

PANGEAlink

The PANGEA LOGISTICS NETWORK magazine

7 aspects clients value when choosing a freight forwarding company

Network News

Website launching
Global Meeting 2015.

New PANGEA Members

Welcome your newest partners into the group

Your partners' stories

Successful **Cooperation Shipments**

Exhibition Logistics

Projects & Special Shipments

Members **notices & announcements**

Routing recommendations (Moscow)



PANGEA
LOGISTICS NETWORK

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the PANGEAlink Magazine

Thanks to all supporting Members
and partners

Pls. contact us at admin@pangea-network.com if you would like to publish your news on the next edition of the **PANGEAlink Magazine**

Sarah Bidmead's Column

7 aspects clients value when choosing a freight forwarding company



Pangea, the global network of freight forwarders identifies certain features for freight forwarding companies to get to the top

There are tens of thousands of freight companies in the world: the Freightnet.com directory alone has 118,584 transport and logistics companies registered. There is increased competition in many areas, routes and services, giving customers several options to choose from. So... what makes a client choose one company in particular?

Pangea Logistics Network, the global network of freight forwarders, has interviewed some of its members (from +400 offices in more than 95 countries) to identify the main factors clients value when choosing a freight forwarding company.

Price: obviously it's important but it's by no means decisive. Clients don't usually go for the cheapest option; the key factor is who offers the most competitive service. In other words, they prefer a provider that offers the best price-quality relation in their shipments.

Coverage: although they value knowledge of the local market, clients prefer to work with freight forwarding companies that offer shipments to all parts of the world with a partner, than having different providers for each service.

Versatility: clients may choose a provider because they are an expert in air or sea transport but they also want a provider that is able to manage groupage, reverse logistics, etc.

Service: clients are aware they are not the only ones the company is working for but they still appreciate being made to feel special. Small and medium sized freight forwarders very often have the upper hand here as they can offer a more personalized service.

Size: customers feel more comfortable dealing with providers that are similar in size to their own business. Nobody wants to be a multinational's smallest customer, or work with a provider that is swamped by their shipments.

Technology: customers look at whether the company has an all-inclusive web to present their portfolio, if they can contract services online, and if they can track their orders in real time.

Prestige: and as everyone knows, business relationships are based on mutual trust. A company with experience, an impressive reputation in the sector and a good corporate image gives customers peace of mind.



Sarah Bidmead, Network Manager of the Pangea Logistics Networks, says: *"These aspects mentioned by our members shouldn't surprise anybody. Our network's main purpose is to promote cooperation between freight forwarding companies so they can offer their customers more coverage, variety of services, competitive prices, advanced technology and a solid image."*

Sarah Bidmead
Network Manager



Explore Oman's Latest Supply Chain & Logistics Development

13 - 16 April 2015

Al Bustan Palace, A Ritz Carlton Hotel

The Official Logistics & Supply Chain Event in Oman

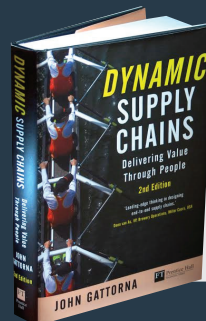
Dear Industry Professionals,

Al Nimr Conferences & The Ministry of Transport & Communications, Sultanate of Oman is pleased to announce the 2nd GCC Supply Chain & Logistics Conference which will take place from 13th – 16th of April 2015 at the Al Bustan Palace, A Ritz-Carlton Hotel, Muscat, Oman. The 2nd GCCSCL Conference is one of the important events of its kind, bringing together senior executives from major industries within the region and international. Leading industry experts and a list of luminaries who will share their thoughts and practical ideas on how to drive logistics and supply chain operations forward. The conference will also highlight emerging opportunities in Oman's world-class ports, airports and free zones and its important role in the Gulf region and Indian Ocean rim in terms of trade flow.

Explore and identify key investment opportunities in Oman's World-class Ports, Airports and Free zones

WHATS NEW FOR 2015

- ❖ Market Brief & Outreach Seminar
- ❖ Customized Business Matching Meeting
- ❖ Luncheon Meetings
- ❖ Site Visits (Ports & Free zones)
- ❖ Transport Ministers Round Table Meeting



Register Now!

Register Now

& Get a Free Book!

"Dynamic Supply Chains"
by Dr. John Gattorna

* Limited offer only



To know more about the GCCSCL 2015 conference, please feel free to contact us at +968 24 700 656 or email: sales@alnimrexpo.com

Be the first to take advantage of our Early Bird Offer and Group Discounts!



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CONFERENCES



PANGEA LOGISTICS NETWORK
Join as an Associate Member
Access reliable agents all over the world

[Join us](#)

If you are interested in joining PANGEA fill in the form. [Become a member](#) 



Why PANGEA ?

Reasons why you should join PANGEA
Freight Network of independent
Forwarders.



Our Locations

We are 400 Local offices covering +90
Countries Worldwide



Advantages

Download the secrets for making
Membership profitable



Quote Request

Please click here to request your
freight quote

Network news

New website launching

PANGEA is proud to announce the release of our newly redesigned website after months of development. We hope you will enjoy it!

Our goal with this new site is to provide a fresh new look and user-friendly navigation, updated with the latest information about our group.

After 3 years our website was needing a re-styling with regards to design and functionalities, that's why we have embraced a more ambitious project. We have been working with our dedicated designers on a re-branding and re-styling of our corporate image and were already using some of the new materials in our google marketing campaigns.

We've been receiving many Member's inputs for improvements of our website internal platform and

we have analyzed all of your suggestions, therefore we are able to introduce many updates in the system, specially on the Members Directory, Member Profile and Shipment Registration. Some of the most recent updates on the Members Area include:

New Routing Agent Field. We have added on the Shipment Registration form a new field "ROUTING AGENT" where you must indicate the Member who is routing the shipment, this means the one that is generating the business. This information will help us to identify the shipments you have routed and estimate your routing rewards at the end of your membership period.



Upload your Company Brochure. Through the Members Directory, we are also able to add your Company presentation to your Member Profile in order to show your partners your full profile and range of services.

System Emails and Notifications. We are soon releasing the new system emails for a New Shipment Notification, New Sales Lead Notification and Sales Lead Update. The new emails will send full information about the Shipment or Lead so that you can view or re-send all details without having to log in.

<p>Shipment notification Month Day, Year</p> <p>Shipment Reference: YOUR REFERENCE</p> <p style="text-align: right;">VIEW SHIPMENT >></p>	
<p>Origin Member</p> <p>COMPANY NAME Country</p> <p>Contact info Pangea Coordinator: Name Email: email</p>	<p>Destination Member</p> <p>COMPANY NAME Country</p> <p>Contact info Pangea Coordinator: Name Email: email</p>
<p>Shipment details</p> <p>Shipment Method: AIR</p> <p>PCS: XXXXX - KGS: XXXXX - CBM: XXXXXX</p> <p>(AIR) AWB: (SEA) MBL: (TRUCK) TL:</p> <p>Type: PREPAID</p> <p>Date of Departure:</p> <p>ORIGIN: Country DESTINATION: Country</p>	
<p>Shipment files</p> <p>Credit/Debit notes NOT UPLOADED</p> <p>Shipment documents PRE ALERT MLD XXXXXXXX</p>	

PANGEA Global Meeting 2015. Reminder **Save the dates!**

PANGEA returns to Europe, returns to Barcelona to celebrate its 4th annual summit, from 19-21 October

The 2015 Summit is a time to catch with friends from far a field and to get to know and welcome new ones. In a record breaking year for new PANGEA Members, come to Barcelona to meet, do business with and enjoy the company of fellow professionals from around the world at this unique event.

Meeting Program

The PANGEA 2015 SUMMIT includes a 3 Days intensive Unity Program:

Team Building: Outdoor activities for partnership, friendship building and ice breaking (Monday. 19th afternoon). After the Bangkok's race, Kuala Lumpur LRT Hunt, it is time to discover Barcelona.

Welcome Dinner: Spanish TAPAS dinner and free-flowing drinks (Monday. 19th evening).

Meeting Sessions (Tuesday. 20th & Wednesday. 21st): Morning and Afternoon Breaks (snacks, coffee, tea and soft drinks), International Buffet Set Lunch including soft drinks, Meeting Room and AV Equipment hire, Meeting Materials and organization Official Group Photograph.

Night Group Dinner: (Tuesday. 20th): Tour, dinner, free-flowing drinks and entertainment. We will enjoy a very special and memorable evening after the first day of Official Meeting Program.



Take the opportunity to mix real business with real pleasure and register now to attend the 4th PANGEA Global Meeting. **REGISTER NOW**. Please visit the [PANGEA 2015 Summit webpage](#) for full details.



New Members

New PANGEA Members announcements

ALLPORT CARGO SERVICES (Poland) offering air/sea/road freight from Warsaw, Krakow and Gdynia

Allport Cargo Services (PIFFA / IATA / ISO 9001:2008 Certified Agent), established in Poland in 1989, offers verified solutions within the fields of logistics

Sea transport

- ◆ FCL/LCL/ customs clearance/inland/ project cargo
- ◆ Service via polish and main european ports Gdynia, Gdańsk, Szczecin, Hamburg, Bremerhaven, Rotterdam, Antwerp

Air freight

- ◆ Full door-to-door service
- ◆ Air freight via Frankfurt, Warsaw, Krakow, Gdańsk, Poznan, Wrocław
- ◆ Forwarding and Customs Service at airports

Road freight (International and domestic)

- ◆ Full trailer loads and groupage
- ◆ All Europe and beyond
- ◆ Special transports (temperature controlled, hanging garments, hazardous goods)

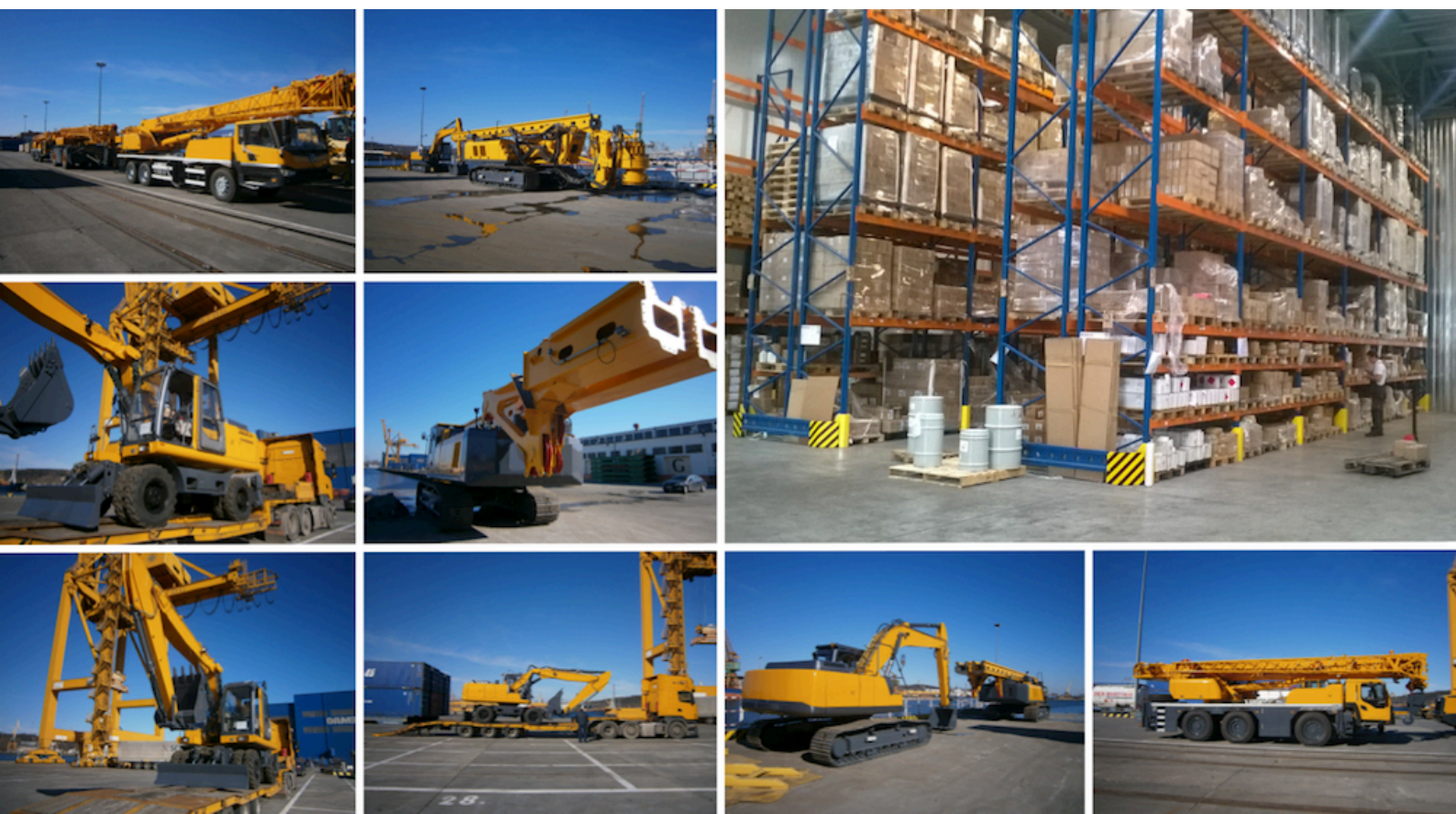
Warehousing

- ◆ Long and short term storage
- ◆ Pick & pack

- ◆ Stock reporting
- ◆ Bonded storage
- ◆ Consolidation /distribution

Allport Cargo Services is a member of Polish Chamber of Freight Forwarding and Logistics (PIFFA represents FIATA in Poland) ; IATA and ISO 9001:2008 certified. They have also been nominated and awarded the prestigious GAZELLE OF BUSINESS, Award by Poland's leading business newspaper, Puls Biznesu in 2013,2014 and 2015.

Allport Cargo Services puts at your disposal a qualified and dedicated team of staff with many years of experience. Being aware how important rules pays communications and speed. **Allport Cargo Services** goal is to build long-term relationships within network partners providing dedicated high quality service and sharing our experience and local knowledge worldwide.



Adhere to the PANGEA Guarantee Fund

PANGEA manages a Guarantee Fund to compensate for unpaid invoices in case of bankruptcy of a Member of the Network. This fund is to be shared between all participating Members and it's regulated in order to assure that we are all aware and follow the same terms, rules and conditions.



- Total maximum compensation of **USD 50,000** per year
- The maximum compensation per **SINGLE DEFAULTING MEMBER IS USD 15,000**
- These **AMOUNTS WILL BE INCREASED FOR THE FOLLOWING YEARS** if there is a positive compensation balance at the end of each period
- Members can adhere to the fund with an annual contribution of **USD 500 PER YEAR**, per Company/Country (HQ) and USD 100 per branch
- The fund **WILL COVER UNPAID INVOICES** between Members due to bankruptcy
- **ESTABLISHED PROCEDURES FOR THE SHIPMENT REGISTRATION** and payment alert must be fulfilled by all protected Members

BLACK SEA CROWN LOGISTIC (Romania) Romanian independent Freight Forwarder founded in 1994

BLACK SEA CROWN LOGISTIC, originally the first Romanian independent Freight Forwarder, represents a team that was **founded in 1994 in CONSTANTA PORT - ROMANIA**, starting its activity in container forwarding and chartering.

Being managed by one of the well known brokers in Romania, the company has increased its activity very fast, ensuring for all important Shipping Lines a considerable volume of cargo year by year.

Based on the continuously growing traffic of air shipments to / from Romania, and with a professional team of IATA certified employees, **BLACK SEA CROWN LOGISTIC** decided to set up a new **branch office in BUCHAREST INTERNATIONAL AIRPORT**, an airfreight department providing warehouse facilities in airline terminal, direct contracts with all Airline Companies, logistic advantages, complete solutions adapted to your specific requirements.

BLACK SEA CROWN LOGISTIC represents the ticket for your cargo to the most favorable routes and ideal connections in a well defined schedule.

One of the most important Romanian cities and, at the same time, Romania's main Sea Port, ranked just after ROTTERDAM, ANVERS and MARSEILLE, Constanta Harbour is actually Europe's south-eastern entry port. Placed at the crossroads of the commercial routes that not only link Eastern Europe to Western Europe but also North Africa to the Middle East and Asia, Constanta lies on the western coast of the Black Sea, 185 miles far from Bosphorus.



Constanta Harbour can be easily accessed due to the weak currents of the sea that facilitate commercial operations. It is the only Black Sea port that can receive over 165,000 tdw (tonnage dead weight) ships. With a total processing capacity of 85 million tons a year, an area of

over 3,600 hectares, a 28.5 km long wharf and 133 loading / unloading stands, Constanta Harbour can operate all kind of ships and goods. A maritime and river port, the only Black Sea port capable of receiving the biggest ships, an interface between Europe and Asia, a sort of "revolving door" as well as the main port used for transshipping crude oil and containers, Constanta Harbour is a well-equipped tool for the benefit of international operators.

BLACK SEA CROWN LOGISTIC focus on providing exclusive full logistic services for the entire cargo transported to and from Romania all over the world:

♦ **BLACK SEA CROWN LOGISTIC / CONSTANTA - SEA FREIGHT**, offers regular services for FCL (full container load) and LCL (less container load) to and from Romania throughout all major ports in the world.

♦ **BLACK SEA CROWN LOGISTIC / BUCHAREST AIRPORT - AIR FREIGHT** safe, punctual, reliable represents your ticket for your cargo to the most favorable routes and ideal connections in a well defined schedule, offering you logistical advantages, which you can use to meet your delivery deadlines at the best possible conditions and charges.

♦ **BLACK SEA CROWN LOGISTIC / TRUCK DIVISION** - With a fleet of new Volvo trucks, they transport cargoes from shipper to port and from port to consignee. **BLACK SEA CROWN LOGISTIC** provides local pickup, trucking with special chassis and accident insurance coverage to and from anywhere in Romania. They maintain excellent contacts with rail companies in order to be able to move cargo on time.

♦ **BLACK SEA CROWN LOGISTIC / Extensive Services**. They provide special facilities to sustain a full range of services relating to your logistics solutions, including: CHARTERING, BREAKBULK CARRIER, PROJECT CARGO, CROSSTRADE, WAREHOUSING, LABELING, EXPRESS COURIER SERVICE



CLEARFreight (Netherlands) world trade experts operating from Rotterdam and Amsterdam

CLEARFreight was founded in San Francisco in 1973 as a business specializing in U.S. Customs Brokerage and related import services.

Over the years **CLEARFreight** has continually strived for excellence and achieved steady growth. Their success is due to constant emphasis on staff professionalism, coupled with innovative procedures and technology. Many of the Company employees started their careers with **CLEARFreight** and after long term training and development programs, now form the backbone of supervision, technical and customer service functions. Their Team speak, read and write most Asian and European languages, which enables **CLEARFreight** to deal effectively with clients and documents worldwide.

CLEARFreight opened offices in Rotterdam in 1999, and Amsterdam in 2000, to further expand their service throughout Europe.

CLEARFreight has innovated wherever possible to produce better capacity, productivity and customer service. ClearFreight has stayed on the forefront of technology, always one of the first to embrace new programs. They are active participants in ABI, Automated Broker Interface; ACH, Automated Clearing House; AMS, Automated Manifest System; and AES, Automated Export System. They also offer the latest in Track and Trace technology. Today **CLEARFreight** operates as a truly electronic office, all office employees have their own computer terminals with internet access from which they generate documentation, monitor shipment status, and communicate with customers, foreign agents, service providers, and each other.

CLEARFreight is committed to helping clients strengthen the quality, cost-effectiveness and regulatory compliance of their export and import programs. They are able and eager to share their cumulative experience, identify areas for improvements and help solve problems. They are always pleased to visit current and prospective clients to discuss needs and services.

With **CLEARFreight**, you benefit from their people-oriented approach that translates into services tailored specifically to your world trade requirements. By organizing their highly-trained staff into specialized client teams, the Company consistently focus on your expectations and develop solutions that seamlessly integrate with the way your business operates.

With their expertise, uncompromising service, and competitive rates, **CLEARFreight** is the confident choice for all of your export needs. Their staff is well-versed in the many technical aspects of the international freight forwarding:

Air Export

- ◆ Domestic and International Air Freight

- ◆ Export Warehousing & Packing
- ◆ Door-to-Door Service
- ◆ HAZMAT Certified

Automation Services

- ◆ Custom Application Development
- ◆ Electronic Data Interchange
- ◆ Track and Trace Shipments
- ◆ Customized Reports

Cargo Insurance

- ◆ Local responsive representation
- ◆ Cargo Insurance Specialist
- ◆ Door-to-Door Insurance
- ◆ Full Liability Coverage

Customs Broker

- ◆ ACE Filing, ISF Compliance
- ◆ FDA, USDA Processing
- ◆ C-TPAT Certified
- ◆ Continuous Bonds

Import Traffic

- ◆ International Door-to-Door Service
- ◆ Inland Transportation
- ◆ Warehousing
- ◆ AMS Filing

Ocean Export

- ◆ Consolidations or Full Container Loads
- ◆ Worldwide services from all U.S. Ports
- ◆ Door-to-Door Service
- ◆ AES filing



FOX BRASIL (Brazil) offering highest quality in the air, maritime and roadway segments

FOX BRASIL is a well established freight forwarder represented in all over Brazilian harbors, ports and capitals. Located in Sao Paulo, financial heart in Latin America, **FOX BRASIL** counts with a highly qualified team.

FOX BRASIL is an experienced freight forwarder which has the world as its partner, narrowing distances and always offering the best to its customers. Since its foundation in 2002, **FOX BRASIL** has held its global activities with proactive follow-up, a personalized assistance and a totally modern team that understands the different needs of each segment, whether air, maritime or land, always seeking the best cost-benefit ratio.



With experienced professionals to ensure quality of the provided services and to overcome customers' expectations, **FOX BRASIL** offers total structure to provide differentiated solutions and to serve the 5 continents

FOX BRASIL services:

♦ **Air/Ocean:**

- Consolidation
- Dangerous Routes
- Isotank
- Live Animals
- Perishables
- Human Remains
- Exhibitions
- Air Chartering

♦ **Project division:**

- Experienced, fast and flexible team including logistics and engineers experts;
- Development of customized logistics and transport concepts;
- Special transports for air, sea and overland transports;
- Break bulk, RoRo, Partial and Full Charter;
- Consulting and preparation of special packaging;

- Feasibility studies and technical surveys;
- Development of individual transport concepts;
- Delivery to assembly areas and construction sites;
- Handling of over dimensioned equipment with load/unload removal;
- Customs advisory and tax benefits;
- Full planning, execution and management of the project;
- Insurance coverage;

FOX BRASIL values:

- Transparency;
- Commitment and efficiency in the operations;
- Innovation and effectiveness in all the processes;
- Focus on the customer-based results;
- Policy of quality and customization of the services provided and operation;
- Valuation of customers, partners and employees.



Adhere to the PANGEA guarantee fund

From USD 500/year

Maximum compensation
\$ 50.000
per year

To cover
unpaid invoices
due to
bankruptcy

\$ 15.000
per defaulting
Member



GOLDEN WAYS FOR LOGISTICS (Jordan), air/sea freight supported with own fleet of trailers



Golden Ways for Logistics - GWL (Amman, Head Office) was established by two young and generative partners to serve existing clients base and is now one of the leading freight forwarding companies in Jordan. With a solid customer base **GWL** has all tools to serve clients and provide door / door services at very competitive rates. **GWL** various departments, professional staff and systems for customs clearance, overland transport using own trailers plus a solid financial position are the key to **GWL** success and unique services.

SERVICES

- ◆ Freight forwarding (Sea Import / Export) - FCL & LCL.
- ◆ Airfreight Import / Export and door deliveries including reefer trucks.
- ◆ Inland Haulage utilizing ESS fleet of 88 trailers handling normal and special cargo i.e. IMCO and safe handling of sensitive nature, Heavy lifts, low-beds trailers * Door to Door Services.
- ◆ In Transit Transport to Iraq and neighbouring countries.
- ◆ Customs Clearance.
- ◆ All Types of packing
- ◆ Storing

SEA FREIGHT DEPARTMENT:

Serving importers / exporters through providing competitive ocean freight and door to door rates through excellent services with shipping lines,

service providers. The department is fully equipped with all facilities and contacts to serve clients through a worldwide network of agents in addition to huge volume of controlled traffic which enables the dept to serve huge number of clients. This dept ensures best prices, proper bookings, best transit time and follow up.

AIR FREIGHT DEPARTMENT

Professional staff handling daily import and export shipments. The growth is tremendous due to handling major key accounts that require door / door services and logistics solutions for various special kinds of commodities (frozen items, fresh vegetables, medicines, Hazardous chemicals, etc).

PROJECT DEPARTMENT

Executing various DDU and DDP projects for both Air & sea clients at Avery competitive rates. Services provided include receiving, clearance, delivery to final destination of sea & air shipments to VIP clients and local projects **GWL** also handles Seafreight charting of vessels carrying heavy lifts, rock phosphate, potash and containerized/ bulk cargo

STORGE & PACKING DEPARTMENT

Bonded and non-bonded storage facilities in Aqaba special economic zone, Amman & Airport Area including store management and land transportation. **GWL** provides 1st class packing to sea & air shipments and personal effects cargo deploying

a dedicated professional team equipped with all packing tools and experience.

Jordan Gates Shipping Services JGSS) - **GWL TRANSPORTATION ARM**

Deploying trucks to serve neighbouring countries and vice versa as follows:

- ◆ Export to Saudi Arabia, securing at least 300 trucks freight each month from Jordan to Saudi Arabia which is considered one of the largest regionally
- ◆ Loading to the rest of the neighbouring countries as Jordan is exporting to (Iraq, Egypt, UAE, Syria, Lebanon, all the Gulf States, Libya).

GWL YOUR GATEWAY TO IRAQ

SHIPMENT IN TRANSIT TO IRAQ VIA AQABA PORT & QUEEN ALIA INTERNATIONAL AIR PORT "QAIA"

Over the last 25 years, Aqaba considered as a major gateway to Iraq , with about 40% of total discharged cargo destined to Iraq, proving to be an excellent transit point for a wealthy and friendly neighbour, despite the opening of the Iraqi port (UMM QASER) in the Arabian gulf, Aqaba continued to maintain its share of Iraqi business due to our smooth roads connections, efficient cargo handling and fast customs operation.

JOYSPEED GLOBAL CARGO (China and Korea) delivering professional cost effective logistics solutions

JOYSPEED GLOBAL CARGO (CHINA) LTD is an established and trusted brand name in Global Integrated Supply Chain Management Systems, and started operations in 2005, pioneered by professionals with a vision for the future and a vast experience of Global Supply Chain solutions.

With over 90 professionals on board, they have presence in **SHANGHAI, SHENZHEN, NANJING, NINGBO, BEIJING, XIAMEN, QINGDAO, GUANGZHOU** covering the China along with overseas offices in Hong Kong, Korea and Taiwan.

JOYSPEED GLOBAL CARGO constant focus is on timely job completion, from the documentation phase to safe and on-time shipment delivery; they make every shipment hassle free to our customers by taking care of Transportation, Warehousing, Customs handling, Logistics, Insurance and a host of other related activities.

Their service affiliates include Airlines and specialized NVOCC, which adds to the global resources they provide customers.

JOYSPEED GLOBAL CARGO prestigious clients include Fortune 300 Corporations, Mid Size firms and numerous agencies and their cargo network is growing.

JOYSPEED GLOBAL CARGO offers services for:

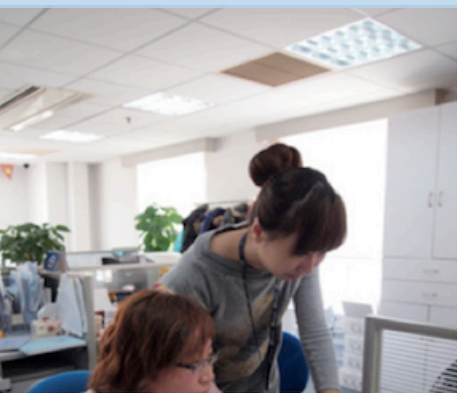
- ◆ Airfreight forwarding, Import and Export
- ◆ Sea Freight Forwarding, Import and Export
- ◆ Consolidation services for worldwide locations
- ◆ Project handing i.e. special equipment, ODC, RORO services, Full/part chartered services, brokering services etc.
- ◆ Warehousing, Bonded/General, Temperature control, with 24x7 securities
- ◆ Customs handling and door delivery
- ◆ Distribution
- ◆ Value added services and specific requirements like picking, packaging, marking, insurance and inventory control

JOYSPEED GLOBAL CARGO has essentially grown with their professional services, and every team member fits in precisely to the allocated task and completes on time. **JOYSPEED GLOBAL CARGO** has a Strong Sales and Marketing Team to pursue mutual target businesses.

JOYSPEED GLOBAL CARGO team is available 24X7 to handle your request and provide flexible, innovative and cost effective logistics.

They value business and association with Partners/Customers and ensure **JOYSPEED GLOBAL CARGO** maintains high service standards. **JOYSPEED GLOBAL CARGO** is committed to delivering cost effective logistics solutions to partners and customers, and they treat Customers and Partners business as their own, and ensure that the cargoes/products handled get to market on time and undamaged, consistently and predictably.

JOYSPEED GLOBAL CARGO celebrates this 2015 a remarkable 10th Anniversary serving the freight forwarding industry.



MOROCCAN CARGO PARTNER (Morocco) leading logistics operations from Casablanca and Tanger City

MOROCCAN CARGO PARTNER is a Moroccan-based company established in the first of 2012 to spearhead the task of leading the Logistics and Supply Chain Sector in Morocco to the highest level of professionalism. The company has grown tremendously due to the extremely talented and skilled officials.

MOROCCAN CARGO PARTNER has developed a very reliable, extensive and financially secured network in the region and can support all of logistics requirements.

MOROCCAN CARGO PARTNER provides the right solution to handle shipments in a very professional and cost effective way. It provides highly qualitative services in the freighting and within the triangle, land, Sea and Air, through its skilled and professional staff to meet the requirements of its clients to any destination at anytime.

- Import & Export Custom Clearance
 - Inland haulage
 - Door to Door Service
 - Consolidation
 - Warehousing
- ◆ Expertise in Customs and local regulations in Morocco.
- MOROCCAN CARGO PARTNER** has developed a network of alliance with some of the most efficient Customs Brokers, Truckers and Bonded Warehouses, providing their clients with integrated Service when working on Customs and Quarantine complexities in Morocco.



MOROCCAN CARGO PARTNER current infrastructure includes **19** fixed employees, IT facilities, Onsite Customs office, **8** Full owned Trucks, **2** owned Offices in Casablanca and Tanger City.

MOROCCAN CARGO PARTNER provides full service of International Freight Forwarder and capable of complete Air/Ocean, Import and Export consolidation & complete containers, based on a long field experienced Team.

Their current service portfolio consists of:

- ◆ International transport management – ocean and air
- ◆ Supply chain management services
 - ◆ Customs clearance
 - ◆ Value Added Services
 - ◆ Project Cargo
 - ◆ International ocean Freight Forwarding
 - Import & Export FCL
 - Import & Export LCL

At **MOROCCAN CARGO PARTNER** they firmly believe in building long-term relationship with their partners and base their operations and services on pre-agreed, updated and monitored **STANDARD OPERATING PROCEDURES (SOP)** and **KEY PERFORMANCE INDICATORS (KPIs)**.



ORIENT STAR (Hong Kong) experienced logistics professionals since 1984

It is a pleasure to welcome our new PANGEA Member in Hong Kong, **Orient Star Group**

Orient Star was established in 1984 and has been in the logistics industry for more than 30 years. The Company has transformed from a traditional NVOCC into a full fledged 3PL provider in order to meet the growing needs of clients throughout the supply chain.



COVERAGE IN THE FAR EAST

Orient Star has 22 offices across the Far East with around 600 delegated professional staff. All their operations and offices are linked up to a comprehensive and intelligent IT system that ensures efficiency and service excellence. **Orient Star** has direct contracts with steamship lines from the G6, O3, 2M and CKYHE

alliances among others and have competitive rates in the market.

QUALIFICATIONS

C-TPAT Compliance
ACI (Advanced Commercial Information) filer for Canada's shipment

AMS filer with Type II bond for USA shipments

FMC (Federal Maritime Commission) bonded NVOCC

MOC (Ministry of Communication) license (NVO0668) in China

Class A (Ministry of Foreign Trade & Economic Co-operation) license (No. 15245) in China

IATA Licensed NVOCC and 3PL Provider



THE PERSONAL TOUCH

The Orient Star Team have always revolved around service and commitment to grow the Company business. They believe in getting to

know their partners very well and establishing strong and lasting relationships and they go the extra mile just to achieve that.

LIST OF ORIENT STAR GROUP OFFICES

- ◆ Hong Kong (Headquarters)
- ◆ Taiwan - Taichung / Taipei
- ◆ South China - Shenzhen / Guangzhou / Xiamen / Zhongshan
- ◆ North China - Shanghai / Tianjin / Ningbo / Dalian / Qingdao / Xi'an
- ◆ Singapore
- ◆ Thailand - Bangkok
- ◆ Philippines - Manila
- ◆ Indonesia - Jakarta / Semarang / Surabaya
- ◆ Vietnam - Ho Chi Minh
- ◆ Malaysia - Port Klang
- ◆ India - Mumbai

ORIENT STAR GROUP'S SCOPE OF SERVICES INCLUDE:

- Ocean/Air Freight
- Warehousing
- Logistics Consultation
- Project Cargo
- Buyer Consolidation
- LCL Freight
- Cargo Track & Trace.



POLAR LOGISTICS (Russia) strong technical expertise and comprehensive solutions

Polar Logistics Russia is part of Polar Logistics Group founded since 2001 and represented in Finland, Poland, Netherlands, Ukraine, Germany and Russia.

Polar Logistics Russia is a supply chain service provider unique for the depth of their capabilities as well as the dedication of their people.

Polar Logistics Russia customizes logistics solutions with all modes of transportation services with a clear view of striving to 'do it better'.

Polar Logistics Russia is a Certified Customs Broker, disposes of 9 offices over Russia, their own fleet of 45' cntr platforms and 85m3 trucks and A-class Warehouses located in Moscow and Saint Petersburg.

With over 200 logistics professionals in their offices across Russia their people combine experience and expertise focused on

providing as well as delivering supply chain management solutions to customers. **Polar Logistics Russia** has a long thriving history with some of their major customers and suppliers who have cooperating with them since 2001.

Polar Logistics Russia good business relationship with customers had provided the Company with recurring contracts. They believe that this is one of the main reasons Polar Logistics Russia has been successful in securing projects throughout the countries where they operate.



Employees are Polar Logistics Russia most valuable asset, and it is their service that makes the real difference. Polar people are experts with the knowledge and skills to implement their strategic vision of becoming an extension to the client. They know their clients' business, culture and the specific needs. They listen and endeavor to understand more. They evaluate and offer ideas for better practices and processes.

Polar Logistics Russia management team comprises of individuals with proven track records of between 10 to 20 years of experience in the logistics industry. In addition, they have highly motivated and competent sales and customer service teams dedicated to provide essential pre-sales and after-sales support to the delight of their valued customers.

[Polar Logistics Russia Business Area](#)

Land Transport

- ◆ Domestic Transport
- ◆ International Transport
- ◆ Railway Transport

Airfreight

- ◆ International airfreight
- ◆ Domestic airfreight
- ◆ Cargo Charter

Ocean freight

- ◆ LCL transportation
- ◆ FCL transportation
- ◆ Project cargo

Warehousing logistics

- ◆ Consolidation & Deconsolidation
- ◆ Cross docking
- ◆ Handling
- ◆ Order picking
- ◆ Packaging & labeling
- ◆ Paperwork for Accounting
- ◆ Electronic data Interchange
- ◆ Assembling & disassembling
- ◆ Distribution

Special Projects

- ◆ Global Projects
- ◆ Oversize & Heavy Lifts
- ◆ Fairs & Exhibitions Passenger accompanying luggage
- ◆ Sports, Shows & Cultural Events

Customs clearance

- ◆ Own brokerage license
 - ◆ Special customs regimes: ATA Carnet, temporary import/export, cryptography notifications, certificates etc.
- Customs consultations
- ◆ Electronic customs clearance

Railway service

- ◆ Multimodal container transportation (China Russia)
- ◆ Railway transportations across Russia



GATE TO LOGISTICS



November 18-20, 2015
Istanbul

www.logitrans.com.tr

logi 
trans

**International Transport
Logistics Exhibition**

Members' stories

Successful Cooperation Shipments



www.imagegroup.com.my
www.unitexlogistics.com

Another successful cooperation between PANGEA Members IMAGE (Malaysia) and UNITEX (China)

Your PANGEA Partners **IMAGE LOGISTICS (Malaysia)** and **UNITEX LOGISTICS (China)** have joined forces to complete successfully a project shipment of 400 Tonnes / 900 CBM of Steel Structures from China to Malaysia.

UNITEX LOGISTICS hire a break bulk vessel and arranged the pre-loading process at the shippers warehouse located in Ningbo at 300 Km distance to Shanghai Port. The steel structures were moved to port by

13 trucks and loaded to vessel with a 45MT crane. **UNITEX LOGISTICS** was also in charge of the cargo clearance and documentation. **UNITEX LOGISTICS** handled above shipment without any deal before Chinese New Year. After 10-12 days transit time, the shipment arrived at Port Klang.

IMAGE LOGISTICS arranged the direct break bulk cargo offloading on to trucks, the steel structures were 16.6M long so required to be handled very carefully to avoid bending. Due to the over length and weight, the cargo structures had to be transported with 19 Long length Trucks to **IMAGE LOGISTICS** Warehouse at Free Zone located 10km from Port.

Above are some pictures of the shipment and operations at Origin, Ningbo and Shanghai and below at Destination, Port Klang.



www.orbitlojistik.com
www.bluefreightservice.com

PANGEA Members cooperating in Exhibition Logistics, ATA-ORBIT (Turkey) and BLUE FREIGHT (Germany)

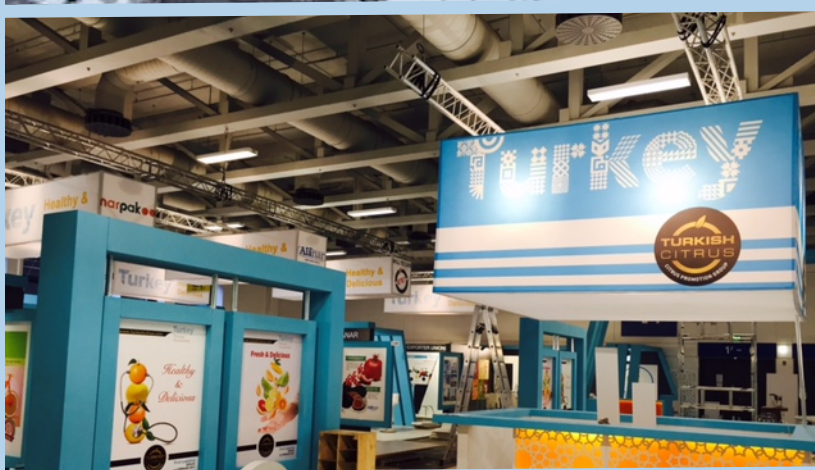
ATA-ORBIT INT'L (Turkey) and **BLUE FREIGHT SERVICE (Germany)** were appointed by the Mediterranean Exporters Union in Turkey as freight forwarders and customs brokers for their *Fruit Logistica 2015 (Berlin)* Exhibitors.

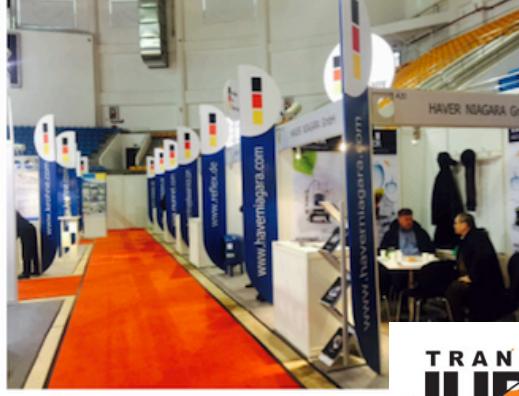
Fruit Logistica is the leading exhibition for perishable products such as fresh fruit and vegetables, with more than 2,600 exhibitors and 62,000 trade visitors every year.

ATA-ORBIT INT'L locally collected all the elements and parts of the 17 exhibitors consisting of booth structures, furniture and decoration elements, graphic displays, promotional items and products. All elements were consolidated at **ATA-ORBIT** dependencies and each package was marked and identified with the relative booth number for easy distribution at the fair ground. **ATA-ORBIT** also arranged the consolidated delivery of all goods to the **BLUE FREIGHT** bonded warehouse in Berlin.

BLUE FREIGHT SERVICE Customs Department, in close coordination with the local fair customs, arranged the customs clearance under use of all possible VAT/DUTY exemptions for Exhibition goods. Once goods had been cleared, **BLUE FREIGHT** arranged the deconsolidation in Berlin and the delivery of each package to the dedicated booth owner on the fair ground.

"During the whole project a steady flow of information in terms of package marks, local fair access points and customs documentation has been required and was also one of the key points for stress free and customer satisfying operations" remarks Mr. Bastian Milke from **BLUE FREIGHT SERVICE**, who was at the fair ground for coordination and supervision.





Exhibition Logistics

www.jurmak.mn

JURMAK, Mongolia, appointed for trade fair stands shipment at EXPO MONGOLIA

JURMAK LLC, your PANGEA partner in Mongolia, has been appointed by trade fair Exhibitor at EXPO MONGOLIA, for the direct delivery of show room stands arrived from Shanghai, China.

The JURMAK Team arranged the pre-show planning and assistance with the necessary procedures and documentations, including ATA Carnet, Customs Clearance, domestic transportation and setting the team in a desirable accommodation. JURMAK has also been in charge of the return transportation of the cargo at the closure of the fair.

EXPO MONGOLIA, International Mining and Multi sector trade fair, took place from 23rd to 25th March 2015 in Ulaanbaatar.

www.tracosa.com



TRACOSA, Spain, and the Mobile World Congress, MWC 2015



2-5 March. TRACOSA managed up to 1,200 customs and transport operations, both air and sea, to import and re-export the stand materials, prototypes, catalogues, product samples etc.

The Mobile World Congress is the world's largest and most influential exhibition for the mobile industry. In 2015 for the 10th year, a record of +93,000 participants from all over the world attended, including prominent executives such as Facebook's President, Google's Vice President, and others from Microsoft, Vodafone, Samsung, Sony, LG, HTC, Nokia, Huawei and Intel as well as representatives from 200 countries.

TRACOSA, your PANGEA Partner in Spain, has handled once again almost the entirety of operations to import and re-export what was seen in Barcelona during the celebration of the 2015 Mobile World Congress from

Showcasing the what's-next in mobile technology from over 1,800 companies worldwide, the congress took place at the Fira Gran Via, in Barcelona, Spain, with an exhibition space of 98,000 square metres. Talks analysed the impact these technologies will have in the coming years on industries touched by the mobile market whether tourism, health or transport.

www.consolidados807.com



Consolidados 807, Central America, Reefer Logistics service provider at AGRITRADE Expo & Conference

CONSOLIDADOS 807, your PANGEA Partner in Central America, has recently exhibit as AIR / FCL / Multimodal reefer transportation agency in the **AGRITRADE 2015 Show**, held in Antigua Guatemala, Guatemala, from 12-13 March.

CONSOLIDADOS 807 has participated as Reefer Logistics service provider for reefer cargo export from Central America to USA, Europe and other destinations, offering reefer air freight, Ocean freight (FCL and LCL) and multimodal (LTL + Air) services to growers and buyers.

Pls. see below pictures of the event and **CONSOLIDADOS 807** corporate stand.

AGRITRADE Expo & Conference is the major international agricultural fair in Central America that brings together international buyers and exporters of fresh and processed products of the region, involving companies of supplies and agricultural services of the supply chain.

AGRITRADE main Sectors include: Vegetables, Fruits, Specialty Products, Ornamental Plants, Foliages and Flowers and Processed Agricultural Products.



Projects & Special Shipments

www.asiagrow.com



Multi Axels and Transformer project shipments handled by PT. ASIA GROW, Indonesia

PT. ASIA GROW LOGISTICS, your PANGEA Partner from Indonesia, has recently handled Multi axels and transformer project shipments from France, Sweden and New Zealand. The **ASIA GROW** team was responsible for all local handling from discharging the units at the port of discharge, customs clearing and delivery of the units from the discharging port up to the ground of factory.

The handling process required from the accuracy and experience of their team as during execution. **PT. ASIA GROW** had to supervise and monitor on site all operations to assure the safely loading and delivery of the units through the crowded Jakarta City traffic and narrow roads on the way to the factory, located out of Jakarta city limit.

However, once again **PT ASIA GROW** has proved to be not only capable in handling retail shipments but also well-versed on multi-project shipments.



www.bluefreightservice.com



BLUE FREIGHT SERVICE, Germany, has shipped a golden Rolls Royce car to Far East

BLUE FREIGHT SERVICE, your PANGEA Partner from Germany, has shipped **1 Rolls Royce Phantom**, 2,250 Kg / 3,309 Kg Vol Kg from Czech Republic to Hong Kong.

BLUE FREIGHT SERVICE collected the Vehicle in CZ, arranged export declaration and transport to Airport of

departure Leipzig (LEJ). At airport they did the security checks (hand search and sniffing test) and issued the "Shippers declaration for dangerous goods" as per IATA regulations. After security and DG checks have been finished the car was loaded on the freighter Aircraft for direct flight to Hong Kong.

The main issue was that the Buyer in HKG required a very strict and accurate condition control of the car at each interface during transport. So namely **BLUE FREIGHT SERVICE** had to report the status and condition to Buyer at time of pickup, unloading at LEJ, loading on Aircraft and after unloading in HKG. The whole transport took 72 hrs counted from pickup in CZ until Arrival in HKG.





www.grupofma.com



Grupo FMA, Colombia, moves XL Oil Driller from Colombia to Irak

GRUPO FMA, your PANGEA Partner in Colombia, has recently moved an **extra-large Oil Driller** from Colombia to Irak (Umm Qasr Port).

44 trucks were used to transport all the driller parts and containers from Neiva City to Barranquilla Port. After a route of 1,264 Km, the trucks arrived and entered the port successfully.

GRUPO FMA had to use **60 TN cranes** to lift the bigger parts of the driller and load them into the MV. Some of the parts could not lean on the floor to avoid damages, so the loading process took place directly from truck to vessel.

Above are some pictures of loading and ground transportation



OTIM

Organizzazione Trasporti Internazionali e Marittimi

www.otim.it

OTIM SpA, Italy, demonstrates its time-critical cargo expertise

OTIM SpA, your PANGEA Partner from Italy, has completed an urgent shipment of Spare Parts for an Oil Rig from BOM (India) to PNR (Congo) via airfreight.

OTIM SpA managed to move this critical cargo within 2 days using an Ilyushin IL-76 freighter from Chapman Freeborn. This commercial freighter for ramp-delivered cargo is specially used for hauling oversized or heavy cargo to remote areas.



www.airloggroup.com



Challenging Forwarding case completed successfully by CHS AIR LOGISTICS (Finland)

CHS Air Logistics, your Pangea partner in Finland, has just completed a challenging forwarding service case by transporting an aircraft engine by air from Helsinki, Finland to Istanbul, Turkey.



Being able to accomplish this service by air was critical: the engine was so high that had it been only half a centimetre higher, it would have been impossible to get in in the carrier plane.

On Monday, **CHS Air Logistics** was contacted on the case. The aircraft engine had been in Helsinki for repairs and it was due back to Turkey close to the Syrian border. **CHS Air Logistics** explored the transport options of which there were several: by charter flight straight from Helsinki to Istanbul or by truck to Tallinn, Frankfurt or Amsterdam and a charter flight from there to the Turkish capital. The straightest and the fastest option was chosen – and the task was ready for completion. The charter flight departed on Wednesday morning, and it was up to only 0.5 centimeters that this was possible.

CHS Air Logistics provides forwarding services for Aircraft engines from time to time, often to Great Britain and the USA, but they are rarely this critical, if ever



www.globalexar.com



Latest projects handled by GLOBALEXAR, Global Express Argentina SA (Argentina)

GLOBALEXAR (Global Express Argentina SA.), your PANGEA Partner in Argentina, has moved from their downtown office to better and bigger dependencies located at Carlos Pellegrini 855, 7º, C1009ABQ Buenos Aires, Argentina. Additionally and with the objective to grow their local and regional operations, **GLOBALEXAR** has recruited Mr. Marcelo Guckenheimer, President of DHL Argentina for the last 40 years and his expertised team.

GLOBALEXAR has participated during the last year in many projects, some of them are referenced below.

[GLOBALEXAR PARTICIPATES IN CUSTOMS CLEARANCE OF RAILWAY WORK MACHINERY](#)

GLOBALEXAR has cleared several heavy and critical machines to be used on the expansion and modernization of national railways. Additionally they have cleared a complete factory plant for the manufacturing of precast concrete sleepers to replace the old wood sleepers from railroads. This plant can manufacture more than 10.000 sleepers per month. They continue to import this type of machinery also this year.

[GLOBALEXAR SHIPPED RAILWAY MACHINES](#)

GLOBALEXAR dispatched a tamping and aligner machine, which is one of the newest state of the art technology with trademark Plasser & Theurer. The same

was dispatched by the **GLOBALEXAR** Team in Zarate and exhibited in Tecnopolis. This is another machine that enlarges the list of those already shipped and destined for the railway renovation work being carried out by BTU among other firms.



[GLOBALEXAR moves 100 Containers for ADS/Samsung](#)

GLOBALEXAR has shipped the first 100 containers for the Group ADS/Samsung destined to the manufacture of air conditioning units in Tierra del Fuego (Argentina)

[GLOBALEXAR is coordinating the importation of a whole new ceramic plant](#)

GLOBALEXAR is handling the import procedures of a new ceramic manufacturing plant for one of their VIP customers. They have been working on the pre-arrangements of this large project for more than 8 months now, and will start operations next month.

Members Notices & announcements



VANNER LOGISTICS, Argentina, signs direct agreement with Envirotainer

VANNER LOGISTICS, your PANGEA Partner from Argentina, is the only National Agent in Argentina that has direct agreement with Envirotainer for an Active Cold Chain within the Pharmaceutical and Healthcare industry.

The use of envirotainers ensures the correct temperature throughout the transportation, so critical for the safety and integrity of these sensitive goods.

The healthcare cold-chain market is growing by 10% per year, and being able to offer specifically tailored services can secure profitable and sustainable business. Healthcare companies put extremely high demands on forwarders to properly handle their products.

VANNER LOGISTICS offers entirely customized attention, innovating and adapting their products and services to meet customers' needs, as they are doing with their medical shipments. The **VANNER LOGISTICS** Team optimizes processes and resources in order to get the best results at the best price and with the lowest environmental impact. They work on customers' side to anticipate difficulties and to come up with the best solutions in advance.



SWIFT LOG, Brazil, expands its activities with new warehouse in São Paulo-Brazil



SWIFT LOG, your PANGEA Partner in Brazil, reinforces its presence in the state of São Paulo with the opening of its newest distribution center. The new dependencies have an available area of up to 6000 m², dispose of an ERP SAP management system and are certified in accordance to ISO 9001: 2008 quality standard. The expansion of service capacity in São Paulo is an strategic decision for the Company since the state is responsible for 32,1% of national GDP, concentrating the main industries and technological centers of the country. The new logistics center is located near Brazilian main port (Santos port) and the main airports (Guarulhos and Viracopos airport) enabling customers to use the new logistics center as a distribution platform and store import/export products more efficiently and with lower costs.



Plascow Logistics Ltd, Israel, approved for AEO (Authorized Economic Operator)

Plascow Logistics Ltd. Company, your PANGEA Partner in Israel, has volunteered to the **Authorized Economic Operator** program by the Israel Customs Directorate.

During the application process, **Plascow Logistics** was examined by the customs authorities for both financial and regulatory parameters, as well as by the Security Department for security parameters. The evaluations concluded that the framework of standards for the supply chain security and trade facilitation were duly adopted.

Plascow Logistics is pleased to inform that their company has met the conditions of the program and it is approved as Authorized Economic Operator as of March 25st 2015

The Israel Customs Directorate recognizes **Plascow Logistics** as a partner for the trade facilitation and security of the international supply chain and expects the Company to act towards a continuous improvement in this field as well as to fulfill the standard of excellent and transparent activities with the authorities.



GLOBAL EXAR, Argentina, sponsors a racing team



The GLOBALEXAR team was 3rd position in the opening round of the 2014 season "Procar 4000"



TARGET LOGISTICS INT'L (Pakistan) receives Top Customer Award from Shaheen Airlines

TARGET LOGISTICS INT'L (PVT) LTD., your PANGEA Partner from Pakistan, has received the 2014



Top Agent Award by Shaheen Air International.

Every year the Airline awards 10 top cargo agencies from the North provinces (Lahore, Sialkot, Faisalabad, Multan) for their best performance and service. Mr. Fouad R. Dar, Director of TARGET LOGITISCS (Lahore Office) received the Airline Award during the annual ceremony held at a local hotel in Lahore.

With the Top Cargo Awards, the Management of Shaheen Air recognizes and congratulates the 10 top agents for exhibiting best performance, sales results and provision of highest quality services.



"We are one of the few Chilean Companies that have the ISO 9001:2008 Certification, which guarantees that our Company complies to international standards in order to provide high quality service", indicates Ana Maria Silva, General Manager at ILS CHILE

Pls visit their new site www.ilschile.cl for more information.



EXPRESS LINK, Australia, adds a Consignment Notes facility for customers

EXPRESS-LINK, your PANGEA partner in Australia, has today announced another addition to their Web Page services that being an icon on their web page which will allow all EXPRESS-LINK customers the capability to generate and print their own consignment notes, this particular facility also has many other useful data fields which will allow the customer to produce daily, weekly or monthly statistics regarding their freight movements.



ILS CHILE, Chile, awarded ISO 9001:2008 for the 6th year

We are pleased to announce that ILS CHILE, your PANGEA Partner from Chile, has been awarded ISO 9001: 2008 for the 6th consecutive year.

Achieving ISO 9001:2008 Certification every year clearly demonstrates ILS CHILE Company-wide commitment to serving at the highest quality standards.





PT. ASIA GROW LOGISTICS, hosts social event with local vendors, shipping lines and partners



On 13th March 2015, **PT. ASIA GROW LOGISTICS**, your PANGEA Partner from Indonesia, organized a social meeting and invited local vendors, shipping lines, custom brokers and local partners.

The occasion was also attended by their group Company associates from Singapore, Malaysia and Vietnam.

The reason for this event was to thank the Company staff that have been involved in the Company development and progress for over the last 5 years. As well as to proudly declare the **PT. ASIA GROW** New Look & Spirit for the coming future.



MORGAN SYSTEMS, United States, has rolled out "UpriceitLTL" to rate domestic LTL Freight online

MORGAN SYSTEMS INC, your PANGEA Partner in US, launches **UpriceitLTL**, with the objective to offer customers to take control of their LTL costs once and for all.

The new function allows customers to accurately rate their freight in realtime, directly from **MORGAN's** data base of domestic LTL carriers. Customers are also able to book their freight by using **MORGAN's** account number. Additionally, the system automatically tracks the shipment from origin to destination and pulls actual scanned images of all available documents directly from the carrier, including: BOL, POD, W&R and W&I.

"UpriceitLTL is a benefit for those customers, previously approved for credit, that may not have the volume to present to an LTL carrier in order to get their personal contracts for the service" remarks Danny Welch, Chief Operating Officer at **MORGAN SYSTEMS INC**.

UpriceitLTL pertains to **MORGAN SYSTEMS INC** domestic LTL offerings in the United States, more details can be found through their website:

www.morgansystemsinc.net/accufrateltl



DEMEGLIO SA, Ecuador, obtains authorization as legal operator from Ecuadorian Customs

DEMEGLIO SA, your Pangea Partner from Ecuador, has obtained the authorization as legal operator from the Ecuadorian Customs.

It has been nearly 1 year of procedures and submission of several documents to comply with the bureaucratic impositions and requirements from the local authorities.

During the entire process we have been in contact with the Management of **DEMEGLIO** and have prepared several documentation as per the requirements of the Ecuadorian Customs. **PANGEA** had to prepare a Membership Certificate/Declaration and Membership Agreement, that had to be legalized by the **Essex Chambre of Commerce** and Apostilled by the **Foreign and Commonwealth Office** in the UK.

I am pleased to have helped Mr. Elias Dau from **DEMEGLIO** and to have contributed in this hard process. Congratulations to all the **DEMEGLIO** Team and I hope this simplifies their future operations/files with the Customs Authorities.



regular space availabilities from major Carrier on Incheon airport such as QR, EY and KE. Pre space occupy. This will allow them to avoid any space shortage issue and reduce the booking cost, which is expected to result in more businesses opportunities and customers.

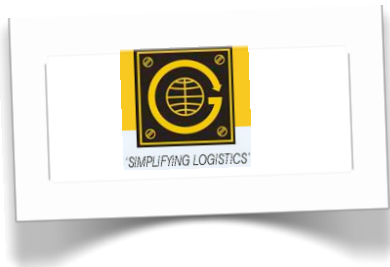
"We have special connections with carriers, especially with QR, EY and KE in South Korea. As, already proved to any routes to Europe and other connections, **MARKSMAN** is able to provide very competitive rates compared to any other handling agent", remarks Mr. JH Shin, Managing Director at **MARKSMAN**.

and the market, in order to define the new company strategy.

The program ended with a dynamic team-building activity, followed by a social evening.

From 1st April 2015, **MARKSMAN** has planned to launch a special courier service in and out bound to anywhere in the world. **MARKSMAN** is already counting on the necessary equipment, experienced staff and dependencies near the airport (office and warehouse).

Their new express service intends to be a very good solution for small import and export customers in South Korea that are buying abroad and reselling in Korea. As well as for international agents that need an express or courier service related to east Asian market, including Korea, Japan and China.



NEW GLOBE LOGISTIK, India, held their strategic sales/marketing meeting

NEW GLOBE LOGISTIK, your PANGEA Partner from India, held their strategic meet at Lonavala (hill station 200 kms from Bombay).

The event was attended by all sales and marketing staff. **NEW GLOBE LOGISTIK** undertook this strategic meet to exchange ideas of the current situation of the company



MARKSMAN, Korea, launches express courier service starting from 1st April

MARKSMAN, your PANGEA Partner in South Korea, has received



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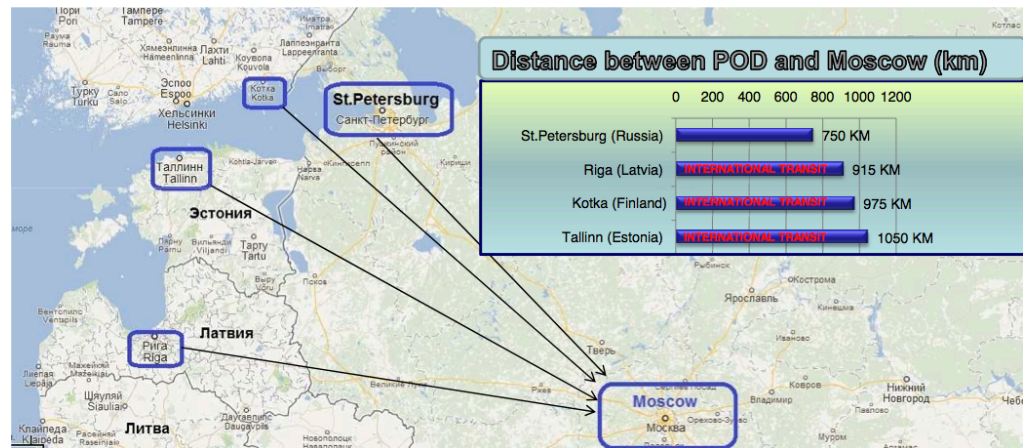
www.frwd.biz

Routing recommendations to Moscow by Forward LLC (Russia)

Russia has the biggest territory in the world – almost twice bigger than Canada and China territory. Though the **population of the country** is not so big – it is 143 million only which is 8th population in the world and almost equal to Bangladesh population – so that means the density of population is very low – one of the lowest in the world (181th place in the world). People are distributed through the territory of the country not equally – there are several concentration points – big cities – inside and around of which most of population is living and vast territories covered by forests and plains where nobody is living at all. **Transport infrastructure** in the country is developed also not equally along the territory – it is copying the population density chart -

European part of Russia is developed quite well while **Eastern part of Russia** is still staying virgin and untouched except several centers of civilization (**Omsk, Novosibirsk, Krasnoyarsk**). So direct way is not always the optimal one while speaking about **cargo delivery to and from Russia**. And transport infrastructure is not the only reason – apart from this problem there is also customs influence. **Customs factor** must be always kept in mind while speaking about logistics in Russia – as we say – Russia has “customs oriented logistics” and those who do not pay enough attention to this – suffer extra costs and delays.

The main population of the country is concentrated at the **European part of the country** – around the capital and main cities (**St.Petersburg, Novgorod, Samara, Kazan, Ekaterinburg**). **Eastern part of the country** also has several big cities (**Omsk, Novosibirsk**) – but general population density is several times lower than European part. For delivery to European part of the country Baltic Sea ports are the best routing.



Forthcoming industry exhibitions. Latest partnerships

- GCC Supply Chain Logistics Conference 2015**, 13-16 April, Muscat, Sultanate of Oman
- 11th Trans Middle East**, 6-7 May, Doha, Qatar
- Traffic-expo-Til**, 11th International Fair of Road Infrastructures and Airport Technologies, 13-15 May 2015, Istanbul, Turkey

- 4th Black Sea Ports & Shipping**, 28-29 May, Istanbul, Turkey
- 17th Annual European Supply Chain & Logistics Summit 2015**, 15-17 June 2015, Barcelona, Spain
- 13th Asean Ports & Shipping**, 24-25 June, Jakarta, Indonesia
- 10th Southern Asia Ports, Logistics and Shipping**, 17-18 September, Mumbai, India
- 13th Intermodal Africa**, 29-30 October, Lusaka, Zambia
- 14th Intermodal Africa**, 25-26 November, Lagos, Nigeria
- logitrans International Transport Logistics Exhibition**, 18-20 November, Istanbul
- Trans Poland**, 4-6 November, Warsaw

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Thanks to all supporting Members and partners



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PANGEA is a first class freight forwarders network providing a full range of transportation services worldwide



Global logistics solutions in more than **90 COUNTRIES**, which converts us into one of the major international networks of forwarders.



Independent local understanding **380 OFFICES**. Pangea counts on the best forwarding agents in each location.



Air, sea and road freight **1.500.000 SHIPMENTS** per year. Pangea offers a full range of transportation services worldwide.

Become a member, visit:
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