

# FREIGHTlink

THE PANGEA GROUP MAGAZINE

## GOOD PERSPECTIVES FOR LOGISTICS IN VIETNAM

For the façade of the new Grand Egyptian Museum

## TRIANGULAR NETWORK LOGISTICS PROJECT



**GEVATRANS**  
Greece, PHILCO  
France

Pangea and Connecta  
members team up to deliver  
project cargo shipment



**ORIGIN LOGISTICS**  
Turkey

2100 Tons moved on river type  
vessel by ORIGIN LOGISTICS  
(Turkey)



**C807 Central  
America**

C807 (Central America)  
reached 25 years of  
operations milestone

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# Sarah Bidmead's Column

**PANGEA Group analyses the good perspectives for the logistics sector in Vietnam as the group prepares for their annual meeting in the country**

**The country is striving for the logistics sector to grow between 15% and 20% by 2025, so it represents 8-10% of GDP.**

**P**angea Logistics Network prepares its annual meeting in Vietnam to be held from September 26th to 28th at the Hotel Nikko Saigon in Ho Chi Minh. This is a meeting of all the agents of the network, for the sixth time in the case of Pangea, and for second edition in the case of Connecta, sister network for Airfreight certified agents. Participants at this meeting will be able to exchange synergies, ideas and business opportunities in an unbeatable environment, such as this Vietnamese city.

Vietnam is a rising country in the logistics sector and, although infrastructure still needs improvement and development, the government and local companies are investing and working to bring its transport facilities and conditions to the level the present and future market requires.

The Vietnamese government is committed to boosting the logistics industry through a National Action

Plan, that aims to help the sector to grow between 15% and 20% and become among the world's top 50 logistics services providers. The efforts of the government and the private sector are necessary to raise the competitiveness of the Vietnamese companies and to reduce the costs of trading in agreement with the country's international commitments.

As recently announced by the VLA (Vietnam Logistics Association), in a launching ceremony as informs Vietnam News, the Vietnamese government's plan is to improve sector-related policies, with new regulations and tax incentives, attract more investment, enhance cooperation between local and international logistics companies, and further logistics infrastructure to link Vietnamese ports with neighboring





countries. The plan provides mid and long-term solutions for the next 7-8 years throughout the entire country.

The current situation is that most local logistics companies are small or medium-sized, efficiency has been low and resources have not been fully exploited. The country's longitudinal shape means that both, the industrial factories and the logistics firms are focused on coastal areas. Transport infrastructures need to be substantially improved to meet the needs that modern logistics and globalization demands. Most of the country's freight traffic is made by water. International trade is mostly carried out by sea. Inland trade uses river beds to transport goods, since less than 60% of the roads are asphalted

and rail is very limited because of the few existing basis.

Local airlines have big plans for the future as their volumes of transported goods keep growing. They are able to increase their fleets in number and efficiency. Looking ahead, Vietjet Air Cargo has announced the launching of its first freighter service in October this year. In the beginning, its operations will focus on Southeast Asia, but they anticipate to expand first with routes to China and Japan and later to the Middle East, Europe and United States. Vietjet Air Cargo expects to expand its fleet of aircraft to 100 by 2020.

The Airlines expansion plans will need the support of the government policies and Airport expansion plans

“Thinking of our Vietnamese partners, local freight forwarders with a very high trajectory, as we are completing the arrangements of our Ho Chi Minh annual Meeting, we are pleased to confirm about the country's logistics potential and estimates for a prosper future”, indicates Sarah Bidmead, Network Manager of the PANGEA Group. “As part of an international group of independent local freight forwarders they count on the connections and resources for providing their customers with modern and competitive freight solutions”

including the construction of a new terminal, a new runway and more craft parking spaces in Tan Son Nhat International Airport that should be completed by 2019, as well as to consider longer-term solutions, such as proposals of a new airport outside the city.

# PRESS CONTACT

SARAH BIDMEAD  
 Network Manager  
 PANGEA GROUP  
 s.bidmead@pangea-network.com  
 +44 (0) 1277 800 047

# TRANS.AL LOGISTIC GERMANY

## Triangular Network Logistics Project for the façade of the new Grand Egyptian Museum

**T**rans.AL Logistic GmbH, your Pangea partner in Germany, has been appointed for handling 1600 tonnes of steel and glass components for the construction of the Façade of the new Grand Egyptian Museum, that will be one of the biggest museums in the world, housing more than 100,000 artifacts from all pharaonic periods.

The façade is certainly one of the biggest challenges in this mega-construction project. It will measure 45m high and 600m wide, and includes thousands of triangular glass pieces of different

sizes assembled with a precise designed pattern.

The logistics project for the delivery of the façade elements started in January and will continue right until October this year. For its accomplishment, Trans.AL Logistic has enlisted the assistance of fellow Pangea members Unitex Logistics Limited, partner in Shenzhen, China, and Star Link Shipping & Trading, partner in Alexandria, Egypt, since the cargo is originated from Germany and China and delivered to Cairo, Egypt.

This is a major logistics project, for which a detailed

planning, perfect coordination and excellent follow up are essential. Several factors must be taken into consideration for a continuous revision of the road-map.

The construction planning includes the different execution phases, with strict timings agreed by contract. In concrete, the façade construction starts after preliminary building works for allowing its anchoring. For the appropriate monitoring of the project planning, Trans.AL Logistics has assigned a Project Manager, who oversees the interlocution and coordination with the Project Managers in charge of the direction and execution of the construction. Also, all parties can access an online interface for sharing information and reviewing the plan and progress of the construction and the supplies. The integration of Star Link Shipping





& Trading in the interface is key to assure a correct handling and flux of the containers' deliveries on site.

The construction is taking place on the edge of the first plateau of the desert between the pyramids and Cairo, and the storage space at the site is very limited, for this reason it is necessary to adjust the weekly deliveries of the containers

to the construction progress and agreed dates. On the other hand, the appropriate supply of materials must be assured in order to comply with a precise execution plan and the construction works rhythm that is extended day and night. The availability of adhesives, silicones and cement necessary for assembling the façade elements and parts, has been assured on

site under 20°C using a permanent Reefer Container.

Given the huge contractual volume, the glass pieces, that are manufactured in Germany, are coming out practically in a continuous way from the factory to the port of Trieste in Italy to be transported by sea to Alexandria port, assuring the shortest transit time. Trans.AI also arranges the export Customs clearance and preferential documentation for importing to Egypt. From Alexandria port, Star Link Shipping & Trading, after managing the import Customs clearance, handles the reception and offloading of the containers. Then the shipments are transferred to truck for the final transportation and delivery in the construction area.



## TECHNOLOGY CHALLENGES

Have you decided who will lead the technological change in your company?

**A combination of technological know-how and years of experience in the industry can be the way to take a company to the next level in the years to come.**



Technological changes are an inevitable and indispensable element of modern life. These changes range from small novelties in our day to day to complete paradigm shifts in some sectors. We have no choice between accepting or not accepting change, the only thing we can do is to adapt ourselves in the best possible way and prepare our business for the future. The freight and logistics industry is no exception to this continuous change.

Freight Software have improved greatly in the last 10 years, automating some processes for tracking, operations and accounting. We also know about e-freight initiatives, like reducing paper usage and improving connectivity among the supply chain. But the change doesn't stop and we can already hear about the use of drones, robotics, 3D printing, IoT and other leading technologies with impact in the freight and logistics sector in the future. All these innovations are arriving at a time of a new complex worldwide scenario, where we are witnessing the new demands of consumers, who want to buy online easily and quickly, globalization, that links traditional and emerging markets, and the protection of the environment and efforts to reduce carbon emissions.

With these conditions in mind we can do nothing but prepare our business to survive and thrive in the era of technological change. For this reason it is vital to have a team with IT skills. This team can be composed of the new leaders who are able to take advantage of the opportunities of change and also our current teams that can be formed and catch up with the new situation.



## The right technological skills

The Millennials are very likely to lead this era, as they are the digital natives and easily understand the new technologies. Young people between 18 and 34 years old have lived, studied and worked with digital processes throughout their lives and swiftly accept technological changes at their workplaces. In contrast, older generations don't always have that facility to adapt to the use of technologies and require a different learning curve.

But the freight and logistics industry requires far more from a leader than being young, native digital or IT expert. This demanding field needs profiles that are capable of acting before anyone else, identifying growth opportunities related to the digital age and selecting the right business solutions from the wide range of technology tools available nowadays and the ones to come, which is only possible if they have an in-depth knowledge of freight and logistics.

## Continuous training

Leaders need competent teams to carry out the technological challenges required by the future of the sector. The

teams with which a company already counts maybe won't lead the change, but they will need to apply it. To do it efficiently, it is necessary to provide them with comprehensive training and the necessary education to recycle their skills and put them at the service of the new processes. We should not underestimate the experience and knowledge that these teams have, even if they need some time to get used to the use of new technologies.

## A matter of time

Bearing in mind the above said, it is time to begin to incorporate new profiles into our structures, train and educate in IT the valuable members that are already supporting our company and reorganize teams to obtain the best results and take advantage of the opportunities that the era of technological change is offering us.





# GEVATRANS GREECE PHILCO FRANCE

**A** perfect coordination has enabled Philco International – French member of Connecta Airfreight Network – and Gevatrans Limited – your PANGEA partner in Greece – to accomplish the complex delivery of a transformer and its spare parts from France to its final destination in Agios Nikolaos Voiotias, Greece. The project was undertaken for General Electric France and Aluminium of Greece.



## Pangea and Connecta members team up to deliver project cargo shipment

**Independent freight forwarders join forces and put their many years' experience in projects and unusual cargo to good use with a recent shipment.**

Both agents collaborated to produce a detailed shipping plan and schedule, in order to meet the contractual deadline and requirements.

Philco International took charge of all logistics and transport operations for the cargo at origin, Ris Orangis (France). The project comprised 3 crates, the highest crate was over 4.71 meters height. The main body of the transformer was allocated into a 40' Flat Rack and spare parts into a 40' High Cube of outsize and overweight ocean freight. Philco's activities included picking up at shipper's premises, loading, lashing

and securing of all oversized cargo; multi-modal shipment by truck and sea and sea freight forwarding. It also handled export Customs clearance at origin port, Le Havre.

Gevatrans handled the arrival of the shipment at Piraeus Port (Athens, Greece) and transferred the crates to special low beds for the final 150 Km overland leg to consignee's dependencies. Gevatrans secured the delivery within one day and successfully accomplished the strict time constraints of the project.

**“** *The experience of both teams in project handling were the key to deliver this project as per the required deadline. Also, an outstanding coordination with our partners allowed us to provide customer with full monitoring of the shipment from departure to delivery”.*



# AKTIS GREECE

**AKTIS SHIPPING & FORWARDING  
among the top 5 leading forwarding  
companies in Greece**



Aktis Shipping & Forwarding Ltd, your newest CONNECTA Partner, was established in Piraeus, Greece, in 1988. They are IATA accredited agents, FIATA and IFFAG Members, with branches in Piraeus Port and Thessaloniki

With its long trajectory in logistics and counting on an experienced team, AKTIS has become one of the leading forwarding companies in Greece, enabling them to offer very competitive rates, fast and safe delivery of goods and, of course, reliability. Today the Company is considered one of the top 5 leading forwarding companies in Greece.

Aktis Shipping & Forwarding Air Freight services include:

- Service from/to Athens and Thessaloniki to worldwide destinations
- IATA accredited agents
- Heavy cargo projects (Marble specialist)

- Tailor made services from our experienced personnel
- Special Handling – Perishables, Ship spare parts, Live animals etc.
- Aviation Logistics
- Sea – Air service
- Chartering
- Air craft space reservation

Aktis Shipping & Forwarding also offers a full freight forwarding services profile, including:

- Full Container Loads (FCL) from/ to Greece.
- Consolidation container / groupage (LCL) for partial shipments & smaller consignments

- Transshipment Services
- Shipping agency
- Liquid bulk cargo – ISO/FLEXI tanks
- Project cargo
- Direct sea freight services- Export from Greece
- Direct sea freight services- Import to Greece
- Road Transportation
- Full loads and groupage service all over Europe
- Customs Clearance
- E-Commerce solutions
- International movers
- Warehousing: 2500 square meters facility, with several types of bonded permits and warehousing needs

# AOC LIMITED HONG KONG

## AOC Limited (Hong Kong) one-stop supply chain solutions for customers and business partners

AOC Limited, your new Pangea partner in Hong Kong, was founded in 2017 and offers its customers one-stop supply chain solutions.



**A**OC is accredited by IATA and their range of services, includes air, sea, land and multi-modal transport, warehousing, logistics and distribution. They are a team of professional freight forwarders specialized in different fields, with extensive experience and expertise in various industries, such as wine and beverage, chemicals, aviation, automotive parts, biotechnology,

retail, fashion, electronics and project logistics.

Your new partner is committed to providing customers with solution-based service. By understanding the different needs of each client and business partners, AOC can provide the best route selection and pricing for customers, agents and business partners.



# ALARRAYED LOGISTICS BAHRAIN



**ALARRAYED LOGISTICS (Bahrain) leading transport and logistics partner with wide ownership of vehicles and equipment**

**A**l Arrayed Logistics, your new Pangea partner in Bahrain, established since 1978, combines history, experience and knowledge and is one of the pioneering heavy land transport companies in Bahrain, with more than 35 years of experience and dedication in the field.

Al Arrayed Logistics delivers reliability, integrity, flexibility and commitment to customers and partners, focusing in serving their interests and helping them to succeed.

The Company Transport Services include:

- Domestic Transportation
- G.C.C. Transportation (intra Middle East)
- Project Movements and Specialized Movements



- Equipment Division
- Customs Clearance
- Freight Forwarding Services:
  - Sea freight
  - Air freight
  - Project movements
  - Transportation
  - Customs Brokerage

Al Arrayed Logistics is one of the few companies who has wide range of equipment, such as a fleet of 95 Trailers & Trucks, 13 Fork Lifts (from 3Tons to 16 Tons capacity), Cranes (small and large), Ramps, Diesel Tanker etc. This assures their ability to mobilize equipments for short term operations as well as long term period projects.

A full fledged Garage maintain all types of vehicles and equipment under cover.

# CONNECT CARGO (India) air freights a motorbike to Russia for an exhibition



**CONNECT  
CARGO  
INDIA**

**C**ONNECT CARGO, your PANGEA Partner in India, has transported by air a Bajaj Dominar 400 motorbike from Mumbai airport in India. The objective was to deliver it on time for exhibiting at Motorspring Moscow 2017, international fair for outdoor vehicles. The operation's difficulty was accentuated because the request was received with a very tight timing, during the weekend prior to the exhibition,

that took place at the end of April in the Russian capital. CONNECT CARGO deployed its team in the airport to offer all the necessary in site assistance and by this way, assure the express departure of the motorbike, properly accommodated and secured in its crate. The shipment was routed via Dubai with a major carrier and finally, the motorbike arrived in Moscow the next day. The customer was able to arrange customs clearance on time and happily exhibit its new motorbike.



C807

CENTRAL

AMERICA

**C**807 recently reached 25 years of operations, moving goods from factory to destination. Through its own offices from Mexico to Panamá, they offer importation and exportation services (ocean, air, inland), customs advisory, warehousing and local, departmental and international distribution, packing, bonded warehousing, and international transportation.

Among the strengths and benefits of working with C807, is that all their trucks and trailers are equipped with Global Positioning System, GPS; providing tracking and information of the status of every shipment.

Furthermore, they are internationally certified by BASC – Business Alliance for Secure Commerce which is a business global alliance that promotes secure commerce along with government authorities and international



## C807 (Central America) reached 25 years of operations milestone

bodies, a true service and solutions integrator (known as 3PL) assures engineer Estuardo Toruño, Regional Director of the Company.

**“ Talking about business, importations and exportations is a thing of proven skilled businessmen. However, it is a task that implies logistic, procedures, and Customs know-how. Therefore, the best option is to hire an operator who takes care of everything, reducing risks and optimizing resources and time. Our slogan is to seek solutions for every need and requirement of our customers. That’s our promise”**

### FAMILY TRADITION

As per Mr. Juan Francisco Toruño, President and Founder of the Company, it all began in 1920 when his grandfather was working doing customs procedures for the importers and exporter in those days.

**“ they used telegrams or traditional mail which, would make the whole processes take days to be completed”,**

he says with a smile on his face.

In those days, ocean cargo, the sole one that existed, was transported by train and delivered

with ox or horse-carts. Later, his father continued dedicated to such labor, and through time, exactly in 1991, they decided to constitute their company as a Customs Agency widely recognized by the authorities.

At the beginning, the Company was dedicated to serve the textile industry, nevertheless, they eventually expanded their services to all kind of merchandise. This has made of C807 an honorable Customs Agency, modern and experienced in easing the international commerce for importers and exports of the region.

**“ We have served companies such as Kellog’s, Proctle and Gamble, Whirlpool, Frito-Lay, among others”,**

mentions the current Regional Director.

C807 began operations with six people, number that, thanks to its quality and management, has been multiplied exponentially, not only in the numbers of their employees, but also in its offices in each country of the region. Currently C807 has a payroll of 300 people to serve its customers.

### WITHOUT BOUNDARIES

Just like a tailored-made suit, C807 prepares a plan for each customer’s need. Its services include delivering the merchandise up to the farthest spot of a country.

**“ Once, we had to deliver a special cargo to a mountain and remote area of Guatemala. It was a service for a telecommunications company and it represented a special and challenging logistic situation, which we had to solve”**

says the youngest of Toruño brothers.

**“ In the challenge of solving any situation for our customers, we resolve the difficulties and search for the most convenient solution, that sometimes can be very peculiar. Such is the case, when we had to hire local people to climb a mountain as it was the only way to reach the destination. We took the equipment up the mountain – with all the necessary security measures, on donkeys back and carried by local men, which was the way they did it over there. It was an anecdotal experience, but we offered a solution to the exact need of our customer”**

he explains.



# FJT LOGISTICS

Australia  
New Zealand

## FJT opens in New Zealand

**FJT LOGISTICS, which represents PANGEA in Australia since 2013, has opened its latest office, in Auckland, New Zealand.**

The new Auckland branch counts on Arron Corbett as Branch Manager, with and extensive experience in freight and customs, import and export. After graduating from maritime school in Auckland in the early 90's Arron started his career as customs runner and progressing to custom broker with a US based

multinational. He moved his career as licensed customs broker and then took on the role of export manager. For the next ten years Arron worked as General Manager of a forwarder primarily focused on the Fiji Islands trade lane with offices in New Zealand, Australia and Fiji.

FJT LOGISTICS welcomes Arron on board and looks forward to seeing FJT grow in New Zealand under Arron's expert guidance.

Updated contact details for FJT LOGISTICS New Zealand are available through the members directory on the intranet.

## FJT appointed new National Sales Manager

It is a pleasure to inform you that FJT LOGISTICS, your Pangea partner in Australia, has recently appointed Mr. Andrew P. Shanahan as new National Sales Manager. Andrew has over 15 years of experience as Business Development and Sales Manager in the Freight Forwarding Industry.

Luca Lenzi, General Manager at FJT LOGISTICS indicates

**“We trust Andrew’s experience and knowledge of the market will help FJT LOGISTICS in getting additional market share and increase the constant growth of the Company; our aim is also to develop more business within the Network”**



# GC LYMBERPA GREECE

## GC LYMBERPA (Greece) awarded ISO 9001:2015 + ISO 14001:2015

**G**C LYMBERPA, your Pangea partner in Greece, has been recently certified under ISO 9001:2015 for Quality Management Systems and ISO 14001:2015 for Environmental Management Systems by TUV HELLAS (TUV NORD), in recognition of the company's continuous effort to improve service quality management and its commitment to environmental protection.

The ISO 9001:2015 promotes the development of continual improvement and performance, customer satisfaction, and international best practices within

GC LYMBERPA organization and services. The ISO 14001:2015 promotes energy conservation, resource recycling, and green purchasing, in an effort to increase environmental awareness among GC LYMBERPA staff and create sustainable procedures and facilities.

Simos Charalambidis, President and Managing Director at GC LYMBERPA, remarks:

**“** We are proud to have been awarded ISO 9001 and ISO 14001 certifications, with an international recognition that ensures our freight forwarding services meet the needs of clients and partners through effective quality and environmental management systems. Our decision to implement both standards demonstrates the commitment of our Company to providing high-quality, consistent and continuously improved services”



**A**fter travelling throughout South America, a Harley Davidson motorcycle finally arrived to Uruguay. It was the end of its journey on the road but still had to return to Panama, this time on a plane.

Miremar, your PANGEA partner in Uruguay, shipped the motorbike back home by air freight.

Before shipping, Miremar secured the vehicle with an individual crate built to its exact measurements, including an appropriate base for the wheels, tensioned strap banding, foam protection of interior parts and top cover. Then, the whole crate was externally strapped.

They also prepared the documentation and paperwork required by the Uruguayan

customs, as well as the airline authorizations as it was considered as dangerous cargo.

Finally, Miremar transported the motorbike crate to the International Airport of Montevideo. From where it flew to Panama with AVIANCA CARGO.

# MIREMAR URUGUAY

Miremar handles Harley Davidson  
motorcycle airfreight shipment



# NEW GLOBE LOGISTIK INDIA

**NEW GLOBE (India) handles 2 BMW bikes from India to Germany by airfreight**

**N**EW GLOBE LOGISTIK, your PANGEA partner in India, recently handled the logistics pertaining to 2 BMW bikes driven all the way from Hamburg, Germany to Mumbai, India, by road covering 68,000 km.

The riders Mr. Meyke Florian and Mr. Pasche Jens, weekend backpackers, were doing this type of trip for the first time. They had contacted many Multinationals at Origin (Hamburg) for handling this shipment from India back to Germany by airfreight once

they concluded their journey here. Finally, NEW GLOBE was selected out of 200 agents to handle this personal journey and precious cargo.

The bikes were BMW-1200CC bikes with a petrol tank of 35 liters each. They traveled through to Turkey, Iran, Pakistan and entered India through the Wagha Border. From there they traveled to Srinagar, Kulu, Leh, Ladak, Manali before going to Goa and then coming to Mumbai. Total trip took around 45 days in which they used to drive from 2 to 10 hours per day.

**“** *We wish the riders, Meyke and Pasche a safe flight back home to be reunited with their families and bring back home some amazing memories”*

indicates a NEW GLOBE executive on behalf the entire team.

# NEW GLOBE LOGISTIK (India) wins freight forwarders Cricket Tournament

**N**EW GLOBE LOGISTIK, your Pangea partner in India, won the trophy for Freight Forwarders Cricket Tournament which was held on 6th April.

Around 16 teams had participated in the tournament and NEW GLOBE team emerged as winner.

NEW GLOBE believes in events where team work and fun is fostered.



## OTIM ITALY

### OTIM (Italy) releases a newly redesigned website

**O**TIM SPA, your PANGEA Partner in Italy, is proud to announce the release of their newly redesigned website, after several months of development. They invite you to visit them at <http://www.otim.it/en/>

The new website has been built to provide a more interactive experience, allowing their customers, partners, suppliers and prospects to easily find the information they are looking for. Visitors can browse the

website to learn more about the Company trajectory, their services and explore their portfolio in Ocean freight, Air freight, Road transportation, Special projects, Exhibitions & Events and Travel & tourism.

It also includes helpful tools for planning international shipments, such as Incoterms, Container specifications (sea freight/airfreight), exchange rates, weights and measurements, as well as a Quote Request form.



# THE MAKING OF OUR MARATHON



## VENTANA SERRA / ARCESE (ITALY)

### VENTANA SERRA / ARCESE (Italy) again partners with the Maratona Dles Dolomites Marathon

Ventana Serra, your Pangea partner in Italy, as part of the Arcese Group has a partnership with the 2017 edition of the Maratona (Marathon) Dles Dolomites, one of the most popular sports events in Italy and worldwide.

For this year's edition, Arcese has organised a rich programme of events and initiatives throughout the entire marathon for all

participants, both little ones and grown-ups, putting a lot of commitment and effort to make the Maratona dles Dolomites an event to remember.

It is a pleasure to share with you all the stages to get to the finish line showing in this video the Arcese passion in every steps they took.



# The right tools for the job

SaaS-based Logitude enables smaller freight forwarders to compete with the bigger forwarders, without investing thousands into a complex IT infrastructure.

- ✓ No commitment
- ✓ No set up costs
- ✓ 20% discount for members

## End-to-end shipment management

- Quotes and shipments
- Digital documents
- Invoice and collection
- Personalized workspaces
- Shared logistics
- Self-customizable

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

eAWB  
Ready!



Logitude  
A CHAMP community solution





# ORIGIN LOGISTICS TURKEY

## 2100 Tons moved on river type vessel by ORIGIN LOGISTICS (Turkey)



**O**RIGIN LOGISTICS, your Pangea Partner in Turkey, has recently moved 1100 tons of marble, 600 tons of parquet and 400 tons of isolation materials from Greece and Turkey to Turkmenistan.

The cargo was collected from Greek and Turkish suppliers at different locations and transported to Derince Port where the total 2100 tons were loaded onto a river type vessel. Through the Don-Volga river connection, that links the Caspian Sea to the Black Sea, the cargo was delivered to

Turkmenistan port. Below are some pictures of operations at port.



## ORIGIN LOGISTICS (Turkey) recent heavy lifts and OOG shipments

Your Pangea partner in Turkey, ORIGIN LOGISTICS, is proud to inform of recent operation for several heavy lifts and Out of Gauge cargoes.

They moved some heavy cranes, with a lifting capacity of 1100 tonnage, and their spare

parts from China to Azerbaijan. The cargo was 1300 cbm in total and transportation was arranged with 17 low-bed platforms and 8 truck.

Also, they handled an excavator unit from Izmit, Turkey, to Puerto Moin, Costa Rica.

ORIGIN LOGISTICS continues to provide and perform complete solutions for smooth handling of Project Shipments. Their specialized operation team monitors every step of the projects in order to prevent any kind of damages or delay for the whole process.

# PEKAES POLAND

**PEKAES (Poland)  
Development Academy,  
or – the employee at the  
centre of attention**



**T**he development of professional competences is these days one of the most important factors affecting the satisfaction with work performed. As the research conducted among employees of Polish companies shows, many of them believe that they have insufficient opportunities for improving their qualifications. Responding to these needs, PEKAES, the leading logistic operator and your PANGEA Partner in Poland, has created the

PEKAES Development Academy, a comprehensive training and activity programme addressed to all company employees.

As the report entitled “Professional satisfaction of Poles 2016”<sup>\*\*</sup> indicates, 42 percent of employees believe that the company does not provide them with appropriate opportunities to improve their competences. As many as 64 percent of them do not see any chance for a promotion in the current company.

PEKAES, as a modern, dynamically developing company, that has been operating in the market for nearly 60 years, from the beginning has been focusing on the development of its employees. As its representatives claim, ensuring stable employment in an ambitious team, focused on innovative solutions, is not everything that the company has to offer to its crew of over 1000 persons. One of the keys to its business success is also the PEKAES Development Academy – a programme ensuring various possibilities for improving qualifications and employee development. Which is important, any employee who agrees with their superior that the training is valuable for them in terms of the work performed or their personal development may apply for training in the Academy said Maja Kuryłło, HR Director of PEKAES SA.

**“ We have placed a considerable emphasis on providing development to all job groups in our company. The project called the PEKAES Development Academy that we initiated in April this year includes a broad offer of training and development opportunities, and its elements include the Competence Academy, Sales and Customer Service Academy, Terminal Mentor and Trainer Academy and Management Academy. It is very important for us that the team feels a key link in the entire organisation and has many opportunities for development and improving its skills. It is just as important as ensuring friendly atmosphere in the workplace”**

Several training sessions of the PEKAES Development Academy have already been held, including “Building Relationships with Customers” under the Sales and Customer Service Academy, “Building Cooperation for Distribution Managers and Terminal Managers” under the Management Academy, or “Business Presentations” and “Planning and Organisation” under the Competence Academy. PEKAES has also prepared a proposal addressed to such

operating positions in the company as employees of terminals, which enables newly employed persons to learn the specific nature of the work in a warehouse. The Terminal Mentor and Trainer Academy also prepares participants to hold the roles of trainers dedicated to new warehouse employees.

The activities of PEKAES with regard to human resources management and HR policy have already been noticed. This year

for the second time the company received the prestigious award The Reliable Employer of the Year (2015 and 2017) granted to leaders in the area of HR.

\*Data based on the survey Professional Satisfaction of Poles 2016, published by Sedlak&Sedlak

## PEKAES (Poland) active in the Middle East

**P**EKAES, a leading logistics operator, has been noting a continuous increase in the volume of goods transported by it to the Middle East. It is mostly transport by sea to that destination and the scope of provided services includes the handling of cargo from the Client’s door to the ports in the Middle East. In cooperation with local partners, the Company delivers shipments across the countries in that part of the world. The first transport to the Middle East was carried out by PEKAES in the 1970s. The Company’s trucks were going to e.g. Iran, Iraq, Syria and Kuwait. Nowadays, the Company provides far more advanced logistics services and on a significantly larger scale. It is mostly freight transport by sea to Qatar, the United Arab Emirates, Saudi Arabia and Iraq, among other destinations.

Last year, PEKAES transported over 500 containers to the Middle East. And already in the first half of 2017, the Company transported almost 400 containers. PEKAES delivers mostly building materials, laboratory equipment, rubber granules, furniture and toys to the countries in the Middle East.

**“** Thanks to the support of local agents, we can offer our Clients the possibility of carrying out even the most complex logistics operations in the Middle East. Also, our modern warehouse allows us to smoothly service all projects. Thanks to its perfect location and the full use of the PEKAES terminal network, we can act fast and effectively, providing service at the highest level to our Clients”

comments Kajetan Jagłowski, Sea and Air Freight Director at PEKAES.



PEKAES also provides services from Turkey (Istanbul) to Poland (Czechowice-Dziedzice) in the field of international groupage.

**“** We provide full customs services as well as numerous additional port services to or Clients, if necessary. This is possible thanks to our own sea and seaport freight offices in Gdynia and Szczecin”

adds Kajetan Jagłowski.

# TARGET LOGISTICS PAKISTAN

## Target group of companies (Pakistan) at the 13th International Pakistan Oil & Gas Energy Exhibition (POGEE 2017)

**O**ver the years Target Logistics International Pvt Limited, your Pangea partner in Pakistan, has strengthened its skills and capabilities in handling special operations and project logistics for diverse fields and industries, including the Energy

Market. And has been able to take advantage from several initiatives and projects launched by the Government and private sector for the upcoming years.

Recently, a team of Project Managers from Target Logistics participated in the 13th International Pakistan Oil & Gas



Energy Exhibition (POGEE 2017), with their own exp-booth. The POGEE Conference is the leading event and major trade show for the global Oil, Gas & Energy industry and brings in key energy experts and professionals around the globe. It attracts large international scale of audience from the industrial and commercial sectors.

The event took place from 16th to 18th May in the Karachi Expo Centre and it was a great success for Target Logistics, as they managed to make new customers, looking for a unique service provider for their overall supply chain management.





## On-board live animal transportation by TARGET LOGISTICS (Pakistan)

TARGET LOGISTICS, your PANGEA Partner in Pakistan, has recently transported a female Persian cat in cabin mode with attendant from Karachi, Pakistan, to Manila, Philippines. A long route had to be planned via Istanbul with +12hours layover at Istanbul Atatürk Airport, as most airlines did not allow in-cabin option. Flights were arranged with Turkish airlines.

The cat was transported in an appropriate container, following strict regulations of size, ventilation, opening door, in order to assure a comfortable and secure flight for the friendly "Mars" weighing 5-6Kg.

The entire process was handled by TARGET MOVING & RELOCATIONS, division of Target Group, including vaccination and certification by vet, documentation, on-board flight transportation and care, and final delivery to Manila.



TO ALL MEMBERS  
FOR YOUR CONTRIBUTIONS

# THANKS

We encourage you to share with all of us your Company news, stories and announcements. We want the FREIGHTlink to be useful to you, and we welcome your input, thoughts and ideas about this publication.