

PANGEAlink

The PANGEA LOGISTICS NETWORK Magazine

10 new members welcomed in 2017

PANGEA continues to expand and consolidate representation on the main markets.

2017 FREITHCAMP Global Meeting

The PANGEA 2017 Global Meeting will take place in Ho Chi Minh, Vietnam, from 26-28 September



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Appointed for the import procedures of a solar powered aircraft



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Offshore project reaches port ahead of schedule



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Sarah Bidmead's COLUMN

PANGEA adds 10 new Members, we continue to expand and consolidate representation on the main markets.

Pangea begins 2017 with the incorporation of ten new members in Colombia, Germany Latvia, Mexico, Netherlands, Saudi Arabia, Turkey, United Arab Emirates and United States; the last announced incorporation was AIRWORLD AIRLINES from United Kingdom.

New members are evaluated for their business trajectory and local reputation and have committed to further develop and explore business opportunities with their counterparts around the globe. They are small and medium sized independent transport and logistics companies that have managed to preserve their independence along the years. By joining forces within the Pangea Network, they aim to gain competitiveness, secure new business, generate worthy leads and enter in global tenders.

The representation of Pangea on the main markets is complete, covering main airports, seaports and trading locations. PANGEA has a non over-loaded growth based on a fixed maximum of 3-4 companies per

country in order to protect territorial exclusivity of the companies that make up the network and has reached this figure in various locations. However, there are still attractive opportunities in several countries available to forwarders interested in giving an impulse to their business by joining Pangea.

With more than 180 members in over 90 countries, Pangea Logistics Network stands out for encouraging an active and true cooperation between their associates that is registered, controlled and rewarded by means of 25 dollars per shipment. This policy, together with other exclusive benefits offered to members, has converted Pangea into a reference for medium and small sized forwarders who look for an efficient way of competing with the multinational operators without seeing their operative autonomy limited.

I invite you to read more about our newest partners in the next pages of this magazine.

“ We are delighted to welcome these new Members on board and to engage them in our cooperative model. Our growth and fidelity in the sector show that we know how to respond to the needs of the small and medium forwarders, that are faced with a market dominated in a 44% by the multinationals. Joining Pangea offers them the chance to continue to compete and attract new customers in this complicated context.”

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2017 GLOBAL MEETING



The PANGEA 2017 Global Meeting will take place in Ho Chi Minh, Vietnam, from 26-28 September



The PANGEA 2017 Global Meeting will take place in Ho Chi Minh, Vietnam from 26 to 28 September. Visit the 2017 Global Meeting webpage, www.freightcamp.com, for full details, including venue, pre-agenda, fees, visa requirements, registration, etc. Registration is now open, benefit from the Early Bird discount.

Reasons to attend

- >> Make more contacts in one single event
- >> Reacquaint with colleagues and meet new partners
- >> Your participation will encourage other members to invite you to take part in their shipments
- >> Participate in face to face meetings to exchange business synergies and discover new opportunities
- >> You will leave the meeting with commercial leads ready to develop
- >> Enjoy a world-class hotel and facilities

ONE-TO-ONE MEETINGS

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



HOTEL NIKKO SAIGON

Modern, stylish with minimalist design five-star hotel nestled within Ho Chi Minh City's business district and tourist attractions. The hotel offers exceptional relaxation and convenience combined with warmth Japanese hospitality.



SOCIAL NETWORKING

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



NEW MEMBERS

A

B Group Shipping Corp, based in Miami, is a fully-licensed

sea, air and land forwarder accredited by the Federal Maritime Commission (FMC), Transportation Security Administration (TSA), CNS/IATA and NVOCC. It handles shipments into and out of Miami, as well as transshipments via Miami between the USA and South America.

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

AB GROUP SHIPPING United States



AIRON TRANSPORT AND LOGISTICS Turkey

A

iron Transport and Logistics Inc., IATA Certified agent and part of the Basak Logistics Group, was established in Istanbul since 1997. The company has bonded facilities in both the European and Asian sides of Istanbul, and offers a comprehensive range of

services including airfreight exports and imports, FCL, LCL, weekly road services from /to Europe, refrigerated road services from/to Europe and Turkey and domestic distribution.

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



AIRWORLD AIRLINES

United Kingdom



irworld Airlines, is a medium sized freight forwarder established since 1995 and active in all modes of transport (Airfreight, Sea Freight, Courier and Road Freight).

From their office at Heathrow airport they handle all aspects of air imports and exports, including Consolidations, AOG, Hazardous, ATA shipments, warehousing and distribution, packing and palletization, Express courier, on board courier + hand carry and airline charters.

Pls visit <http://www.airworld.aero/> for more information.

CARGO LOGISTIC SYSTEM

Colombia



argo Logistic System (IATA Certified) is based in Colombia,

providing international multi-modal forwarding, logistics, Customs processing, packing and distribution. It specialises in unaccompanied baggage, live animals, high-security shipments, special and project cargo, hazardous cargo and perishables.

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



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



HIZAM SHIPPING, SAUDI ARABIA



Hizam Shipping & Logistics Company (HSL), is a division of Hizam Group. Established in the year 1991, the other divisions of the group include Mining, Heavy equipment supplies and contracting.

Hizam Shipping is a Licensed Ship/Cargo agent at the port of Dammam. Combined with their own container terminal close to Dammam port and a fleet of 400+ trailers, they are better placed to service all shipping & freight forwarding requirements of their local/overseas customers under one roof. The Company offers a 1-stop service to all their bulk, break bulk and containerized cargo importers / exporters out of Saudi Arabia. With Offices in Dammam & Riyadh being operational, they will shortly open a branch in the western province (Jeddah) of Saudi Arabia.

HUSSAIN MURAD SHIPPING, UAE



Hussain Murad Shipping LLC, launched in 2002 in Dubai, provides contract logistics and international forwarding services, Customs clearance, packing, household removals and value added services such as storage, packing, labelling, crating and distribution.

It specialises in perishables, pharma and automotive logistics, and handles hazardous freight and project cargoes, as well as providing insurance. It operates its own fleet of trucks and trailers. Pls visit <http://www.hmss.ae> for more information..



RAILWAY LOGISTICS LATVIA

Railway Logistics Service, founded in 2007, provides qualitative freight forwarding services by railway. Their head office is located in Riga, the capital of Latvia, from where they operate in the major country ports and terminals, Riga, Ventspils and Liepaja. The company is exclusively focused on railway, offering a wide range of services by this mode of transport: Containers, Out of Gauge and Heavyweight goods, Machinery, Project cargo, Bulk cargo, Vehicles, Dangerous Goods, Reloading of cargo, Warehousing and consolidation. For full door-to-door solutions they also combine road and sea transportation.

Pls visit <http://railway.lv> for more information.

RAISIN GMBH

GERMANY

Raisin GmbH is a road freight specialist based in Frankfurt, providing, since 1991, FTL and LCL trucking services throughout Europe, containerised services, reefer transport, express delivery throughout Germany and Russia, escorted high-value cargo services in Russia, and hazardous cargo and documentation. It regularly serves C.I.S. countries including Kazakhstan, Uzbekistan, Azerbaijan, Georgia, Turkmenistan and Tajikistan.

Pls visit <http://www.raisingmbh.de> for more information.



2017 FREIGHTCAMP



PANGEA
Global Meeting



CONNECTA
Global Meeting



Ho Chi Minh, Vietnam

Nikko Saigon Hotel
26-28 September



SANTOVA NETHERLANDS

Santova Logistics, based in Schiphol, Netherlands, since 2000, is a specialist international trade solutions business offering comprehensive supply chain solutions with a focus on unlocking supply chain data and facilitating transparency through electronic tools. Its logistics services include planning, coordinating implementation, and controlling the efficient, effective forward and reverse flow and storage of goods, services and related information. It also provides express or time-sensitive courier services.

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



SOLUTIONS CARGO MEXICO



Solutions Cargo (IATA Certified), based in Mexico

since 2004, operates from five offices, providing import and export multi-modal forwarding, collect charges, Customs clearance at all 42 Mexican Customs posts, warehousing

and distribution, nationwide collections, insurance, and cool chain services for fresh and frozen produce and pharmaceuticals. It specialises in aerospace and automotive logistics.

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

T

he last Members joining us before ending 2016 are included in below illustration.

Every new member adds to Pangea's collective flexibility and capability, and brings additional value to all other members.

We are happy to welcome all new Members and we encourage them to actively participate in the network. This means to offer your new partners the chance to quote and handle your shipments, this will encourage them to also consider you.

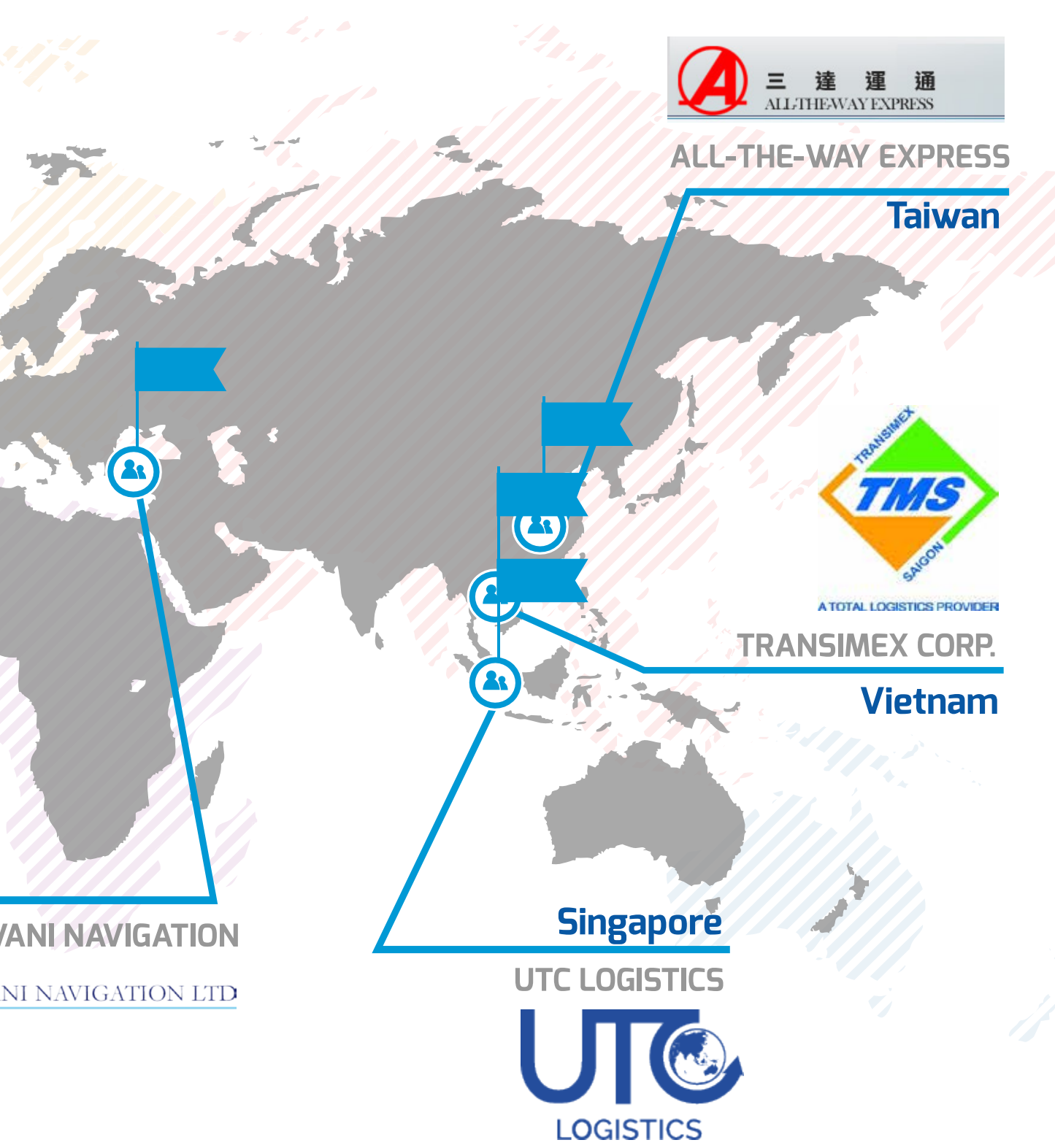
And this applies to everyone, do not wait for others to take the first step: introduce yourself,



arrange a call or conference call, send them quality leads.

As you know, from Pangea we actively promote cooperation, with an incentive of 25 dollars bonus for every shipment routed within the network. If you still don't know how this works pls. contact us.

The routing incentives are proving to promote cooperation and regular business, and it helps members impulse their network activity during their early membership.



ALL-THE-WAY EXPRESS

Taiwan



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TRANSIMEX CORP.

Vietnam

Singapore

UTC LOGISTICS



YANI NAVIGATION

YANI NAVIGATION LTD

YOUR PARTNER STOP



ASIA GROW INDONESIA

Pt. Asia Grow Logistics (Indonesia) looks forward to 2017 projects

Asia Grow Logistics, your Indonesian Pangea partner, is undertaking its final major project of 2016: moving heavy equipment and mining machinery parts for PT. J Resources Asia Pasifik Tbk (J Resources) – a listed Indonesian company which owns and manages gold mining and other precious metals businesses in the Australasian region.

Pt. Asia Grow Logistics is handling the movement of cargo from various suppliers on West Java Island, to the J Resources site on North Sulawesi Island, eastern Indonesia. The assignment includes collection, stowage, loading at origin port and lashing; and unloading at destination port, and



delivery to site along with surveying and supervision. All cargo was loaded on a chartered vessel bound for Bitung, North Sulawesi.

As a result of the resurgence in mining, oil and gas, construction, energy and other key sectors in the last quarter of 2016, Pt. Asia Grow Logistics anticipates involvement in many more such

project movements in 2017. With its dedicated projects team, experience in complex inbound customs processing, close relationships with Customs, vessel owners and port operators, even delivery to sites in the remoter islands of Indonesia will present no problems.

PARTNERS'

RIES

CONNECT CARGO INDIA

CONNECT CARGO (India) closes 2016 successfully handling complex shipment

Connect Cargo, your Pangea Partner in India, as renowned 3 PL service provider in India continues to be customers' choice when it comes to handling difficult shipments, like the ones described below handled in the last 2016 quarter.



Radioactive consignment from Chennai to Dakar on EK.

Being an IATA agent and moving air consignments on EK regularly, the Dangerous Goods trained staff of Connect Cargo did perfect co-ordination with the airline to comply with all the packing and documentation requirements for successfully executing the radioactive consignment. The satisfied customer is continuing to appoint Connect Cargo not only for their DG shipments but also for other normal shipments.

Odd dimensional cargo (315 x 183 x 206 cms) by air from Delhi to Manila.

While most of the airlines refused to accept the cargo, the Connect Cargo air freight team worked closely with all the freight operators from Delhi and concluded a routing to move the odd package to destination through a particular routing meeting customers' needs and requirements.





BELGLOBE SWITZERLAND

Belglobe (Switzerland) appointed for the import procedures of a solar powered aircraft at Swiss Air Force airport

After 40,000 kms and 15 months flying around the world, the solar powered aircraft Si2 returned to Switzerland from Abu Dhabi, the last stop of its round-the-world tour. Belglobe, your Pangea Partner in Switzerland, was appointed by Solar Impulse for taking charge of the import procedures.

The Si2 was transported in a B747 Freighter to the Swiss Air Force Base at Dubendorf, near Zurich.

As this is not a civilian airport the clearances and import procedures along with Swiss Army, Immigration requirements and Customs clearance all had to be arranged by Belglobe to ensure a smooth operation and arrival for the solar aircraft Si2.



Belglobe's familiarity and expertise in this area proved to be invaluable and assured a smooth handling and execution..

“ SOLAR IMPULSE or better said, Bertrand Piccard and André Borschberg, pilots of the non-fueled aircraft, set out and accomplished something that still seems impossible today: the First Round-The-World Solar Flight, powered only

by the sun, with no fuel or polluting emissions”, commented Frédéric Leresche – Operations supervisor at Belglobe.

COLBECK & CLARKE CANADA

Colbeck & Clarke (Canada) offshore project reaches port ahead of schedule



Colbeck & Clarke Inc. – your Pangea partner in Canada – has handled a project comprising

13 out-of-gauge pieces and 21 containers, loaded at two separate locations, and bound for China.

The largest piece (an offshore winch main drum assembly) weighed in at 74 MT and measured over 168” in diameter – requiring special permits at

short notice from multiple local authorities, and police escorts for the 18 axle flatbed trailers deployed. Two giant mobile cranes (1×300 ton and 1×130 ton) were used to flip the reels onto their sides for transport to the port, where the cargo arrived ahead of schedule.

The company’s team of dedicated project/BB specialists took two months to coordinate and then complete the project.







DARKA FOR TRADING & SERVICES SUDAN

New LCL Consolidation Service from Jebel Ali to Juba (South Sudan) by Darka For Trading & Services

DARKA For Trading & Services, your PANGEA partner in Sudan, is pleased to announce a new LCL Consolidation Service from Jebel Ali to Juba (South Sudan) through DAMFO International Shipping Services, part of DARKA GROUP.

This consolidation will be exclusively handled in-house, ensuring high service quality & security of your shipment whilst being customer focused and service oriented. They are offering the best transit time which is achieved through their 'DIRECT BOX' as this is not re-loaded or trans-loaded.

The core benefits of their new service is having the best lead time on this 'Direct Box' service to Juba with no stoppages at any borders or check points. Their rates are competitive with direct

custom clearances at our Juba warehouse. To reduce the risk of damage or losses, the cargo is handled and vetted in their own CFS warehouses. All cargo is accepted including IMCO and NON – IMCO. Counting on flexible shipping options which also includes proper packing, handling of goods with loading, unloading, deconsolidation etc. which ensures safe and secure deliveries in Juba. Their services also include timely pickups and deliveries for door to door service (available on request).

“ There are many reasons why you should choose DAMFO but few of our main points is that with the DAMFO brand you know you have the expertise and security that is required and that we are also the pioneers

and a major player for the LCL services across Sudan. Our financial strength & consistent track record over many years, scale and reliability means you can count on us to deliver this LCL service you will require. We can operate a “shipped as booked” policy as we pride ourselves in being a key client for top worldwide carriers with planned space protection with one of the features. Also key to this service is the bonded storage facility we have in JUBA“. Mr. Hilal Sultan Bashom, Executive Manager at DARKA remarks.

FJT LOGISTICS AUSTRALIA

FJT Logistics (Australia)
moves nearer port

T

he Perth (Australia) branch of F.J. Tytherleigh – your Pangea in Australia, with offices in Melbourne, Sydney, Brisbane, Perth and Adelaide – has relocated to new premises at Bibra Lake, closer to the port of Fremantle.

The new base has increased storage, a larger container loading/unloading area, and will offer a wider range of services.



GEVATRANS, GREECE

Iran FTL service by Gevatrans (Greece) taps into construction boom

G

EVATRANS – Pangea Member for Greece – has launched new

FTL (full trailer load) daily services from both Greece and Turkey to Iran.

The new services are tapping into Iran's current widespread construction

activity, largely fuelled by inbound investment by major international corporations.

Among early consignees is a major solar energy company based in Isfalah, which has already received 100 tonnes of construction materials for a long-term project.



JTM, PORTUGAL



JTM (Portugal) moves 400 horses in first year

Business is booming for the recently-launched Live Animal division of JTM, your Pangea partner in Portugal.

The main focus of the new division is horse transportation: JTM has moved around 400 Lusitano horses – a famous Iberian breed – by air in the past 12 months. Most are destined for breeding programmes in Central and South America: particularly Mexico, Costa Rica and Nicaragua. JTM provides vets for all flights, and has been a gold corporate member of the ATA (Animal Transportation Association) since 2015.



OMER LOGISTICS
(PAKISTAN)
BUSINESS
DEVELOPMENT
OFFICER FINALIST
FOR THE PIFFA
YIFFY AWARDS 2016

OMER LOGISTICS PAKISTAN

The article “CPEC (China Pakistan Economic Corridor) and its impacts of economy and logistics” has given the opportunity to Mr. Afzal Naveed, Business Development Officer at OMER LOGISTICS, your Pangea partner in Pakistan, to be nominated for the Young International Freight Forwarder of the Year Award 2016 by PIFFA, FIATA.

In his article Mr. Naveed describes in deep the CPEC project and its influence in the economy and trade of Pakistan and the region, including overcoming energy crises, infrastructure, connectivity and economic development. As well as the CPEC impact on Logistics and Supply Chain Industry.

Congratulations for your article!



ORIGIN LOGISTICS TURKEY

Origin Logistics (Turkey) moves Izmir branch workplace and continues performing operations



ORIGIN LOGISTICS, your Pangea partner in Turkey, has recently moved the workplace of their Izmir Branch. They gave a cocktail for celebrating the new office, all actors from the shipping industry were invited to take part in the event. On the left are some pictures of the new office.



Also, ORIGIN LOGISTICS proudly became the main sponsor of the “Welcome New Year Event”, which is organized every year by the well known Dokuz Eylül Maritime Alumni Association. Many qualified grads from the different segments of the industry gather together at this meeting and discuss about the sector and the annual situation.



Besides the organization activities and social events, ORIGIN LOGISTICS continues to prove their performance in handling project shipments and heavy cargoes, covering every step and operation (brenda, lashing and securing meticulously). On the left you can see some pictures of their most recent shipments including a machine moved for an exhibition in Egypt and 2 speed boats forwarded to the Pakistani Coastal Guard.

21-23 MARCH 2017

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China Container Industry Association



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PEKAES POLAND



PEKAES (Poland) introduces a regular direct connection with Romania.

PEKAES, your PANGEA Partner in Poland and a leading logistics operator, introduced a regular direct connection with Romania. After the Czech Republic, Slovakia, and Germany, this is the next country in Europe in which PEKAES expanded its network of connections.

As part of further investments in the development of the groupage network in Europe, PEKAES introduced a direct connection with Romania, offering its Clients attractive rates and the delivery of goods within 2-3 days. Packages are shipped from the PEKAES branch located in Czechowice-Dziedzice (Poland) to the warehouse in Arad in western Romania twice a week. According to Eurostat, the

European Union's statistical office, during the second quarter of 2016, Romania had the highest annual economic growth in the EU, with a growth rate of 5.9% y-o-y. In comparison, Slovakia, which came in second place among the fastest growing economies of the European Union, had a growth rate of 3.7 percent.

PEKAES had a busy beginning of the new year by launching a regular connection with Romania and, starting from January, daily groupage connections with the Czech Republic and Slovakia. At the end of last year, the company launched its third daily line that serves groupage transport between Poland and Germany, from Poznań to Duisburg. PEKAES is planning further investments in the development of its groupage network in Europe..

“ We provide services to Romania together with our local partner. Romania is a very promising market for us. It is the fastest growing economy in the European Union.

We are very happy that each year, Polish companies increase their revenues from the export of goods to Romania. It is worth noting that Poland is also important to the Romanian economy. Romania imports more goods from Poland than from China or Russia”, says Marek Tkaczyk, the Director of International Groupage at PEKAES.

TRANSORIENT TURKEY



Transorient (Turkey) named Railway Forwarder of the Year

Transorient – Turkish PANGEA Partner – has been named Railway Forwarder of the Year at the 7th Atlas Logistics Awards in Istanbul. The awards ceremony took place during Logitrans, the major logistics and transport exhibition and conference for the Eurasian region, held at the IFM Istanbul Expo Center. Transorient Managing Partner Nil Tunasar accepted the award.

Transorient was an exhibitor at Logitrans, which attracted 13,500 visitors from 50 countries, and 180 exhibitors from 26 countries.

Transorient offers environmental multi-modal transportation solutions combining rail, sea and road to diversified industries together with their strategic partner ECS European Container Services.



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NEW GLOBE LOGISTIK INDIA

NEW GLOBE LOGISTIK (India) receives Best Forwarder award

During the 43rd Annual Convention of the ACAAI (The Air Cargo Agents Association of India), your Pangea partner from India, NEW GLOBE LOGISTIK, received an Excellence Award as Best Forwarder of the North region for 2016.

The event took place in Athens, Greece from November 16 to 19 of 2016.

Congratulations to the NEW GLOBE Team!



For the second year running, New Globe Logistik LLP – Pangea Logistics Network member for India – helped bring smiles to thousands of less fortunate children at Christmas, by shipping 50 tonnes of toys by air to Amsterdam from Chennai.

The toys were donated by The Rotary Foundation, shipped from the manufacturer, and distributed to orphanages.

**NEW GLOBE
DELIVERED
50 TONNES OF
CHRISTMAS JOY**

UNITEX INT'L CHINA

UNITEX (CHINA) OPENS IN NANJING

Unitex International Forwarding – which represents Pangea Logistics Network in Hong Kong, Shenzhen, Guangzhou, Xiamen, Ningbo, Shanghai, Qingdao, Tianjin and Beijing – has opened its latest office, in Nanjing (eastern China).

The new Nanjing branch is located in Changjiang River Delta, which is an important transport hub and export innovation area of China. Nearby Longtan Port can handle some 3 million TEUs per annum. Unitex Nanjing will provide a one-stop-shop service including clearance, transport and warehousing covering Jiangsu Province – which includes Nanjing, Nantong, Lianyungang and Yangzhou.



UTC LOGISTICS

SINGAPORE

PROJECTS & UNUSUAL CARGO



3 LUXURY YACHTS



OUT-OF-GAUGE

UTC LOGISTICS (SINGAPORE) HANDLES TWO OUTSIZE SHIPMENTS

UTC Logistics – your Pangea partner in Singapore – has put its many years' experience in projects and unusual cargo to good use with two recent shipments.

The first involved the import clearance and delivery of three luxury yachts from the USA to Raffles Marina. Each yacht was shipped on a 40ft flat rack; on arrival, UTC arranged transfer of the boats onto low loaders in order to negotiate the height restrictions on Singapore's roads. A 50 ton mobile crane was positioned at the berthing port to hoist the yachts onto the trailers, and spreaders were used to prevent potential damage to the cargo.

UTC also arranged secure lashing, and road transportation to the customer's premises. UTC has also handled the recent movement of an out-of-gauge slewing bearing measuring 5.13 metres wide and weighing 14 tons. This cargo also arrived in port on a 40ft flat rack from Hamburg. Once again, the exceptional width of the cargo required direct delivery, necessitating a night-time road journey with Traffic Police escort.

WAVE LOGISTICS URUGUAY

Wave Logistics
(Uruguay)
mixes modes
to meet
deadline



W

ave Logistics Group – Uruguay PANGEA member – has mixed air, ocean and intermodal services to deliver a new mixing line from USA, Brazil and Uruguay to Nicaragua, for a global soft drinks manufacturer.

The project comprised 72 tonnes of airfreight (some of which was shipped on a part-charter flight) and 40 flat racks of outside ocean freight. Wave's activities included crating, loading and lashing of all oversized cargo; airfreight forwarding; and multi-modal shipment by air and truck. It also handled export Customs clearance at origin points, and DAP (Delivered at Place) operations in Nicaragua. Fellow Pangea member SLS Holdings of Colombia devised the innovative multimodal solution for 20 tonnes of the cargo, which was airfreighted to Bogota, transhipped to Panama, and trucked to Managua.





WEL MALTA



WEL handles urgent return project from Malta

World Express Logistics (WEL) – Pangea Logistics Network and Connecta Airfreight Network representative for Malta – has handled the return of project cargo from Malta back to the Netherlands.

As the seven 20ft containers of construction equipment and a company vehicle needed to be returned urgently, WEL and its partners arranged the loading of the containers onto curtain-side mega trailers, which then routed Malta-Genoa (by RoRo) and overland to Veghel. The 2600km journey took 6 days.

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FOR YOUR CONTRIBUTIONS

THANKS

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

pangea-network.com