

# PANGEAlink

The PANGEA LOGISTICS NETWORK magazine

The three  
challenges of the  
freight forwarding  
sector in 2015

*Network News*

**Global Meeting 2015.  
Save the dates**

*New PANGEA Members*

**Welcome your newest  
partners into the  
group**

*Your partner's stories*

**Baltic Shipping Centre  
(Lithuania), OTIM (Italy),  
TIM AIR & SEA  
(Thailand), CONNECT  
CARGO (India),  
MARKSMAN (South  
Korea), NEW GLOBE  
LOGISTIK (India),  
BELGLOBE (Switzerland)**



# CONTENT

## SARAH BIDMEAD'S COLUMN

**03** The three challenges of the freight forwarding sector in 2015

## NETWORK NEWS

- 05** Payment Guarantee Fund starting off  
**06** Global Meeting 2015. Save the dates  
**08** New PANGEA image and design  
**08** PANGEA Membership Awards 2014

## 10 NEW PANGEA MEMBERS

Please read more about your newest fellow partners joining our group. Welcome on board!

AIRLOG GROUP (Denmark, Finland, Sweden)  
 ATLAS SHIPPING SERVICES (India)  
 CARGOPONTOAO (Angola)  
 Grupo FMA (Colombia)  
 JAS FBG (Poland)  
 NOSCO EGYPT (Egypt)  
 ONE WORLD LOGISTICS (Madagascar)  
 ORDAN CARGO (Israel)  
 TRANSORIENT INTERNATIONAL FORWARDING (Turkey)  
 TSM GERMANY (Germany)  
 VIP LOGISTICS (Madagascar)

## YOUR PARTNERS' STORIES

- 22** BALTIC SHIPPING CENTRE (Lithuania)  
**24** OTIM (Italy)  
**24** TIM SEA & AIR (Thailand)  
**25** CONNECT CARGO (India)  
**27** MARKSMAN (South Korea)  
**27** NEW GLOBE LOGISTIK (India)  
**28** BELGLOBE (Switzerland)

## 29 PARTNERED EXHIBITIONS

Thanks to all supporting  
Members and partners

**This issue of the PANGEAlink is supported by:**



Pls. contact us at [admin@pangea-network.com](mailto:admin@pangea-network.com) if you would like to publish your news on the next edition of the PANGEAlink Magazine

## Sarah Bidmead's Column

### The three challenges of the freight forwarding sector in 2015



*The decline of air transportation, the sulphur rate for ships and the railway plans in China will mark the new year.*

The freight forwarding sector is facing 2015 with optimism due to the good perspectives of international trade, the fall in oil prices and the recovery of the European and North-American markets. However, the freight forwarding companies that wish to take advantage of the opportunities must be capable of responding to the three challenges that the global freight forwarding network Pangea Logistics Network has identified from the analyses of consulting firms, publications and experts.

**Air transportation will continue to decline.** Between 2000 and 2013, the transportation of containers and consolidated cargo by plane has gone from representing 3.1% to only 1.7% of the total, according to a report from the Seabury Group and the IATA. In 2015 this trend will be maintained due to the competition in sea and ground transportation. As James Woodrow, the cargo director of Cathay Pacific, anticipates, we are moving towards a future in which there will be less air transportation operators, with the focus being on the more profitable segments.

**The sulphur rate will increase sea transportation prices.** The European directive to reduce the sulphur emissions (L55) of ships will slow down the reduction in the cost of the freight; Maersk is already announcing an environmental surcharge of 80 dollars per TEU. This will be compensated by the tendency to replace small- and medium-sized old ships with large and low-consumption vessels which Lloyds points out. The traffic of containers in the Mediterranean will regain a leading role in comparison with the oceanic routes, Dynamar predicts.

**Cheap oil and the new "Silk routes" will revitalize ground transportation.** Road transportation will continue benefitting from the fall in the oil price, which will be prolonged according to Fortune. China will continue deploying its transportation strategy via railway, which includes the Yiwu-Madrid line and even plans to construct a tunnel under the Bering Strait which is to connect to the USA, as the Washington Post reveals. This can reduce the demand for sea and air freight, although beforehand it is necessary to resolve difficulties with customs and the gauge changing.

*"The year 2015 is presenting interesting opportunities for freight forwarding companies thanks to the increase in demand through the recovery of the markets. However, in order to take advantage of these opportunities it is necessary to offer the clients the international presence, synergies and economies of scale that a global freight forwarding network such as Pangea allows. Otherwise, only the multinationals will benefit, which will continue gaining market share."*

Sarah Bidmead  
Network Manager



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.



The Connecticut Maritime Association  
Presents

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## Network news

### Payment Guarantee fund starting off.



*PANGEA launches this year a Guarantee Fund to compensate for unpaid invoices in case of bankruptcy of a Member of the Network.*

For a long time we have been analyzing in depth the available options of offering Members an additional protection for payments within the Network. We have been in contact with insurance Companies, insurance brokers, collection agencies, lawyers, accountants, discussing the needs of the network and possibilities. Our objective in first place was to offer the protection service through a referential insurance Company, but such a global insurance policy does not exist and designing a tailor-made policy for our group would result in a not at all competitive service. This leaves us with no other option than managing our own Guarantee Fund.

After receiving Members' inputs through the survey about your participation/contribution to the Guaranty Fund and personally commenting during the last Meeting, we determine to go ahead with the fund launching. All Members that have expressed their interest in participating in the fund will receive an invoice for the annual contribution fee. The annual contribution entitles a 12 months subscription to the fund starting from the effective payment date of the contribution fee.

This fund is to be shared between all participating Members, for this reason we have established the fund general terms, rules and conditions, in order to assure that we are all aware and follow the same criteria.

The fund regulation frame resumes as follows:

- ◆ The total maximum compensation for the launching year is **USD 50,000**.

- ◆ 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

- ◆ [CLICK HERE](#) download the complete terms and conditions for your full review.

Please [CLICK HERE](#) to give us your feedback if you still haven't done so.

**Despite this additional protection, PANGEA reminds all Members that it is their responsibility to keep their own risk management strategy for their own protection as up to date.**

Participation to the fund is optional, we will regularly inform Members on how to participate for their consideration.

Pls. contact us for any further information.



## Network news

### PANGEA Global Meeting 2015. 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 up 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.

#### New this year

A NEW Scheduling 1x1 Meetings platform this year will be open closer to the event so that all delegates can pre-book and manage their meetings in advance. The new platform is complete, easy, intuitive and focuses on the partners who you want to meet with. Full details will be available closer to the event.

Additionally, new Members are invited to participate in a 2h workshop (coffee break included) to be introduced to the PANGEA networking system. The workshop will take place from 10 am on Monday 19th October. Previous confirmation of participation is required.



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.

# RoRo Shipping Conference

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Email  
kate.davey@informa.com  
to apply

Tuesday 17 – Wednesday 18 February 2015 | Radisson Blu Scandinavia Hotel, Gothenburg, Sweden

## Commercial, operational, and regulatory solutions for 2015 and beyond

- Compliance and operational feedback from Scandlines, UECC, DFDS and Stena
- Regulation enforcement: What do we still need to know?
- Future RoRo trade map predictions and impact on the logistics supply chain



**Poul Woodall**  
Director – Environment  
& Sustainability  
DFDS

**Per Westling**  
Managing Director  
Stena RoRo

**Patrick Verhoeven**  
Secretary General  
European Community  
Shipowners' Association

**Ingrid Cherfils**  
Civil Aviation and  
Maritime Director  
Swedish Transport Agency

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## Network news

### New PANGEA image and design

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 will be able to introduce many updates in the system, specially on the Members Directory, Member Profile and Shipment Registration.

After 3 years our website is 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. We are already using some of the new materials in our google marketing campaigns. You have most probably already seen some of our group's adverts online!

The next steps include our website, newsletters, brochures, presentations and other marketing elements, the corporate materials and the Member's customisable materials.



### PANGEA Membership Awards 2014

In recognition of superior commitment and support it was a pleasure to give the 2014 Membership Awards to the following Members, during the Kuala Lumpur Meeting.

Starting from the left: BLUE FREIGHT SERVICE (Germany), WORLD CLASS FREIGHT (United Arab

Emirates), IMAGE LOGISTICS (Malaysia), VENTANA SERRA (Italy), CONNECT CARGO (India), EXPRESS AIR FREIGHT (United States), MARCOPOLO FREIGHT SERVICES (United Arab Emirates), NEW GLOBE LOGISTIK (India), TRANSVALAIR (United Kingdom), N.C.A. BV (Netherlands), TRANSVALAIR MIDDLE EAST (United Arab Emirates).

Many thanks and congratulations to all awarded Members.







18 – 20 March 2015

Tan Binh Exhibition & Convention Centre (TBECC),  
Ho Chi Minh City, Vietnam

The 5<sup>th</sup> Edition of the Leading & Definitive International

# Maritime Expo

in Vietnam and Indochina

**INMEX VIETNAM** is the largest and most established platform in Vietnam showcasing all aspects of shipbuilding, marine services and engineering, marine equipment, offshore marine, port and supply chain management solutions that are available in the market today. This biennial premier international maritime event connects the maritime community in one of the world's most significant and buoyant maritime destinations - Vietnam.

- Vietnam has over 100 ports and harbours with a combined length of roughly 22,000 meters of quays, above 1 million square meters of warehouses, and over 2.2 million square meters of yards. 90 percent of all Vietnam's goods are transported by sea.
- The quantity of freight moved via Vietnam's seaports annually increased by an average of over 12 percent. However, as the number and capacity of ports are considered insufficient for Vietnam's rapid economic growth, the prospects for growth and expansion are tremendous.
- Vietnam's over 3,200 km of coastline and thousands of islands holds great promise for leisure boating. Marine tourism is a key driver for many developing boating markets, and Vietnam has all of the essential drivers for this business.

If you want to reach out to the massive Vietnam market, expand your business and market share in the Maritime Industry, INMEX Vietnam is the key route to penetrate the market.



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# New Members

## New PANGEA Members announcements



**Airlog Group, new Member Nordic countries, own offices in Sweden, Denmark and Finland offering best in class logistics services**

**Airlog Group (FIATA / IATA / ISO 9001 / ISO 14,001)** has its own offices in **Sweden, Denmark and Finland.**

With nearly **100 logistic experts Airlog Group** takes pride in serving their customers and they are committed to be best in class. Personal contact and accessibility **24/7/365 help Airlog Group** customers to be successful. Through high quality demands and proactivity their team and partners share the same philosophies.

Through our extensive partnerships around the world we are able to serve you anywhere. We only work with carefully selected partners with both local knowledge and experience in international logistics.

Some commodities require special attention. **Airlog Group** counts on local knowledge combined with experience in international logistics to handle such specialized commodities.



**Airlog Group's** state of the art IT systems support our customers' logistic needs in any field. Combined with the freedom to choose the best solution case by case always gives our customers value for money.

**Airlog Group** calls this Efficiency through Independence.



### **ATLAS SHIPPING SERVICES, new Member in India, operating in all major ports in India since 1993**

**Atlas Shipping Services (P) Ltd.** proudly provide their clients expertise in all facets of International Logistics. Atlas is an NVOCC and our services range from basic point-to-point transportation to complex end-to-end integrated logistic solutions.

**Atlas Shipping Services (P) Ltd.** began its journey in 1993 in Kathmandu (Nepal), under the name of Atlas de Cargo. They have been receiving the Best Forwarding Company Award from the Prime Minister of Nepal for the last 8 years because of their good service.



**Atlas Shipping Services (P) Ltd.** also opened operations in India in 1993, and has been growing ever since and now has a Pan India presence with 21 offices covering all the major ports in India. The Company has more than 300 dedicated staff with extensive experience in the forwarding industry; this allows them to offer seamless procurement, warehousing and distribution of goods from vendor to consignee. Their reputation is based on our competent and enthusiastic personnel, and is supported by progressive and innovative information systems which ensure the most efficient service to our clients.

**Atlas Shipping Services (P) Ltd.** is large enough to orchestrate sophisticated solutions, yet small enough to enter into personal and individual partnerships. Their prime objective has always been to determine and fulfill all of client's requirements. The founders of the company have over thirty years of experience importing and exporting merchandise. Decades of firsthand experience in this arena have enabled **Atlas Shipping Services (P) Ltd.** to become a leading provider of logistics services from India to the world, and vice-versa.

Based on their major volume to the US and other sectors **Atlas Shipping Services (P) Ltd.** has exclusive contracts with various shipping lines and enjoy the best rates available. **Atlas Shipping Services (P) Ltd.** is one of the very few forwarding companies in India with its own 24/7 Call Center in order to meet the requirement of its clients in the US and Europe.

**Atlas Shipping Services (P) Ltd.** specializes in handling Air / Ocean:

- ◆ General Cargo
- ◆ Break Bulk Shipment
- ◆ Perishable Consignments
- ◆ Over Dimension Cargo
- ◆ Dangerous Goods

They also have value added services for their Customers such as:

- ◆ Warehousing
- ◆ Custom Brokerage
- ◆ Inland pickup /deliveries
- ◆ Insurance Consultancy

**Atlas Shipping Services (P) Ltd.** are capable of handling all kinds of logistics without any hurdles.



**18-20 March 2015**  
CEC EXPOFORUM, ST. PETERSBURG, RUSSIA

[www.TRANSBALTIC-EXPO.ru](http://www.TRANSBALTIC-EXPO.ru)



# TRANSBALTIC

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**CARGOPONTOAO, new Member in Angola, facilitating your freight forwarding imports and exports**

**CARGOPONTOAO LDA** is an Angolan freight forwarding company based in Luanda, close to the International Airport. They also dispose of a branch office in Portugal.

**CARGOPONTOAO LDA (CARGO.AO)** proudly stands out by recognizing the value of the team, enabling staff to

leadership and accountability in the performance of their responsibilities, by offering quality communication, presenting their services clearly and stands out in their principal objective, which is to provide the best service in order to meet the needs of customers.

**CARGOPONTOAO LDA (CARGO.AO)**  
 Freight Forwarding SERVICES:  
**ESTIMATED COST ASK US FOR A QUOTATION**  
 Free service with immediate response.

**CLEARANCE OF GOODS AIR**

Service available in Luanda for all types of goods and from around the world. Delivery time up to 5 working days.

**CLEARANCE OF GOODS BY SEA**

Service available in all ports of Luanda. Delivery time to door within 7 working days.

**TRANSPORTATION OF GOODS**

With a young fleet of vans, delivered to the port of Luanda and in major provinces of Angola.

**SERVICE PORT-TO-DOOR FOR SUBMISSIONS FROM PORTUGAL AND BRAZIL**

With the help of their partners, CARGOPONTOAO LDA (CARGO.AO) takes charge of all the logistics of shipments from Portugal and Brazil, with payment facilities in Angola.



**Grupo FMA, new Member in Colombia (Bogota, Cartagena, Buenaventura, Barranquilla and Santa Marta)**

**FMA Group was founded in Bogota since 1981** as FMA Customs Agency, providing logistics services for import and export. **FMA Group** today are **Level 1 Customs Agency**, providing comprehensive and competitive services for Colombian importers and exporters.

**FMA Group** offers full coverage and services in Colombia through their Head Quarters (Bogotá) and their Branches located in Cartagena, Buenaventura, Barranquilla and Santa Marta.

SERVICES offered by **FMA Group**:

- ◆ Sea Transportation FCL cargo dry, refrigerated, liquid, LCL. Rates under contract.
- ◆ Sea shipping project cargo, extra sized, heavy extra.
- ◆ Direct and consolidated air transport.
- ◆ Insurance international transport

- ◆ Advice on foreign trade, customs law.
- ◆ Tariff Classification.
- ◆ Management of temporary imports of short and long term.
- ◆ Entries, import licenses, annual licenses.
- ◆ Customs export.
- ◆ Manage forecast import.
- ◆ Ground Transportation FCL, LCL, quotas truck.
- ◆ Ground Transportation project downloads, extra sized, heavy extra.
- ◆ Urban, dedicated vehicles.
- ◆ Escorts and vehicle escorts.

- ◆ Operation in port logistics, stuffing and de-stuffing out of port, pre-inspection, inspection, making serials.
- ◆ Public warehouse storage and / or Zone (commercial and logistical alliances).
- ◆ FMA has an operating system that provides daily customs shipment tracking, reporting upon request.





**JAS FBG S.A., new Member in Poland, leading logistics operations since 1991**

JAS FBG S.A. is one of the leading logistics operators on Polish market **since 1991**. Due to the comprehensive offer, including own transportation units in the number of **200 trucks**, forwarding services, warehousing facilities in main cities all over the country, largest customs agencies network in Poland (**70 branches**) and modern informatics solutions JAS FBG S.A. is one of key player in this field.

JAS FBG S.A. provides to their clients FTL and LCL - 24h deliveries domestic service, LTL and FTL service in Europe based on their own fleet and many contracted road haulers. Apart from that JAS FBG S.A. offers Rail transport, Air and Ocean transport by their offices in **Gdynia Sea Port and Warsaw Okęcie Airport**.

Outside of Poland JAS FBG S.A. settles International full load road freight office and full range of logistics services warehouse in Hungary. Spedition and Customs Agency in Neuss, Germany enabling them to operate in the biggest seaports in West and

Central Europe: Antwerp, Rotterdam, Bremerhaven, Hamburg, Szczecin, Gdynia and Gdansk.

JAS FBG S.A. employs over 1000 persons of staff who provides services suited to individual needs of their clients. Their staff consists of a qualified and experienced team of forwarders with IATA and FIATA certificates. JAS FBG S.A. has obtained AEO Status and has won several prizes and awards, such as 4 times the "Freight Forwarder of the year" award, twice the special emblem "Poland now", a special distinction in the "Logistics Operator of the Year" in the "Competitive Edge" category, European Medal award and the "Golden Pegasus" prize for comprehensive logistics support.

JAS FBG S.A. believes that our joint effort will provide expansion and grow on changing logistics market.



**NOSCO EGYPT, new Member, full logistical solutions and specialization in heavy transportation and projects' cargo**



The **NATIONAL TRANSPORT & OVERSEAS SERVICES CO.** S.A.E (**NOSCO**) was founded in 1976 with idea of providing world class services in the Egyptian Trucking industry especially the Heavy Haul Industry, Freight Forwarding and Custom Clearance services for more than **35** years. Since then the history of **NOSCO** has been grown by delivering client value. **NOSCO** is head quartered in Alexandria and branches in Cairo, Dekheila & Alex. Ports, Suez, Abu Rudies and Damietta Port. In order to assure high standards & safe services to our clients, **NOSCO** adopted an integrated system based on the requirements of **ISO 9001:2008, ISO 14001:2004 & BS OHSAS 18001:2007.**

Years of experience in international transport and project-forwarding has strengthened **NOSCO's** position in the market as one of the leading expert in international forwarding services, specially in heavy transportation and project cargo.

**NOSCO** attributes the company's success to the high standard of work that is required from all of our employees and to the satisfaction they have given to our many customers over the years. From start to finish, projects are undertaken with diligence and expertise meeting and/or exceeding the industry standards. **NOSCO** extensive planning and research ensures that

your cargo will reach its destination on time and in perfect condition.

Counting on expertise administrative and specialists plus their owned equipment, **NOSCO** provides a wide range of the following services:

- ◆ Inland Transportation :
- ◆ Heavy Haulage & Engineering Solutions
- ◆ Customs Clearance
- ◆ Air Freight Forwarding
- ◆ Ocean Freight Forwarding
- ◆ Shipping Agency
- ◆ Packaging
- ◆ Logistics & Warehousing
- ◆ 24hrs/days, 7days/week Service
- ◆ Offloading at Site
- ◆ Maintenance & Operation of others fleet



### **ONE WORLD LOGISTICS, first Member in Boliva, innovation, professionalism and passion for logistics**

**One World Logistics (founded since 2008 in Bolivia)** gathers the best professionals in the logistic market, chosen for their extensive knowledge and experience but above all the passion they have for this job.

**One World Logistics's** youth combined with the experience of our work team, creates a unique and flexible structure directed to innovate all that will allow us to improve our service tailored to our customer's needs.

#### **One World Logistics MISSION**

Simplify customer's logistic operations applying innovation, professionalism, passion for the job and giving the highest level of cooperation with strategic partners.

We respect the environment and help improve our community's lifestyle.

#### **One World Logistics principles**

The following principles govern our company:

*Our People:* make a team that seeks innovation and excellence. Their passion is their work and our customer's interests. This proactive attitude guides actions in order to find new ways to go beyond their needs and expectations.

*Our customers:* Our priority is to get to really know our customers and what exactly is what they need. Our clients get the best personalized service, adjusted exclusively to their requirements.

*Our Allies:* We call them allies. They are not only service suppliers, they are freight companies, air lines, sea lines and customs agents that were chosen to achieve excellence and the highest benefits for our customers, partners and ourselves.

*Our Operations:* Adjusted to each of our individual customer's requirements, we seek perfection and innovation reaching utmost efficiency.

*Our Partners:* We generate proper profit levels for our partners, promoting their philanthropic activities as well.

*Our Community:* We deeply respect the environment we live in making all efforts to improve the lifestyle of our community.



# INTERMODAL ASIA 24-26 MARCH 2015

Shanghai World Expo  
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中国集装箱行业协会  
China Container Industry Association

**INTERMODAL  
ASIA 2015**

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24-26 MARCH 2015 | SHANGHAI | CHINA

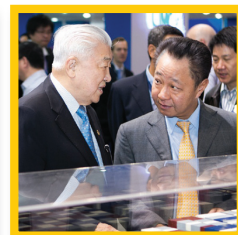


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# INTERMODAL ASIA 2015

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**FREE EXHIBITION & CONFERENCE**





**ORDAN-CARGO**  
Freight Forwarding & Logistics

**ORDAN CARGO LTD,**  
new Member in Israel,  
providing full  
logistics,

**Ordan Cargo Ltd. (Associated Member of FIATA and IATA Accredited Agent Ref. 37-4 7110)** is a freight forwarding & logistics agency from Israel. It was **founded in 2001** as a private company by Ms. Elinoar Pridan. Over time **Ordan Cargo Ltd.** has become well established in the field of **logistics, transportation and distribution in Israel.**

**Ordan Cargo's** vision is focused on high level customer service. Over the years they have enabled clients to succeed regardless of their business' size, scope or complexity. The company employs a team of experienced staff who are professionally qualified. **Ordan Cargo Ltd.** branch offices are located in each seaport and airport: Ashdod Haifa, Eilat as well as Ben-Gurion International Airport.

**Ordan Cargo Ltd.** offers a wide range of services to its customers, including:

- ◆ International Forwarding (Imports and Exports)
- ◆ Customs Clearance
- ◆ Inland Transportation
- ◆ Packing
- ◆ Insurance
- ◆ Bonded and free warehouse

- ◆ Logistics Support
- ◆ Door to door shipments - Drop shipments

**Special Services**

◆ **Relocations**

**Ordan Cargo Ltd.** has been relocating diplomatic staff of the foreign ministry, embassies and high tech companies' employees, providing all the required services for their move. A smooth relocation of company employees is essential in order to keep staff content in the organization. They ensure that your employees are highly taken care of in all the aspects of the relocation.

◆ **Time Critical shipments**

**Ordan Cargo Ltd.** offers time critical shipments where they make a commitment to deliver your goods on the date you require. The teamwork within the company and constant co-ordination with clients ensures that **Ordan Cargo Ltd.** meet the deadline.

◆ **Project Special shipments including:**

- Transportation of Dangerous goods.
- Temperature Controlled shipments.

Transportation of chemicals (clients include the Israeli high tech industry)

Shipment of Perishables including human tissue and human organs.

Transportation of Wine and spirits

Transportation of Plants and various agricultural products.

◆ **Art and Exhibitions Shipments**

**Ordan Cargo Ltd.** is experienced in handling the equipment of major productions in the entertainment industry, including: orchestra instruments and circus equipment.

They also shipped various fine art pieces: high value statues and paintings.

The timing of those shipments is taken very seriously, in order to ensure the equipment arrives on time for the event. Keeping in close contact with the event organizers, so that they are always up to date on the progress of the shipment and after the shipment

Ordan Cargo Ltd. handles all the logistical aspects of the exhibition, from start to finish- from assembly to dismantling. All the delicate items are packaged very securely.

### **TRANSORIENT INTERNATIONAL FORWARDING, new Member in Turkey, celebrates 53 Years in the Industry**

**TRANSORIENT** is an international freight management company based in **Istanbul, Turkey**. **TRANSORIENT** was adopted in 1961; the roots of the company can be traced back over **53 years**. **TRANSORIENT** has grown substantially over the past ten years and is now considered to be one of the most predominant companies in the Turkish Transport and Logistics Sector.

During half a century, the Company has stretched our boundaries and gained further expertise in Air, Ocean and Intermodal Transportation. Their vision of adding value to transportation with innovative solutions using technological advances has given **TRANSORIENT** a distinguished position in Turkish logistics sector. Today, combination of local in-depth knowledge, global connections, rigorous and measurable service standards gives **TRANSORIENT** the capacity to offer full range of supply chain solutions at highest level.

**TRANSORIENT** is an **IATA agent since 1995, member of FIATA, UTIKAD (Association of International Forwarders and Service Providers of Turkey)** and have certificates for **ISO9001 & ISO27001** and also on the verge of obtaining **AEO certification**.

#### MULTIMODAL & INTERMODAL SERVICES FOR EUROPE

##### AIR FREIGHT

- ◆ Consolidation Services

- ◆ Door to door, DAP, DDP & COD services
- ◆ Break-bulk services in major airports of Turkey
- ◆ Exclusive rates and time definite services based on prime carriers
- ◆ Bonded transshipment services to neighboring countries
- ◆ Dangerous Goods & Dry Ice cargo handling
- ◆ Shipment deliveries

##### ROAD FREIGHT

- ◆ Scheduled FTL & Groupage departures from - to major European gateways
- ◆ Specialized handling for GOH (Garment On Hangers) and flat pack shipments
- ◆ Optional departures from major Ro-Ro ports in Turkey (Cesme, Mersin, Pendik, Ambarlı)
- ◆ Fast truck services to major European destinations

##### OCEAN FREIGHT

- ◆ 45 ft Container services (45HCPW)
- ◆ Selective options & Competitive rate advantages to clients
- ◆ Service contracts with leading shipping lines
- ◆ Specialized handling for GOH (garment on hangers) shipments
- ◆ Regular intra - European short-sea schedules
- ◆ Transit time & cost effective deep-sea schedules with concentration in Asia & Africa continents



BIOPHARMA LOGISTICS

- ◆ Clinical trial logistics
- ◆ Biological substances logistics
- ◆ Temperature & time sensitive logistic services
- ◆ Customs formalities & regulatory services
- ◆ Warehousing & distribution services
- ◆ Special packaging compatible with IATA regulations

DOMESTIC DISTRIBUTION

- ◆ Nationwide regular distribution & pick up services
- ◆ Reliable Overnight delivery services for time-sensitive consignments
- ◆ Temperature controlled distribution services to/from major cities in Turkey on daily basis

CUSTOMS BROKERAGE

- ◆ Handling DAP, DDP & DAT shipments
- ◆ Pre-post arrival declarations and e-clearances with direct computer link with customs
- ◆ Brokerage consultancy & pre-arrangements in special projects
- ◆ Obtaining special permits and government licenses
- ◆ Expertise in ATA Carnet & Temporary Imports

WAREHOUSING

- ◆ Fully equipped warehouse facilities for GOH (Garment On Hangers) and box shipments
- ◆ Consolidation and de-consolidation services for air, road and ocean transportation
- ◆ Specialized loading arrangements by style, color, line and assortments
- ◆ Repacking & labeling

TRANSORIENT ADVANTAGES

- ◆ Fleet of 5000 units self owned 45'HCPW (33 europallet – 89 cbm capacity)
- ◆ Cargo safety
- ◆ Pick-up from shipper's door – delivery to consignee's door with same unit as well as X-docking options
- ◆ Regular departures, fast and reliable transit times
- ◆ Easy to combine with other modes of transport
- ◆ Eliminates problems such as traffic & border congestion, transit permit documentation, driving restrictions
- ◆ Long-term sustainable rates and reliable service



### **TSM GERMANY GmbH, new Member in Germany, dynamic freight forwarding in Hamburg**

**TSM Germany GmbH** was founded in 2004, and since then, TSM has developed in a dynamic way. Direct contracts with shipping lines and airlines as well as a good agent network enable them to arrange transportation around the world. **TSM Germany GmbH** is working with a young and coordinated team, and this gives a guarantee of professional guidance and fast processing of orders.

**TSM Germany GmbH** is specialized in providing consistent solutions in logistics and warehousing, and their Service Scope covers:

- ◆ Ocean freight FCL/LCL
- ◆ Airfreight worldwide
- ◆ Inland transportation by truck and rail
- ◆ Warehousing/Storage
- ◆ Customs clearance
- ◆ Veterinary inspection

**TSM Germany GmbH** provides services for Perishable Cargo like:

- ◆ Meat
- ◆ Fish and seafood
- ◆ Fruits and Vegetables
- ◆ Pharmaceuticals

- ◆ Dairy Products
- ◆ Beverages (Wine/Beer)

One important advantage of **TSM** is the location of the company in Hamburg (The Gateway of Europe to the World) which is one of the most important direct ports in Europe. Due to the excellent facilities of Hamburg **TSM** is able to use all kinds of common carriers (railway, truck, airplane) in a flexible and efficient way. Their field of action covers **Far East, Indian Subcontinent, Middle East, Australia + New Zealand, North America, Central America and South America.**

**TSM Germany GmbH** Mission is to provide excellent mentoring and services to small and medium customers, as well as the large customers, and their job is to provide the best and most competitive logistic solutions and offers to customers.

We are looking forward to cooperating with you and assist your inquiries.





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## PANEL DISCUSSIONS

EAST COAST PORT DIRECTOR ROUNDTABLE CONVERSATION

LOGISTICS PERSPECTIVE ON THE CARIBBEAN

DISTRIBUTION CENTER SITE SELECTION STRATEGIES

CHANGES IN THE NORTH AMERICAN AUTO SUPPLY CHAIN

SERVICE PROVIDER CHALLENGES IN THE LAST MILE

## PRAISE FOR PREVIOUS JAXPORT LOGISTICS & INTERMODAL CONFERENCES

**“IT WAS A GREAT CONFERENCE FOR NETWORKING, AND I LOOK FORWARD TO THE NEXT ONE!”**

- Senior Director, Operations

**“THE CONFERENCE WAS WELL PUT TOGETHER AND PLANNED.”**

- Senior Director, New Business Development

**“IT WAS A GREAT CONFERENCE, VERY INFORMATIVE. MADE SOME NEW CONNECTIONS TOO.”**

- Director, International Sales

**“THE STAFF DID AN OUTSTANDING JOB COORDINATING EVERYTHING. DO IT AGAIN!”**

- Atlanta District Director

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**VIP LOGISTICS, new Member in Madagascar, logistics services from Antananarivo capital city and International Airport hub**

VIP LOGISTICS SCS was established in 2008. Strategically situated at the heart of business center of Antananarivo, Madagascar's capital city and international airport hub, enables VIP LOGISTICS to rapidly access primary services in the logistics field such as surveyors, customs, warehousing, airline & shipping line office.

VIP LOGISTICS is proud to be a young managed Company having high experienced staff geared to deliver the best in a challenging logistics environment.

**AIR FREIGHT**

VIP LOGISTICS offer dedicated Air Freight solution from EX-Point (Shipper's warehouse) to Consignee facility across

the globe, whether it's a small box or voluminous consignments. VIP LOGISTICS handles your product with care and professionalism having an extended cargo handling expertise with top of the notch freight and customs specialist in house VIP LOGISTICS guarantees professional and prompt handling of time critical shipment such as Medical equipment, perishables goods, live animals and also regular dry non hazardous cargo.

- Direct consolidation
- Quick pick-up and delivery
- Customs clearance
- Import, export, transshipment
- Express, parcel and courier
- Climate controlled high security area for hanging garments

**SEA FREIGHT**

VIP LOGISTICS offers a house full of ocean freight solution for your goods movement, having consolidated strong ties with major streamliners. VIP

LOGISTICS is able to offer to it clientele exclusive and competitive rates over several world destination. Reforwarding capabilities ex Rotterdam and Hamburg.

Own LCL Service over Europe, USA, Asia and Asian Pacific region

- LCL (Less than Container Load)
- FCL (Full Container Load)
- Customs Clearance
- Logistics services
- Projects Cargo

**HAULAGE**

Reliable terrestrial transit is a must in our geographical region. VIP LOGISTICS leverage its overall service by introducing its in-house truck fleet, whether you're looking FTL (full truck load), LTL (less than truck load), accompaniment haulage, etc.



# Member's stories

**Pls. contact us if you want to publish a News article about your company in the next Newsletter.**

[www.bscentre.lt](http://www.bscentre.lt)

## Brewery dismantling in Super Market "Akropolis", in Vilnius, Lithuania by Baltic Shipping Centre

The aim was to represent the Company, present services they offer, make new business contacts, to have meetings with present customers. **Baltic Shipping Centre (BSC)** was represented by deputy director Mr. Laurynas Lioge.



During the last Quarter of 2014, your PANGEA Partner in Lithuania, **Baltic Shipping Centre (BSC)** had interesting project- to dismantle all brewery and all restaurant equipment and to bring all goods to warehouse.

The Project took almost 2 weeks, special cranes and other technical solutions were used to complete all the job. **BSC** Team needed to remove windows from second floor of the super market to take the brewery equipment out.

The Project was completed successfully by a team of 5 specialists. Pls. find below pictures of the operation.

Also in November 2014, **Baltic Shipping Centre (BSC)** participated in International food, beverage and hospitality equipment exhibition, **Israfood 2014**.

A delegation from 18 logistics companies from Lithuania participated in exhibition **Israfood 2014**. All companies had their own stands. During exhibition companies have met Ambassador of Embassy of the Republic of Lithuania to the State of Israel and also had a meeting with the President of Israel transport companies association.



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**OTIM**  
PANGEA MEMBER IN ITALY



Your partner's stories

**OTIM SpA (Italy)**  
moves 15 Tons Oil Rig  
Connector within time  
record 72h

[www.otim.it](http://www.otim.it)

## OTIM SpA (Italy) moves 15 Tons Oil Rig Connector within time record 72h

**OTIM SpA** has moved for one of their Top customer's a **1 piece/ 15 Tons connector of an Oil Rig from Singapore to Cairo, Egypt**. The customer board unexpectedly needed the connector on site within a time critical delivery. The expertised **OTIM** Team in charge of the operation managed to find the best and fastest solution to deliver the connector within a **record time frame of 72 hours** starting from the collection time in Singapore, meeting the precise and accurate requirements from their customer.

Pls. see below further details and pictures of the operation:

- ◆ Commodity: 1 Connector
- ◆ Gross Weight: 15.000 Kgs
- ◆ Dimensions: 188 x 188 x 216 cm
- ◆ Origin: Singapore
- ◆ Destination: Cairo
- ◆ Departure: Dec.25th.2014

When it's too late, too large or too sensitive for a scheduled flight, **OTIM SpA** provides customers the ultimate critical delivery solution. Through the **OTIM** charter organization with aircraft available 24/7 for time critical deliveries, they are able to respond immediately to provide the best tailored solutions to customers needs.

**OTIM SpA for the right aircraft, at the right time, in the right place.**

**OTIM**  
Organizzazione Trasporti Internazionali e Marittimi

[www.timlogistics.com](http://www.timlogistics.com)

## Thailand economic outlook for 2015 by TIM LOGISTICS (Thailand)

Thailand remains under control by NCPO (Nation Council for Peace and Order) after the coup in May 2014, elections are unlikely before 2016. Big infrastructure projects and the return of a political stability will see GDP growth recover in 2015 (forecast 4%), after a slowdown in 2014 (1%).

Exports will pick up in 2015 (4-5% by volume) in line with better growth in the major industrial economies, and tourism will recover from a contraction this year, but imports will also rebound (1-2% by volume). Baht depreciate, from THB 32.40/ \$1 in 2014 to THB 32.65/ \$1 in 2015, will encourage exportation and an expected increase of domestic consumption will also encourage importations.

By industries there will be a rise in sectors as Automotive, Resin, Rice and Foodstuffs, e-Goods, Rubber, Poultry despite a fall in Furniture and Sea Food. By destination target (exports) the previsions are: Asia 60%, Middle East 15%, Europe 10%, America 8%, Africa 5%, Ocania 2%.







containers within the given short time frame.

**Case 2: 51 feet length Bridge expansion joints**

**CONNECT CARGO**, with years of experience of project handling, moved 51' feet length of expansion joints for a bridge construction from India/Kolkata to Doha in a 40' flat bed with precise planning and execution.

The **CONNECT CARGO** team managed to arrange the flat bed container and arrange the local transportation from the factory to port which involved traversing through difficult narrow roads and turns.

**Case 3: Roof top garden and swimming pool OOG shipment**

**CONNECT CARGO** had recently

[www.connectcargo.com](http://www.connectcargo.com)

**Latest project and critical shipments handled by CONNECT CARGO (India) for engineering and construction industry**

**Case 1: 128 TEUS Tiles manufacturing factory**

In December 2014, **CONNECT CARGO**, your PANGEA Partner from India, moved a project shipment from China to

Chennai, India consisting of 128 TEUS of 40' Flat rack, 40' HC, 40' GP and 20' GP containers for the establishment of a tiles manufacturing factory in India.

The shipment was handled for one of their customers who was facing problems with their logistics service provider, **CONNECT CARGO** took up the challenge and executed the shipment through their seamless and efficient operations. **CONNECT CARGO** had to fix up highly competitive pricing, arrange the required containers at the shipper's location and secure space for the





**GCC SUPPLY CHAIN & LOGISTICS CONFERENCE 2015**



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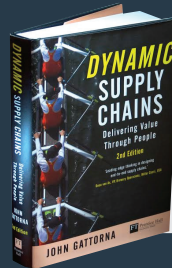
Dear Industry Professionals,

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.

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#### WHATS NEW FOR 2015

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



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handled and OOG Shipment of bearings for a top roof garden and swimming pool in 4 x 20' FR from USA to India. **CONNECT CARGO** arranged the equipment, space provision, picking/securing cargo within a critical time schedule.

The shipment was successfully executed by the **CONNECT CARGO** team of experts and meeting customer's requirements.



[www.emkm.com/english](http://www.emkm.com/english)  
**MARKSMAN LOGISTICS CO. LTD. (South Korea) signs Service Agreement with Qatar Airline Cargo**

**MARKSMAN LOGISTICS CO. LTD.**, your PANGEA partner in South Korea, signs Service Agreement with Qatar Airline Cargo **MARKSMAN LOGISTICS CO. LTD.**, your PANGEA Partner in South Korea, has recently signed a Service Contract with Qatar Airline Cargo in South

Korea. With the establishment of this partnership, **MARKSMAN LOGISTICS CO. LTD.** is able to provide very special services at lowest cost and first availabilities of space of usage by Qatar Airline in case of ex ICN airport to any other airport worldwide.

The main routes of this MARKSMAN-QATAR CARGO agreement are:

- ICN-FRA/MXP/LHR**
- ICN-IST**
- ICN-LHE/KHI**
- ICN-DXB/DMM/JED/RUH**
- ICN-GRU**

**MARKSMAN LOGISTICS CO. LTD. (AEO / IATA / FIATA Licensed agent)** looks forward to raise their air freight business and to share their preferential rates/services with all PANGEA Partners. "More than ever we have the chance to share this rate with Members of Pangea thru acting as a media conduit for beneficial business reciprocally" highlights Mr. K.S. Cho, General Manager at **MARKSMAN LOGISTICS CO. LTD.**



[www.newglobegroup.com](http://www.newglobegroup.com)  
**Meeting the NEW GLOBE Team**

It is a pleasure to introduce you to the New Globe Team which took part in a green rally held in Goa in 2014. All of us at New Globe wish our valued clients and partners a very succesful 2015.



(From L:R) Mr. Anuj Didwania , Mrs. Chitra Patil, Mr. Kayzad Mojia, Mr. Mahendra Sonsurkar, Mr. Sujesh Vijayan, Mr. Mahendra Patil, Mr. Rakesh Pednekar, Mr. Virat Somani, Mr. Rafiq Shaikh, Ms. Ranjana , Mrs. Padma Aithal, Mr. Viraj Shetty, Mr. Pramod Dhamdhere, Mr. Rajat Soni, Mr. Ashwin Didwania, Mr. Sachendra Jha.

[www.belglobe.com](http://www.belglobe.com)

**1st BELCOOL  
ThermoJacket shipment -  
Milestone in BEGLOBE  
(Switzerland)**



BELGLOBE, your PANGEA Partner from Switzerland, has achieved a remarkable milestone in the company history by handling their first shipment under a special temperature controlled BELCOOL ThermoJacket service.

BELGLOBE picked up the goods at the customer's warehouse with their temperature controlled truck and took the shipment to the BELGLOBE cool storage facility at their warehouse in Avenches. Once there, the BELGLOBE Team packed the total shipment properly with a ThermoJacket, a highly sophisticated insulation material provided by Lynden International, with whom BELGLOBE has partnered for exclusive applications of Lynden materials on the Swiss market. The specific insulation properties of ThermoJacket by Lynden offer an extremely high constant temperature stability during a long time of period, for example for the whole transit to destination.



The shipment was composed of highly sensitive Diagnostics items for the pharma industry that had to be transported for at least 36 hours under a constant temperature of +2°-8° Celsius. The shipper had positioned a thermo data logger inside the shipment in order to be able to monitor the temperature or any variation during the whole transit from their warehouse upon arrival at their customer's warehouse in Ryadh / Saudi Arabia.

Once the wrapping and packaging was completed, BELGLOBE moved the pallet with their cool truck directly to LH's cool facilities at the airport where it was stored under cooling conditions until the flight departed with Lufthansa, as Cool/td passive service via Frankfurt to Riyadh. At RUH airport, the consignee directly picked up and arranged clearance and delivery to his warehouse.

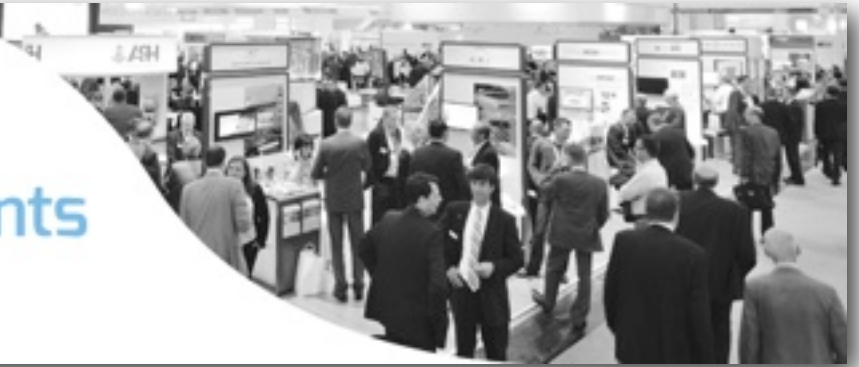
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Pls. contact us at [admin@pangea-network.com](mailto:admin@pangea-network.com) if your would like to publish your news on the next edition of the **PANGEAlink Magazine**

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## Partnered Exhibitions Forthcoming events



As you know, from PANGEA we constantly develop partnerships and collaborations with relevant exhibitions, fairs, conferences and events from the logistics industry that can further the reach of our Multinational Group of Freight Forwarders.

Being a partner of events from the industry creates tremendous opportunities for our group, gaining recognition in the transportation and logistics community. These collaborations help us to promote and expose the PANGEA corporate brand and international freight services to the large number of visitors, contacts, followers, etc. of these valued world-class events.

At the same time it is a pleasure to inform you about partnered forthcoming events that could be of your interest. If you would like to take part of these events in order to exchange knowledge, develop new ideas, explore business opportunities, tendencies, etc. please see more information on below links or contact us (some events are offering PANGEA Members special discounts on their inscription fees).

**Exhibition Partnerships, latest collaborations (CLICK HERE to see online):**

### JANUARY 2015

- ◆ 9th Indian Ocean Ports & Logistics, 22-23 January, Maputo, Mozambique

### FEBRUARY 2015

- ◆ 8th Philippine Ports & Shipping, 12-13 February, Manila, The Philippines
- ◆ RoRo Shipping Conference, 17-18 February, Gothenburg, Sweden

### MARCH 2015

- ◆ 5th International Rolling Stock, Infrastructure & Logistics Exhibitions // Eurasia rail, 5-7 March, Istanbul, Turkey
- ◆ 3rd Railway Forum, 16-17 March, Berlin, Germany
- ◆ Transport Week, 17-19 March, Gdnak, Poland

- ◆ TransBaltic, 18-20 March, St. Petersburg, Russia
- ◆ Inmex Vietnam, 18-20 March, Ho Chi Minh City, Vietnam
- ◆ Last Mile Fulfilment ASIA, 19-20 March, Singapore
- ◆ JaxPort Logistics & Intermodal Conference, 23-25 March, Florida, United States

- ◆ Intermodal Asia, 24-26 March, Shanghai, China
- ◆ Shipping 2015, 23-25 March, Connecticut, United States
- ◆ 3rd MedPorts, 25-26 March, Casablanca, Morocco
- ◆ 3rd Annual South-East Asia Port Expansion Summit, 25-26 Jakarta, Indonesia

### APRIL 2015

- ◆ GCC Supply Chain Logistics Conference 2015, 13-16 April, Muscat, Sultanate of Oman

### MAY 2015

- ◆ 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, Kielce, Poland Technologies, 13-15 May 2015, Kielce, Poland
- ◆ 4th Black Sea Ports & Shipping, 28-29 May, Istanbul, Turkey

### JUNE 2015

- ◆ 13th Asean Ports & Shipping, 24-25 June, Jakarta, Indonesia

### SEPTEMBER 2015

- ◆ 10th Southern Asia Ports, Logistics and Shipping, 17-18 September, Mumbai, India

### OCTOBER 2015

- ◆ 13th Intermodal Africa, 29-30 October, Lusaka, Zambia

### NOVEMBER 2015

- ◆ 14th Intermodal Africa, 25-26 November, Lagos, Nigeria



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