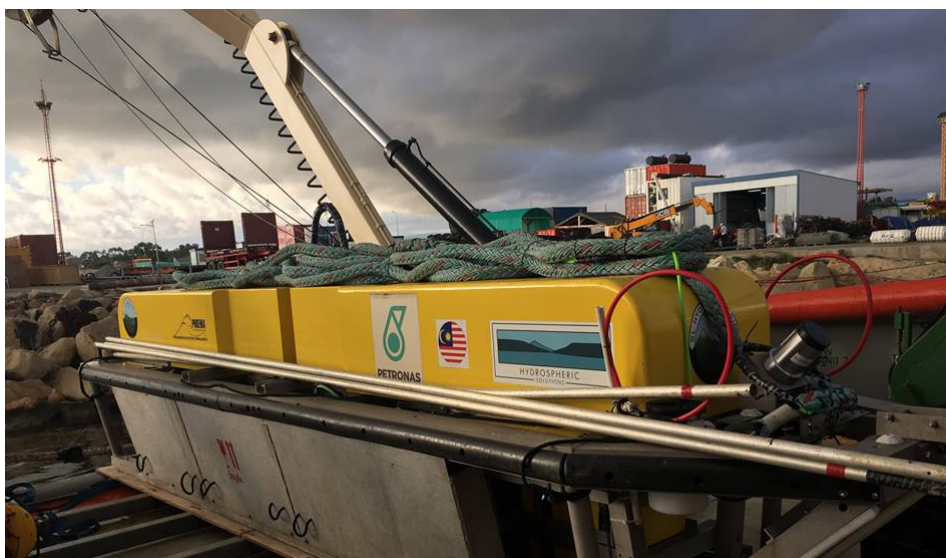
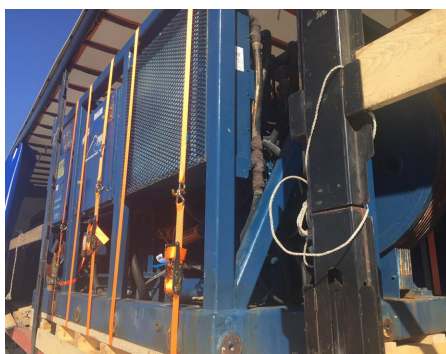
It's been an exhaustive long project for all of the parties involved, they all worked through the clock and finally after 38,746kgs of cargo, 2 freighter aircrafts engaged, 14,163kms by sea/road/air, tons of passion and determination overdose,

the project was successfully completed.

The shipment sailed on Friday 11th March from Limassol port on Ferry to Lavrion, with 3 full trucks. Then it was driven from Lavrion to Luxemburg in 2days. After that, it flown from Luxemburg to Singapore on 2 cargo flights, and eventually there in time after 7days as initially planned.

//

After covering a distance of over 1/3 of the planet, the project was completed with every success and glory. Agents, principals, assignors and above all customers were happy with the on-time delivery and thrilled with the results. A huge thanks to all colleagues and associates for making this happen. I am sure we all have a new bedtime story to tell", proudly remarks Andreas Andreou, Managing Director at CYPRUS GLOBAL.



CYPRUS GLOBAL LOGISTICS

Pls. visit cyprusgloballogistics.com for more information

FJT LOGISTICS AUSTRALIA

FJT LOGISTICS

Pls. visit <http://www.fjt.com.au/> for more information

New Container Weight Verification Requirement by FJT LOGISTICS (Australia)



FJT LOGISTICS, your PANGEA Partner in Australia, is pleased to inform you that

the container weight verification global requirement as outlined by the Safety of Life at Sea Convention (SOLAS) will be enforced on July 1, 2016. All shippers, will be responsible for the verification of the packed container's weight or run the risk of missing an intended sailing if Verified Gross Mass (VGM) documentation compliance is

ignored.

Major incidents and accidents resulting from overweight containers have prompted the international shipping community to take action in order to prevent incorrect weight declarations. The International Maritime Organization (IMO) in collaboration with industry representatives has therefore adopted specific rules as part of the SOLAS Convention. The purpose of the VGM requirement is to obtain an accurate gross weight of packed containers

so that vessel and terminal operators can prepare vessel stowage plans prior to loading cargo on ships. The requirement will protect vessel and terminal operators' people and assets, as well as shippers' cargo.

The VGM regulation will impact the communication, infrastructure and processes of all participants in the supply chain. VGM is required prior to shipment. Cargo will not be loaded onto a vessel unless a certified VGM is provided.

SOLAS is part of the IMO (International Maritime Organization, a United Nations Agency). All states (countries) which are members of the IMO have to adopt these VGM rules either in their original form or with additional requirements in accordance with local/national laws or rules. Enforcement and "policing" of the VGM rules remain with the local state (government) authorities, responsible for maritime affairs.

The Shipper (listed as shipper in the bill of lading or sea waybill) is responsible for providing the VGM to the carrier in reasonable time prior to vessel loading.

The VGM consists of cargo weight including packaging and dunnage (securing) materials and tare

weight of container. The Carrier is responsible for relaying the VGM to its terminal. Container means standard containers, tank containers, flat racks and bulk containers.

The Data to be provided to the carrier consists of the VGM and the shipper's (Individual's) authorised signature (can be electronic). Local/national Laws/ Rules might require additional data, processes or documents (e.g. weighing note). The Scale used for weighing has to be calibrated/certified in accordance with local/national Rules.

All packages, packaging and dunnage material are to be weighed and added to the tare weight of the container.

Carriers WILL NOT LOAD containers without having the VGM and shippers should be ready to comply well before July 1, 2016.

As an importer you will need to be sure that your overseas suppliers comply with these rules, as an exporter you will need to comply.

If you require further information, please contact your local FJT office.

GEVATRANS LTD (Greece) ships oversized-overweight Transformers for the GREEK PPC



GEVATRANS
Pls. visit www.gevatrans.gr for more information





EVATRANS, your PANGEA Partner in Greece, continues successfully their project cargo activities.

During February they have moved 600.000 tons of transformers and their spare parts from Derince Port to Lavrio and Eleysina ports in Greece.

GEVATRANS hired 2 vessels in order for 600.000 tons of transformers to be moved from Turkey to Greece on behalf of ALSTOM GRID SPA for the CYCLADES PROJECT where PPC (Public Power Corporation of GREECE) will operate a new Electrical Plant among the Cyclades Islands.

GEVATRANS Project Cargo professional team, also handled the lashing and securing of the cargo at loading point and coordinated the entire procedure.

Both vessels arrived to the offloading port within record 2 days!

GEVATRANS

GREECE



FREIGHT SOLUTIONS INDONUSA INDONESIA

PT. FREIGHT SOLUTIONS INDONUSA (Indonesia)
handled governmental project cargo shipment
for Police forces



REIGHT
SOLUTIONS
INDONUSA, your
PANGEA partner
from Indonesia,
has recently handled various
governmental project cargo
shipments for the Ministry of
Law of Indonesia.

They arranged the logistics
and delivery of several infantry
mobility vehicles for the
Indonesian Police forces. The
image below shows details of
the operations.

About PT. FREIGHT SOLUTIONS INDONUSA

PT. FREIGHT SOLUTIONS is
a freight forwarder founded in
2008, their scope of business
include:

Sea Freight. Shipments for the
export and import activities are
conducted via sea both LCL
(less than container loaded)
and FCL (full container loaded)
to various countries especially
open to the Philippine and
Singapore.

Air Freight. Shipments for the
export and import activities are
carried by air to many countries
and also door delivery services
that can be sent directly to the
recipient's address.

Inland Transportation. Take out
of cargo from the shipper or plan
to be delivered and transported
directly to the customer's
destination.

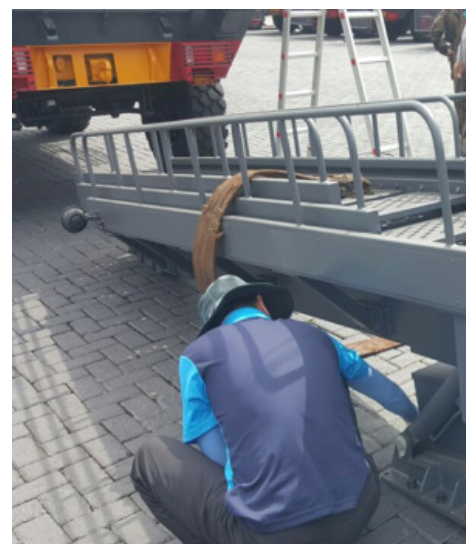
Project Cargo. Handle multiple
projects for the deliveries of
many types of goods such as
heavy goods with require special
handling.

Warehouse. Providing best or
qualified warehouse both export
and import shipment. Then,
those goods will be shipped to
various countries

Personal Effects. Providing
individual goods both export and
import activities. For example,
diplomats who want send the
goods to many countries as
long as they have complete
documents.

FREIGHT SOLUTIONS

Pls. visit www.freightsindonusa.com
for more information.



NEW GLOBE LOGISTIK INDIA

Teambuilding and motivation

In March NEW GLOBE conducted one day workshop "I Excel, I lead", covering youga, meditation, team work, skill building for its employee at an offsite retreat.

The management at NEW GLOBE believe in delivering superior service levels, which can only be achieved by motivated and driven team members.



2016 Freight Forwarders Cricket Tournament

NEW GLOBE LOGISTIK Team, your PANGEA partners in India, won the trophy for 2016 Freight Forwarders Cricket Tournament, which was held in February. Around 12 teams had participated in the tournament and NEW GLOBE team emerged as winner.

Congratulations for another trophy added to your collection!

Carnival stage for the Düsseldorf Parade Shipment

February is Carnival Season in Europe and true to tradition, the team at NEW GLOBE LOGISTIC, your PANGEA Partner in India, had an order for a giant Carnival stage which was a mock up of a medieval castle having a volume weight of over 35 tonnes to be shipped from New Delhi to Düsseldorf to make it in time for the

famous Düsseldorf Carnival Parade.

Needless to say, the NEW GLOBE team worked tirelessly through the night to ensure the shipment was loaded correctly and shipped in time for proper arrival so that their client could celebrate their Carnival in style.



ORIGIN LOGISTICS TURKEY

ORIGIN LOGISTICS (Turkey) moves 5 Mobile Cranes for a construction project in Doha, Qatar



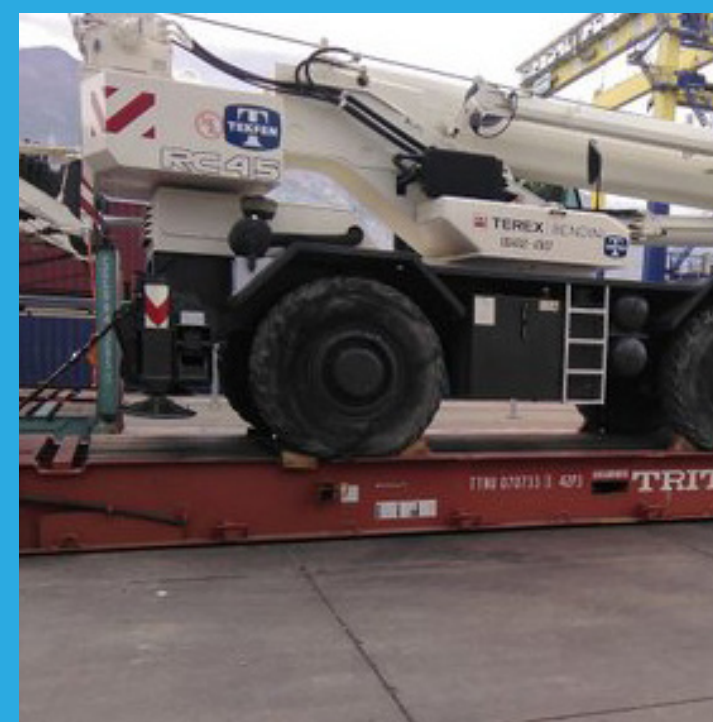
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RIGIN LOGISTICS, your PANGEA Partners in Turkey, continues their project cargo activities from their new branch in Mersin.

Last week, ORIGIN LOGISTICS loaded 5 Mobile Cranes on 5 x 40' FR Containers for a Construction Project in Doha, Qatar.

Below are some pictures of the operations (loading, lashing, supervision).

ORIGIN LOGISTICS Project Cargo professional experts plan and coordinate the entire logistics, from planning the shipping modes and schedules, handling and supervising operations and reporting to customer.



NEW ON BOARD COURIER SERVICE PROVIDED BY OTIM (ITALY)



OTIM Italy

OTIM

Organizzazione Trasporti Internazionali e Marittimi



OTIM SpA, your PANGAEA Partner in Italy, is pleased to announce that now provides on board courier solutions worldwide. They offer a fast service to get small and large shipments to any destination.

24 HOUR OPERATIONS TEAM

OTIM dedicated on board courier team is available 24/7 and will manage every detail of your urgent shipment. It's their job to tailor every aspect of the experience to your exact requirements.

KNOWLEDGE AND EXPERTISE

Providing you with the right on board courier for your requirements based on more than 20 years of experience and OTIM global team of experts.

DELIVERED TO ANY DESTINATION

OTIM couriers have a wide range of VISAs that include China, Saudi Arabia, India and Russia, enabling deliveries to remote locations without any problems

WHY USE OTIM SERVICE?

Personal account manager
24/7 operations
A worldwide network of couriers
Multi-lingual team

Extremely competitive pricing
Global Visa availabilities
Financial security
Experience of over 1000 flights annu-

OTIM

Pls. visit www.otim.it for more information

POLAR LOGISTICS RUSSIA

Polar Logistics (Russia) presents the view on prospects for the development of logistics in Russia



Polar Logistics Russia Chief Operating Officer (COO), Karina Tokina, presented to the members of the Registered Association Finnish-Russian Chamber of Commerce (FRCC) the company's view on the topic: "Prospects for the development of logistics in Russia. Difficulties and solutions. The situation in the cargo transportation from Russia to Europe."

Mrs. Tokina shown to the audience the regular Logistics Performance Index (LPI) that was

calculated by the World Bank in Turku (Finland) first in 2007. According to LPI the Russian logistics market won five positions in the ranking and took the 90th place among other 160 countries in 2014 in comparison with 2012 (the 95th place among 155 countries). Polar Logistics Russia COO noted that the Russian customs still had the greatest negative impact on the index of the country nevertheless there were good prospects for the further growth in spite of some border restrictions.

FRCC logistics and foreign trade club meeting was held on March, 1st in Moscow.



POLAR LOGISTICS
Pls. visit www.polarlog.com for more information.

P

LASCOW
LOGISTICS
your PANGEA
Partners from
Israel, had a

very special and original
celebration for this year's
8th March Women's Day.

The whole team of 25
professionals were driven
by private bus to Izrael
Valley at the North of Israel.
Upon arrival to a vast onion

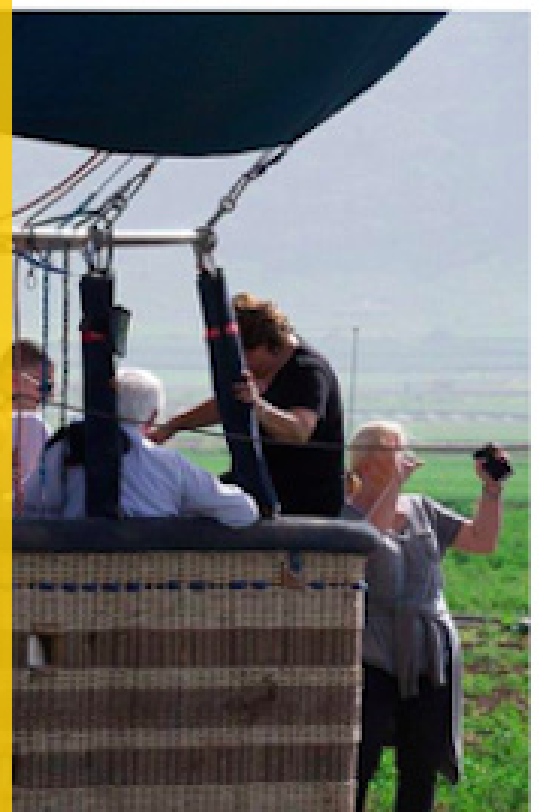
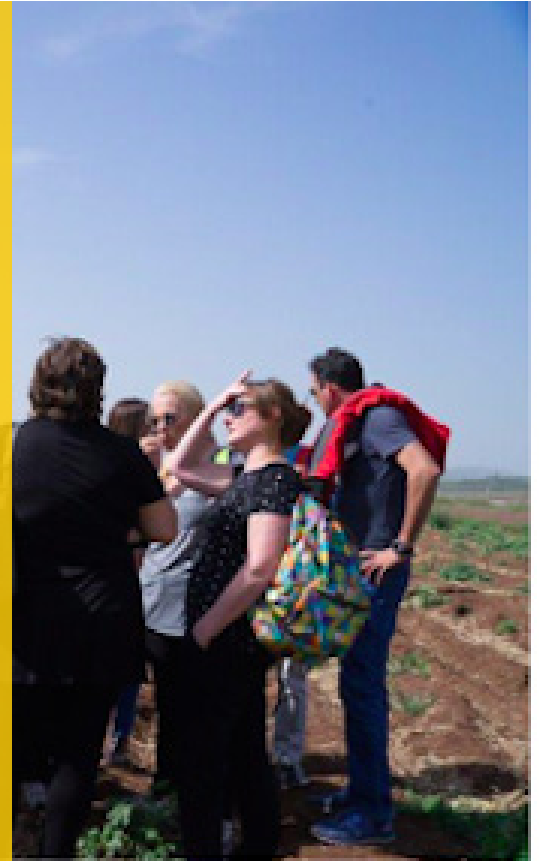
of an exciting and at the
same time peaceful flight.
The whole experience will
remain unforgettable in their
memories for ever.

"

I decided this year to find an alternative
and original idea for a company fun day
out, and this was a great long fun day. We,
at PLASCOW LOGISTICS, always try to do
things differently, and try to see the logistics
from a different angle. This year, we looked
at it from the sky", comments Shai Rotbard,
Managing Director at PLASCOW LOGISTICS.

field, they were served with
a welcome breakfast, while
a hot air balloon was getting
almost ready and awaiting
for them to fly off.

The team experienced
the exhilaration of a hot
air balloon flight over the
spectacular views of the
Izrael Valley. They shared
the adventure and the magic





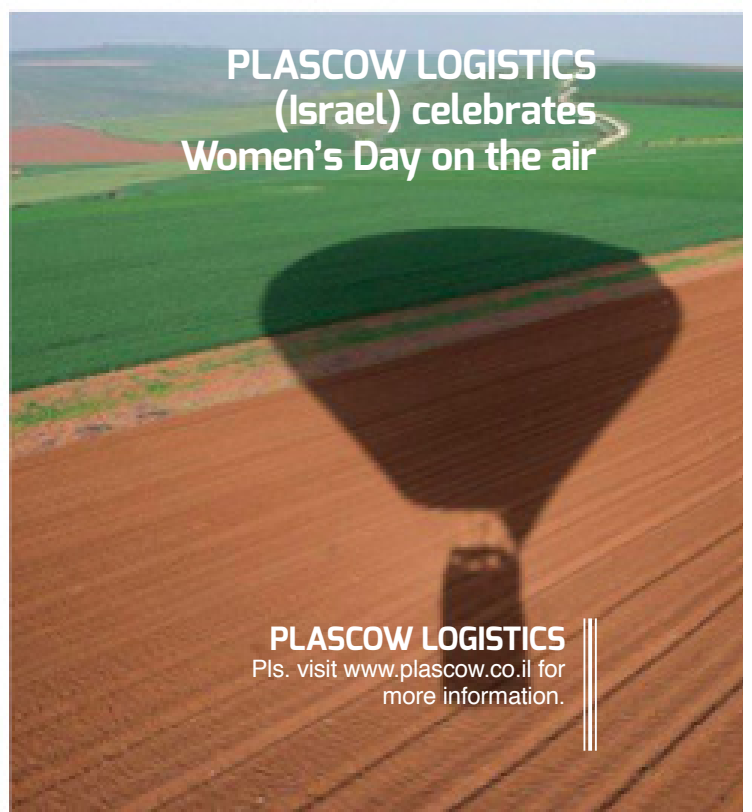
PLASCOW LOGISTICS



ISRAEL



PLASCOW LOGISTICS
(Israel) celebrates
Women's Day on the air



PLASCOW LOGISTICS
Pls. visit www.plascow.co.il for
more information.



PROLINAIR FRANCE



Latest project cargo shipments
handled by PROLINAIR (France)



ROLINAIR, your PANGEA Partner in France, counts on a dedicated Project Cargo department that with 12 years of experience has acquired a strong knowledge of the constraints for most of the european ports. PROLINAIR covers the whole project from quotations, planning of operations, setting, follow up and supervision of shipments, and permanent communication with customer and all involved parties.

Pls. see below pictures and details of the latest project cargo shipments handled by the PROLINAIR team of experts.

34 tons machinery from Antwerp terminal to CFR Dakar

Temporary import of an electro-hydraulic Jumbo (45T) from St Martin La Porte (France) to Langenthal (Switzerland), needed to dig the tunnel between Lyon in France and Turin in Italy. Then re-exportation to Switzerland.

1 mobile scalping screen (30T)
Exw Ballygawley, UK to DDP
Pointes des Galets: PROLINAIR managed the transport from the

factory in Ballygawley up to La Réunion, customs clearance cleared.

Crosstrade Christmas tree of 49 tons from England to Nigeria, transported in a out of gauge shipment and escorted at destination

MCC Building of 72 tons from Ostende-Belgium to Ndjamena-Chad, loaded with electronic cranes

PROLINAIR

Pls. visit www.prolinair.com for more information.



STEAM LOGISTICS

United States

Presentation of Steam Logistics (US) with Mr. Brad Kemp Chief Operating Officer.

STEAM LOGISTICS

Pls. visit www.steamlogistics.com for more information

S

team Logistics is a high growth international logistics company, driven by technology

and centered on people. It is a pleasure to interview Mr. Brad Kemp Chief Operating Officer at Steam Logistics, to learn more about their Company, trajectory, services and projects.

What are the origin and present of Steam Logistics?

Steam was originally born out of its sister company, Access America Transport, a top 10 US-based 3PL that grew to be a \$500 million company before selling to in

2014. Our team at Steam includes international logistics experts with decades of experience across some of the largest organizations in the industry.

Today Steam operates as a full service international freight forwarder, NVOCC, and customs broker, providing ocean, air, and customs solutions for more than 1,000 shippers worldwide. We deliver world class transportation experiences with the most unique service model in the industry—delivering on time and on budget with exceptional care for customer's products and commodities. We service all major

ports and airfields to support the changing needs of business.

How would you define your service model?

Our cradle-to-grave business model provides customers and partners with a single-point-of-contact to manage all aspects of our business with them. Your Steam contact "owns" all aspects of your account and the details involved in managing it. No complicated phone tree systems, no being passed around to various departments.

Technology is included in your value proposition, what you offer to



BRAD KEMP

Chief Operating Officer
STEAM LOGISTICS

complement your freight services? Our leading-edge technology provides total visibility into customer's supply chain. SteamVision, our customer portal, provides transparency around basic track and trace functions, online document storage, the ability to route and schedule shipments, customizable alerts, and expansive EDI-based solutions.

Out of all what is Steam Logistics key of success?

Our people are our greatest resource. We have built a people-first culture of dedicated professionals that will put you and

your business first at all times. Because of our model, our team is incentivized around your success first. Even our compensation model is based entirely around our ability to service your business effectively, so our goals are completely aligned to yours.

What are your next perspectives and projects?

Steam was founded with the ambitious plans of building a billion-dollar venture. The company plans in the middle term include opening up additional offices (Chicago, New York,

Miami) and recruiting experienced officials, scaling up quickly and multiplying Steam's overall growth. Steam is also talking up the idea of opening offices in other countries with whom we do a lot of business to grab a bigger piece of the freight-forwarding market.

SPEEDY ACTIVE FREIGHT Pakistan

SPEEDY ACTIVE FREIGHT (Pakistan) awarded and appreciated by world class airlines



PEEDY ACTIVE
FREIGHT, your
PANGEA Partner
in Pakistan, has
recently obtained

the following certificates from
world class airlines in recognition
of their superior contributions and
performance:

Top Customer Award 2014-
2015 by IAG CARGO / British
Airways

Certificate of Appreciation 2015
by SHAHEEN AIR

**SPEEDY ACTIVE
FREIGHT**

Pls. visit www.saf.com.pk for
more information



TOAM LOGISTICS

Pls. visit www.toam.co.il
for more information

TOAM ISRAEL

TOAM GROUP (Israel) becomes one
of the 10 largest logistics and financing
companies in Israel



TOAM
LOGISTICS
INT'L (TLI)

TOAM LOGISTICS INTERNATIONAL (TLI), your PANGEA Partner in Israel, as part of the TOAM GROUP, has become one of the 10 largest logistics and financing companies in Israel by strengthening its partnerships and acquisition strategies.

TLI was acquired by TOAM GROUP in 2014, as the group decided to strengthen and increase its involvement in forwarding and customs brokerage activity by acquiring leading companies in these fields.

TOAM GROUP is a very unique company in the entire world, offering financial solutions for

purchasing raw material and equipment for imports into Israel, the group includes:

- TOAM Import & Export LTD
- TOAM LOGISTICS INTERNATIONAL LTD (acquiring K.L.I.)
- TOAM FORWARDING & CUSTOMS CLEARANCE LTD (acquiring Raphael Kalz & Co Customs Brokers Ltd)

The TOAM GROUP provides extensive logistics services in the field of international forwarding and customs brokerage supplied by TFC, TLI, Sivanit and Ad-Gad:

Forwarding by sea and air
Customs brokerage

Inland haulage
Drop shipments
Freight insurance
Management of overseas logistic warehouses
Project management
N.V.O.C.C .
Sea freight consolidation
Special expertise in third world countries
Member of FIATA, IATA and the Association of Customs Brokers and International Forwarding Corporations
Company branches: Tel Aviv, Ben Gurion Airport, Haifa and Ashdod

TRACOSA SPAIN

Imani (female mangabey monkey), the most special passenger of TRACOSA (Spain)



We know it must be hard for Bioparc Valencia to say goodbye to Imani, but we are absolutely sure that she will be very well looked after and much loved in Rome. TRACOSA feels great satisfaction in helping to bring the experience and knowledge of animal diversity to Italian people and, most especially, to all the kids“, comments Marco Garcia, Managing Director at TRACOSA ADUANAS.



Imani is a female white-crowned mangabey (*Cercocebus atys lunulatus*), one of an endangered species of monkey that originates from Africa, although she was born in Bioparc Valencia (Spain). You can see Imani on the right of the picture at Equatorial forest, Bioparc Valencia.

Today, Imani will be travelling with TRACOSA, your PANGAEA Partner in Spain, from Bioparc Valencia to her new home at Zoo Bioparco in Rome (Italy). She will fly from Valencia Manises Airport to Rome Fiumicino Airport.

She will not be travelling alone, however. Their aim is to make Imani feel comfortable and to take care of her and provide

her with anything she needs during the journey. So she will be accompanied all the way by a caregiver, a professional with long experience in looking after animals that have to travel.

The two will make a break in their journey and will spend the night at Zurich Kloten Airport, where a special room has been prepared for Imani: a kind of VIP area for live animals, where she will be fed and where she can feel relaxed, warm and protected.

BIOPARC Valencia (link <http://www.bioparcvalencia.es>) is an immersion-designed wildlife park which recreates authentic habitats for its exhibits and gives visitors the sense of being in the

animals' natural environments. Buildings and barriers are hidden. Instead, ponds, streams, vegetation and rocks are used to separate visitors from the animals, reproducing ecosystems and incorporating multi-species enclosures. Sights and sounds from nature are also reproduced. This allows visitors to enjoy a unique experience, very similar to watching the same animals in the wild. TRACOSA team in Valencia is highly delighted and proud to be working with Bioparc and playing their part in this splendid and important project.

TRACOSA

Pls. visit <http://www.tracosa.com> for more information.



WORLDWIDE SHIPPING TRANSPORTATION MEXICO

WORLDWIDE SHIPPING TRANSPORTATION (Mexico) receives “Zero Defects Supplier” award by SKF



WORLDWIDE SHIPPING TRANSPORTATION (Grupo SOHER), your PANGEA Partners

from Mexico, is proud to announce that, as major supplier of SKF, has been awarded as “Zero Defects Supplier” for their conformance and performance with high level quality standards.

SKF provides leading technological solutions for diverse types of industries worldwide and demands its suppliers and sub-contractors the highest level of commitment with their Code of Conduct and their Environmental, Health and

Safety policies.

WORLDWIDE SHIPPING TRANSPORTATION receives this award as a recognition to their efforts in providing their best services and solutions without a single complain and 100% fulfillment of the SKF procedures during all 2015.

Below is a picture of Mr. Raul Solis (center), President at WORLDWIDE SHIPPING TRANSPORTATION, receiving the award by the SKF CEO and their main contact in plant.

W.S.T. - Grupo Soher

Pls. visit www.gruposohr.com.mx for more information.

2016 Global Meeting



PANGEA Global Meeting



PANGEA
LOGISTICS NETWORK

CONNECTA Global Meeting



CONNECTA
AIRFREIGHT NETWORK



Abu Dhabi, UAE

InterContinental Abu Dhabi Hotel
17-19 October 2016

Abu Dhabi



PANGEA
LOGISTICS NETWORK