

# FREIGHTlink

THE PANGEA GROUP MAGAZINE

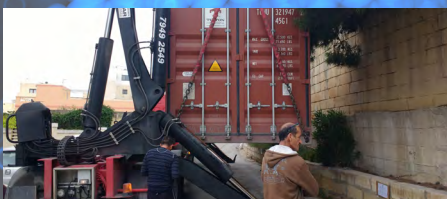
## Good Cooperation data

Shipment monitoring reports

## New release

## Freightalia v2.2

All-new version 2.2 of our freight quoting tool



### WEL (MALTA) CYPRUS GLOBAL

Collaboration between Pangea Members from the two island states in the Mediterranean



### WAVE (URUGUAY) SLS (COLOMBIA)

Combined OOG Cargo, Air and Sea shipment



### TRANSORIENT (TURKEY)

Acquired GDP accreditation for Pharmaceutical Handling, Transport and Logistics

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# Sarah Bidmead's Column

## Good cooperation data, shipment monitoring reports

**I**t is always nice to look at our system reports and verify with real data that cooperation within the network continues to grow. To have real numbers of shipments registered in the system, total pieces, kg and cbm moved and see how they increase year after year helps to analyse performance not only by qualitative impressions but also with quantifiable statistics.

Data shows 45% growth in the number of operations/ shipments and 52% growth in terms of volume moved, which is a more than positive result. This is the annual growth compared with the same period of time last year.

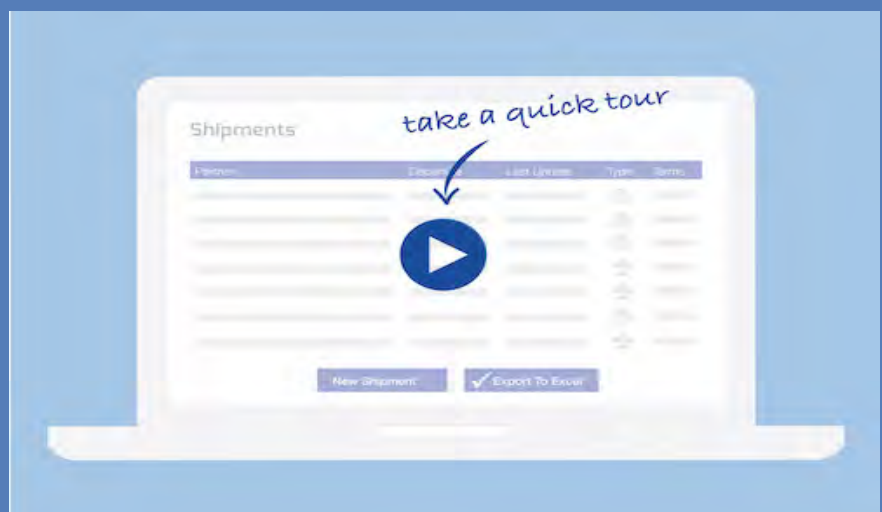
Cooperation is the key and reason being for networking, that's why it is so important to facilitate ways of measuring and sharing this information. Everyone can easily report their activity and obtain reports in excel. Now we are thinking of ways to share this information, so we all have valued details about all partners. For example to give 5 and 4 stars ratings to

the most cooperative members, and to even list the top 50 cooperative members. This would be a recognition to the most valued partners for their business contributions.

We encourage you to continue reporting your cooperation within the system from today, so you can also be rated as a cooperative partner. Obviously, like in any rating or certification system, evidences need to be provided, the system can only include the information that has been reported. If you need more details about how to register

your network activity pls. watch the tour or contact us for a demo.

As soon as we have shaped the final rating system we will keep you all informed. In any case it will include data from the last year so all information entered from now on will be valid, don't wait any longer to get started if you are still not registering all your network shipments.



# NEW RELEASE

**It gives us great pleasure in announcing that Freightalia v2.2 is out of beta and available as a stable version. You can now give your users and clients new set of features to experience with version 2.2**

## Here's What's New

**We have focused the improvements of Version 2.2 in the look and feel your customer will have of your portal. The objective was to impress and engage them to keep requesting quotes through your portal.**

- >> Completely new modern look of your portal
- >> New embeddable widget to match 100% your website and branding
- >> UI improvements
- >> New redefined booking functionality
- >> New redefined B/L instructions functionality

## Re-design of the admin panel

We have re-designed and re-organized the elements of the admin panel and dashboard so you can set up and manage your account in a much easier and comfortable way.

Also we have added more statistics panels and touring for first time users.

## Quotes and Rates Management

We are giving even more flexibility to your portal so you can decide and set your quoting preferences (showing your customers the Airlines or Shipping Lines when searching quotes, adding different local charges, more types of units, and other settings)

## More Coming Soon

While these have been major improvements, we are not stopping here. We will soon be sharing further news and updates. We are working on many interesting features and updates, languages translations, launching of the version 1.1 of our API for third party integrations, tender tool.



# 2018 GLOBAL MEETING

The Freightcamp 2018 Global Meeting will take place in Berlin, Germany from 17 to 19 October.

**T**he 2018 Global Meeting will take place in Berlin, Germany from 17 to 19 October, bringing together Pangea and Connecta worldwide Members. Visit the 2018 Global Meeting webpage, [www.freightcamp.com](http://www.freightcamp.com), for full details, including venue, pre-agenda, fees, visa requirements, registration, etc.

## 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

### CONFERENCE HOTEL

#### Berlin Marriott Hotel

Conveniently located in the heart of Berlin, Berlin Marriott hotel offers a distinctive address from which to explore the city center and beyond. Its conference center at Postdamer Platz, is just steps from entertainment, shopping and fine dining.



### BERLIN

More than 775 years old city that has it all

Berlin is more than 775 years old and over the decades, all generations have left their monuments and landmarks in town. Berlin has it all – sights, attractions, memorials, museums, parks, gardens and UNESCO World Heritage Sites.

### MEETING PROGRAM

#### 1:1 Meetings

3 Days of Official Meeting program, including the Meeting opening and awards ceremony, group photograph and over 1500 one to one business meetings. Discuss personally with the partners of you interest on your present and future business and make the most of your mutual synergies.



### SOCIAL NETWORKING

#### Build Partnership

Group social activities are 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.



**PANGEA**  
Global Meeting



**2018**  
**FREIGHTCAMP**



**CONNECTA**  
Global Meeting



# Berlin, Germany

Marriott Berlin Hotel  
17-19 October

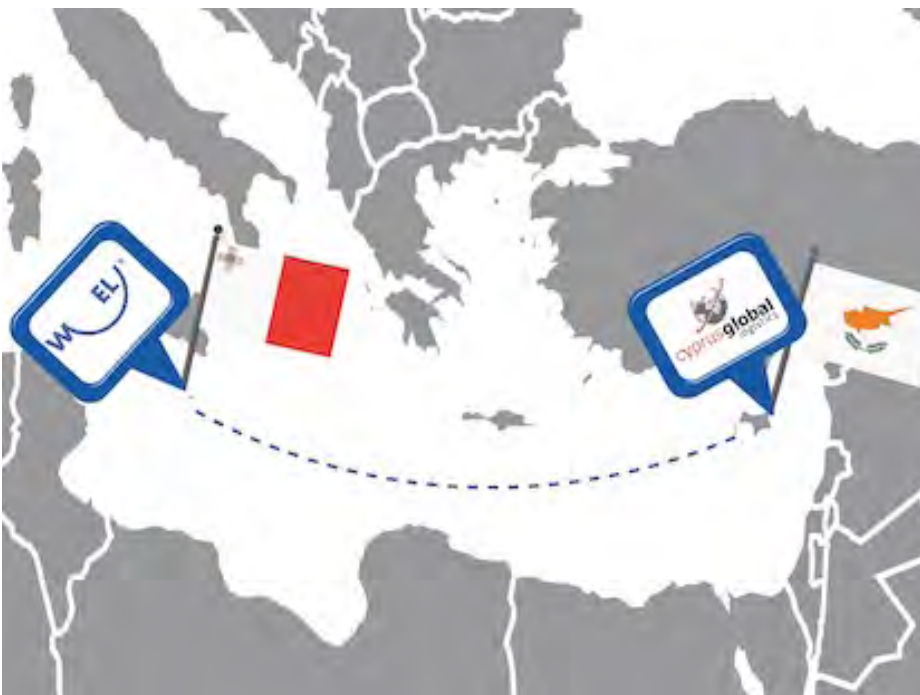


# WEL (Malta) CYPRUS GLOBAL LOGISTICS (Cyprus)

**I**t is nice to see how collaboration between partners develops at all levels, in this occasion from the only two island countries in the Mediterranean Sea, Malta and Cyprus. Malta is located in the middle of the Mediterranean Sea close to the main maritime highways that crisscross the region. Cyprus is situated in the Eastern Mediterranean close to the Middle East, Turkey and the important maritime gateways of the Bosphorus and the Suez Canal. Both enjoy a strategic position in the Mediterranean region.

World Express Logistics (WEL), your Pangea partner in Malta, and Cyprus Global Logistics,

**Collaboration between Pangea Members from the two island states in the Mediterranean, Malta and Cyprus**







**“** We thank our friend and Pangea partner in Cyprus for their professional service, our client was very satisfied with the service offered in both countries”, indicated Edward Micallef, General Manager at WEL.

your Pangea partner in Cyprus, have worked together to move a Car and personal belongings from Malta to Cyprus. All the goods were professionally packed and together with the car loaded into a dedicated 40Ft container by the WEL team. Then it was shipped

from the Port of Marsaxlokk to Limassol. From there, Cyprus Global took care to release, unload and deliver the contents to the client’s new residence in Limassol.





# WAVE LOGISTICS (Uruguay) & **SLS** **HOLDING** (Colombia)

**Combined OOG Cargo, Air and Sea shipment by WAVE  
LOGISTICS (Uruguay) and SLS (Colombia)**



**WAVE LOGISTICS**, your Pangea partner in Uruguay, has recently arranged a Project involving air and ocean shipments and OOG cargo moved from Uruguay, Colombia and USA to Jamaica for a famous soft drink company.

from the shippers' facilities to the delivery at the final consignee's factory in Kingston. For this project they counted on their counterpart SLS HOLDING, Pangea partner in Colombia, and their great operational support.

WAVE LOGISTICS covered the full scope of work

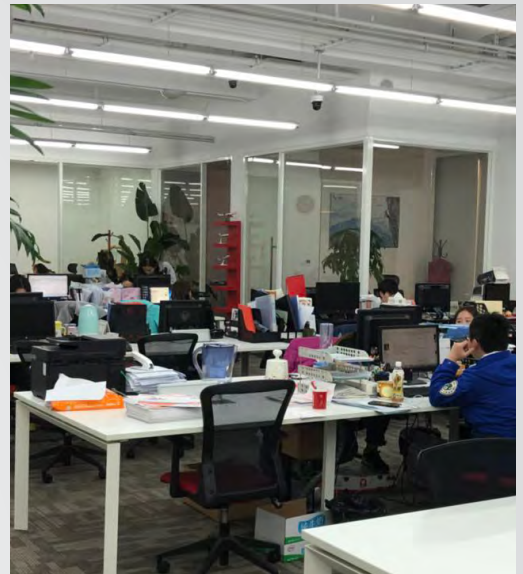
# VENTANA SERRA CHINA

**VENTANA SERRA (China),  
core Far East player with  
an A class and NVOCC license**



**V**entana Serra Freight Forwarding, your new Pangea partner in China, operates with an A class and NVOCC license, being a core player for the Ventana Serra / Arcese Group in Far East through its branch offices in Dalian, Guangzhou, Shanghai, Shenzhen and Zhongshan.

They offer a wide range of tailor-made, innovative and cost effective multimodal solutions and has become one of the leading companies for international deliveries.



You can count on a keen team, dedicated local partner and reliable collaborator. Ventana Serra China is a single counterpart with the technical and practical organization and the know-how to combine sea and air transport with advance logistics and management of the supply chain.

Thanks to consolidated relations with the main sea and air carriers of the world, Ventana Serra can satisfy any request, in terms of both volume and delivery times. The new systems for goods traceability and the integrated management of data and documents guarantee efficient and competitive services also in terms of costs. The activity is guaranteed on an international scale, in maximum security and with full respect of the customer's specific requests.



# TLC

# LITHUANIA

Tarptautines logistikos centras/  
TLC (Lithuania) supplies the  
highest quality, professional  
services from Klaipeda port

# T

Tarptautines logistikos centras/ TLC is a leading logistics and freight forwarding company

located in Klaipeda sea port territory, Lithuania. They started business in 2008 and are part of "Klaipeda terminal group" ([www.ktgrupe.lt](http://www.ktgrupe.lt)). TLC services have no country borders, they work worldwide.

### TLC offers the following services:

- Ship agency. They guarantee high-quality reception of all kinds of vessels and full service in Klaipeda port. Their strength is fast reaction to client's needs and very good relationships with port authority.
- Ship chartering. Tarptautines logistikos centras/TLC can mediate in chartering of ships for various cargo.

- Container chartering. They can mediate in chartering containers for various cargo and containers to preferred places of the world by sea, truck or rail.
- Freight forwarding. TLC carries out transport logistics services, related to cargo transportation and distribution "Door to Door".
- Transportation by rail. Tarptautines logistikos centras/ TLC has railway nearby, so can mediate different cargoes for





further shipment by rail wagons (directions: Belarus, Ukraine, Russia, Kazachstan, China).

- All customs services.

Tarptautinės logistikos centras/ TLC main goal is to supply the highest quality, professional services. Their professional staff is always ready to look for non-standard, individual solutions that will provide the best benefit to the client needs.

Being part of “Klaipeda terminal group” gives them more flexibility managing different cargoes in port terminals: “Klaipeda Container terminal” ([www.terminalas.lt](http://www.terminalas.lt)) and “Malku bay terminal” ([www.mit.lt](http://www.mit.lt)).

**On the client’s request:**

- Cargo can be unloaded from containers to warehouse for storage (warehousing area 75000 m2).

- They can pack bulk cargo into

bags and big-bags or/and stuff to containers.

- They have a stock of liner-bags and flexi-tanks. Intermediary services such as weighing, palletising, sorting, marking, etc. are also available.

# TRANSORIENT

## TURKEY



## TRANSORIENT (TURKEY) ACQUIRED GDP ACCREDITATION FOR PHARMACEUTICAL HANDLING, TRANSPORT AND LOGISTICS

Transorient, your Pangea Partner in Turkey and market leader in pharma-logistics, is proud to be one of the pioneers who successfully has completed the GDP process and acquired GDP Quality Certificate.

Maintaining product safety and quality during distribution is of utmost importance in pharmaceutical industry. Good Distribution Practices (GDP) are quality assurance regulations for warehouse and distribution centers dedicated for pharmaceuticals, biological substance groups and medical equipment, and is designed specifically to regulate all processes in healthcare logistics for medicinal products from the manufacturer to the end user – the patient.

GDP assists in ensuring the quality and identity of pharmaceutical products during all aspects of the distribution process.

**“** *We would like to thank all our employees who have contributed to our reaffirmed high quality standard”, has proudly expressed the Management of Transorient.*



# TCS Bahrain



Trans-Continental Shipping (TCS), is a leading freight forwarding, shipping agency, warehousing and distribution provider in the Kingdom of Bahrain



Trans-Continental Shipping (TCS), your new Pangea partner in Bahrain, was founded in the Kingdom of Bahrain in 1996 by a leading pioneer in the industry, Mr. Yusuf Al Rayes, when he began to cater for the demand for tally and supervision services required at the Mina Salman Port of Bahrain.

In 2001, TCS expanded into the competitive Sea & Airfreight forwarding industry which filled the niche for end- to end- transportation solutions and contributed to a pivotal business growth for the company.

The Company was further diversified to include operations and shipping agency, supply-chain-solutions and third party logistics (3PL) with investments in warehousing facilities, and also expanding within the region with a full fledged of logistics operations.

At present, TCS envisions diversification of its business proposition as it continues to invest in new facilities throughout the region.

In the international freight forwarding area, TCS offers the flexibility to meet a variety of transit requirements from Priority to a deferred service while allowing their customers to manage logistics costs effectively. They provide the following services:

- Priority & Economy services
- Air freight solutions
- Full Container load services
- Less than Container load services
- Buyer and Seller consolidation services
- Dangerous goods handling
- Complete multi-modal solution ranging from a combination of Air-sea- Road services.

They also offer Customs brokerage and clearance services, Domestic transportation using a wide ranging of equipment, and cross border transport movements to countries such as Saudi Arabia, Kuwait, UAE, Oman, Jordan, Iraq etc.

TCS disposes of dedicated warehouse solutions, they help diagnose customers warehousing challenges and develop inventory management solutions.

As Specialised services, TCS has wide experience in:

- Projects
- Container Repair Services
- Ship Chandling.

# 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





# ROTTERDAM OVERSEAS THAILAND

**ROTTERDAM  
OVERSEAS  
NETWORK  
(THAILAND)  
COUNTS  
ON A WELL  
EXPERIENCED  
TEAM AND  
MANAGEMENT**

Rotterdam Overseas Network, your new Pangea partner in Thailand was founded in 2012.

The Company founding members and management have a proven track record from decades of experience in all major trades from and to Europe, with a specific focus on South, Central and North America, Asia, the Middle East and the Indian subcontinent.

Rotterdam Overseas Network disposes of their own bill of

lading, legal standing similar to (carrier's) B/L.

By acting as a 100% independent and neutral NVOCC (Non Vessel Operating Common Carrier), Rotterdam Overseas Network is fully committed to serve both freight Forwarders as well as producing and or trading companies.

# TARGET LOGISTICS (Pakistan) participates in POGEE 2018



Target Logistics International (Pvt) Limited, your Pangea partner in Pakistan, has participated in the 16th International Pakistan Oil & Gas Energy Exhibition (POGEE 2018) taking place from 10-12 May at the Lahore Expo Centre. POGEE is the biggest tradeshow for the Oil/Gas, Energy and Power sector attracting large scale of international audience from the

industrial and commercial areas.

At the event, the Target Logistics team was able to meet new clients and to offer them one window solution for their global supply chain management originating from door to delivery at job site. With a wide trajectory, Target Logistics International (Pvt) Limited is a reliable name in the business of forwarding and logistics management,

having rich knowledge in all phases of transportation mode (AIR Freight, SEA Freight, Consolidation, Bulk, Break Bulk, Chartering, Heavy lift, Project Cargo, Road/ Rail Transportation, Custom Brokerage/Consultancy, Afghan Transit Trade, Warehousing, etc.).

# Welcome Distinguished Guest Customer Awards Cer

## TARGET LOGISTICS

## PAKISTAN

**TARGET LOGISTICS (Pakistan)  
receives Appreciation  
Certification from DHL Aviation**

**D**HL Aviation has honoured Target Logistics Int'l, your Pangea partner in Pakistan, with an Appreciation Certificate in recognition of the Company's outstanding contribution for the Middle East North Africa (MENA) region, being ranked amongst the top 10 IATA agents in Pakistan.

Mr. Fouad Dar, Director of Target Logistics Int'l, received this prestigious award on behalf the Target Team, from Ms. Egnacia I. Massey, Commercial Manager of DHL in the MENA region.

**“ We would like to thank all our customers, both local and international partners, and our dedicated workforce for their support to our achievements”, remarks the Management of Target Logistics Int'l.**

# PEKAES POLAND

## PEKAES (Poland) on the Investment Road



PEKAES, your Pangea partner in Poland and leading logistic operator, is

increasing its activity on the Silk and Amber Road. Last year the company serviced hundreds of trains carrying goods from Baltic ports. The quantity of goods transported this way to the Łódź terminal doubled. Such dynamic development would not be possible without further investments which are being announced by the PEKAES Group.

From the moment of its takeover of the SPEDCONT company in 2013, the PEKAES Group has been investing incessantly in the development of the transport of goods from China and from Baltic ports located in Gdynia and Gdańsk. Thanks to the expansion of the cargo handling terminal in Łódź, the company may currently store even 3,500 forty-foot containers, i.e. 25 percent more than last year. By the end of April, the company is planning to finish the expansion of the 13-hectare terminal. This will enable it to increase the volume of shipments and reloading of goods transported from China and from sea ports.

“ **Last year the turnover of the SPEDCONT terminal in Łódź increased by over 40 percent in comparison with the previous year. This year we are expecting further increase in trans-shipments – the quantity of goods from sea ports may grow even by one third, whereas in the case of shipments from China we forecast at least a 20-percent increase. Such dynamic growth requires constant investments, this is why the expansion of the Łódź terminal is of strategic importance for us**”, says Marcin Dobruchowski, **President of the Management Board of SPEDCONT.**

This year the company purchased further container semi-trailers, which will expand their fleet to nearly 150. The installation and commissioning of another bridge crane has been planned in the terminal, as well as equipping the entire facility with new trucks for container handling. The investments also include technology. Currently, modern IT systems for freight forwarding and storage yard management are being introduced, which should significantly improve the effectiveness and streamline the handling.

SPEDCONT, as a company which constitutes part of the PEKAES Group, offers a comprehensive offer of intermodal services to its Clients. It ensures not only deliveries of containers from ports to terminals or to the Client's siding, but also the full handling service, delivery of containers from the terminal using HGVs, transport by the Trans-Siberian line, siding transport in ports, as well as safe and eco-friendly transport of containers within the territory of Poland. Thanks to the fact that PEKAES has sea freight forwarding offices in Gdynia and Szczecin, it may also offer many additional services to its Clients, such as full customs clearance handling, port services in Poland and abroad, storage, packaging and customising goods..

“ **The expansion of the handling terminal in Łódź constitutes our response to the dynamic development**



*of goods shipments on the Amber and Silk Road. Intermodal services carried out by the SPEDCONT company, which is part of the PEKAES Group, enjoy huge interest on the part of Clients. Currently, in the course of the week, we offer 10 connections from and to the Gdynia and Gdańsk in total. Next quarter we are planning to increase the number of connections to 12, because this is what our Clients require. We can say that investments are, on the one hand, the response to market expectations, and on the other hand – the driver behind our growth,” admits Maciej Bachman, President of the Management Board of the PEKAES Group.*



## PEKAES (Poland) with a mission on the anniversary of the battle for Monte Cassino

**P**EKAES, your Pangea partner in Poland and leading logistics operator, transported historic vehicles to the site of the 74th battle for Monte Cassino anniversary celebrations.

Armoured vehicles flying the colours of the Polish II Corps added splendour to the celebrations which took place between the 16th and 18th of May in Italy. The undertaking was executed for the Independence Foundation, thanks to financial support from the Office For War Veterans and Victims of Oppression as well as Lubelskie Voivodeship Marshal's Office.

This was not the first time that PEKAES had to deal with such an interesting logistics challenge. For example, in the past the operator transported a children's playground to Spain or an 80 tonne cargo for an aluminium can production line to Romania. This time, the unusual job entailed the transport of three World War II armoured cars (a US Scout Car armoured personnel carrier, a US Willys Jeep the symbol of Allied troops and a British Daimler Dingo reconnaissance vehicle). The vehicles were transported from Lublin to Italy and back for the celebrations held between the 16th and 18th of May. It took three days to travel the route, approx. 2100 km each way. Particular care was necessary during the undertaking on account of the material and primarily the historic value of the carried vehicles.



A semi-trailer with a tarpaulin and additional protection (against the elements) was used to transport the vehicles. Such a solution entailed the necessity to devise a loading and unloading method. Standard ramps are not strong enough to support the heaviest vehicle and using a loading platform in Italy would require the necessity to engage third party warehouses, which would be quite problematic for each party. On the other hand, the journey from a potential unloading site to the vehicle assembly area under their own power would generate additional costs and incur the risk of mechanical breakdowns en-route. That is why PEKAES decided to arrange special ramps used by diggers and machinery of similar dimensions and to adapt a semi-trailer for their safe and robust application. In this manner, an optimal solution for a transport job with such requirements was found.

**“** With such unusual jobs, appropriate preparation and planning of the entire operation is key. This includes accurate scheduling, issues associated with loading and unloading

*as well as the transport means and methods. In this case, there was no room for error when it came to punctuality on account of the fixed programme for the celebrations. Absolute safety of the vehicles was also paramount. As one of the vehicles weighed more than 6 tonnes and had a wider wheelbase, guaranteeing efficient loading and unloading was very important. We had all the arrangements, including precise driver work scheduling perfectly planned down to the finest details“, says Maciej Bachman, PEKAES President.*

**“** Transport of our armoured vehicles to celebrations associated with an anniversary of the battle for Monte Cassino went according to plan. We had no reservations when it came to their safety. And that was mightily important for us, as the vehicles represent enormous historical value – they were acquired from private collectors in Western Europe, they all took active part in World War II“, admits Krzysztof Bielak, Independence Foundation Member of the Board, Head of the Historic Education Group.





PRIME CARGO  
(Denmark)  
leading  
Danish Freight  
Forwarder since  
1998

# PRIME CARGO

# DENMARK

Prime Cargo A/S, your new Pangea partner in Denmark, was formed back in 1998 and is specialized in all kinds of aspects within freight forwarding (road, air and sea freight), warehousing and logistics as well as customs consulting.

They are member of Danish Freight Forwarders Association, AEO certified as well as member of IATA, ranked as no. 7 in Denmark. The company counts on total 300 employees in 2 locations – HQ in Kolding (BLL) as well as branch office in Greve (CPH). On the import side into Denmark, Prime Cargo is known

as a fashion forwarder, handling some of the major fashion brands. On the export side they are specialized in handling exclusive furniture and household equipment, machinery and garments.



## MIREMAR (Uruguay) releases new website

**M**IREMAR, your PANGEA Partner in Uruguay, is proud to announce the release of their newly redesigned website, after several months of development. They invite you to visit them at [www.miremar.com.uy](http://www.miremar.com.uy)

The new website has been designed for sharing with customers, partners, suppliers and prospects valued information about the Company trajectory, their solutions and explore their portfolio in general services for Air

freight, Sea Freight, Road Freight, packaging, warehousing, customs clearance and specialised services (perishable goods, pharmaceutical products, dangerous goods, project cargo, hanging clothes, etc).

It also reflects the involvement of Miremar in regards security policies as part of their AEO certification project.

# NTL NAIGAI TRANSLINE SINGAPORE

**NTL NAIGAI TRANS  
LINE (SINGAPORE)  
OFFERS CUSTOMERS-  
ORIENTED FREIGHT  
SERVICES SINCE 1997**

NTL NAIGAI TRANS LINE (S) PTE, your new Pangea partner in Singapore, was established in 1997 in Singapore and has a reputable name in the freight forwarding industry specialized in sea freight and handles imports and exports LCL, FCL, cross-trades, triangle trading transportation, door to door service, Customs Clearance, warehousing and Air Freight services.



NTL Singapore is part of the Group NTL NAIGAI TRANS LINE, one of the leading Japanese NVOCC.

They provide International Freight Transportation and one stop logistics solution for all customers including Ocean, Air, Custom Brokerage, Warehousing and Inland Transportation, facilitating door to door service for any



transportation mode.

NTL Singapore headquarters are based in a prominent CBC location and they also dispose of their own warehouse in Keppel, with a capacity of 2,270sqm, 6 units of 3Ton forklifts, 11 loading bays, and proper CFS in FTZ (Free Trade Zone).

Counting on their own freight



and cargo tracking systems they enhance realtime information on the status of the shipments they are moving.

With their extensive network worldwide and professional team NTL Singapore is best prepared to meet any freight requirements and offer customers and agents the best and most competitive solutions.



## THE FUTURE OF LOGISTICS, INTERVIEW WITH ASHWIN DIDWANIA FROM NEW GLOBE LOGISTIK (INDIA)

**A**

shwin Didwania, Managing Director at New Globe Logistik (India), was selected as speaker in a

Logistics workshop framed within the CES 2018, formerly The International Consumer Electronics Show, recently celebrated in Las Vegas. CES is the world's gathering place where next-generation innovations are introduced to the marketplace, with 50 years of history and featuring all aspects of the industry. It is really significant to see that Logistics occupies a space in so high-tech orientated events and proves the challenges the sector is facing.

Amongst other international speakers, Ashwin presented his views on the topic "The Future of Logistics", including the relevance of logistics and its challenges, the emergence of tech forwarders, and the space left for boutique consulting and valued services. On his return, we took the opportunity to interview him and further his insights.

**First of all, let's comment about the event and the logistics workshop. What actors participated (freight forwarders, importers/exporters, shipping lines)? Which were the main concerns or matters discussed?**

The event was consumer electronics show. It is one of the largest show's in Las Vegas where importer, exporter, shipping line, freight forwards and tech experts all merge. This event has been used in the past for launch of products like iphone, ipad, Pentium chip processor, xbox, virtual reality games etc.. so it is pretty leading edge and futuristic. On the logistics side the main concern was about how supply chains are gearing up for the future with changes in supply chain management , technology and customer requirements.

**Have you also noticed these same concerns when commenting with other local or international agents?**

Yes, I have notice these concern with few agents who are forward looking and forward thinking. Most of agents however seem to focus on current day to day issues to think about how to keep evolving their business to future needs.

**There is a lot of information being published about the digital challenges the sector needs to embrace. The multinationals are launching digital platforms and new tech freight forwarders are getting millionaire investment. Being India a tech hub, how is the level of development of new digital freight platforms there?**

India is a tech hub for development of digital platform's for

# NEW GLOBE

# LOGISTIK (India)

international community, however the pace of reforms in India are bit slow due to age old manual system & imbedded middle man culture for the effective deployment of local digital platforms for logistics which mainly concern customs interface. However, in other sectors like transport, ecommerce, e-payments there have been initiatives by government to accelerate such programs and in next two to five year's we should see most of the freight forwarding processes on digital platform.

**New Globe has been in the freight business since 1950, you have the knowledge and experience and most important a prosper business and clientele, how are you facing the challenges and getting technically ready for the new times?**

On technical side we have MIS system which capture any variation in customer volume, profitability & service feedback which allow us to immediately take action.

We also ensure immediate customer feedback. Our entire handling of our clients shipments is transparent with auto updates and forecasting on their

movement and using technology to enhance service experience of our clients.

We are now working on an automated quote response system to further boost our speed and response time.

**As your Company, the established freight forwarders have the trajectory and knowledge, whereas the new start-ups have the technology, from your point of view what are the main advantages and difficulties from each side?**

The advantages of establish freight forwarder is (I refer to small, medium size) their personal contact, personalized service. The down side is that this model is difficult to scale and to deliver to consistency especially when owners or key people not hands on. With tech driven forwarders there is consistency, reliability which is system driven plus they can adopt their technology to suit customer requirements. As a down side they may lack a personal touch that an SME provides

**How do you see the freight forwarder of tomorrow? And when is that tomorrow?**

The freight forwarder of tomorrow is always evolving. Thinking few step ahead and is knowledgable of his client business over and above his own to anticipate the changes in his client business in advance so he may apply that to his own working to better suit and response to their future needs.

That tomorrow is happing right now.

# NEW GLOBE LOGISTIK INDIA

Another critical timeline project handled by NEW GLOBE LOGISTIK (India)



**N**EW GLOBE LOGISTIK, your Pangea Partner in India, recently executed one more project along with USA partner for Delhi Metro Rail Corporation. The Project comprised ODC Cargoes and Special equipments from USA to India on door to door basis.

heaviest package loaded on Flat Rack weighed 67 MT.

About NEW GLOBE LOGISTIK  
Established in 1950, the Newglobe Group is one of the oldest shipping and freight forwarding company with PAN India presence, having



The said project was executed under critical timelines. To ensure safe and timely delivery the Newglobe project team offered a tailor made solution by shipping all ODC cargoes on Flat Rack equipments to Nhavasheva. All these units were hauled to New Delhi by road after timely customs clearance at Nhavasheva. The



headquarters in Mumbai. With a team of project professionals, Newglobe offers project forwarding solutions to various industries, including: Heavy Engineering, Oil and Gas, Automobile, Textile, Cement and other ancillary industries.



# NINGBO ZHONGTENG CHINA

**NINGBO ZHONGTENG INT'L LOGISTICS (CHINA) is an A-Class, NVOCC, CATA Licensed Freight Forwarder**

**N**ingbo Zhongteng Int'l Logistics Co., Ltd, your new Connecta partner in China, is a qualified A-Class freight forwarding company, with NVOCC license (MOC-NV04403) and CATA license (HD32080).

They can provide Air /Sea freight service for both IMPORT & EXPORT cargo; bulk cargo shipping service; door trucking service; warehouse operation/ consol; Customs brokerage; Insurance; shipping consulting and all other related business.

Ningbo Zhongteng Int'l Logistics Co.,Ltd offers professional, effective, quality services to assure clients total satisfaction and loyalty. They are ready to establish good relations with agents all over the world, providing professional logistics and value added services for all kinds of customers supported by their experienced team.

The company can provide most economic air service from BEIJING/ SHANGHAI/ NINGBO/ XIAMEN/ TIANJIN/ QINGDAO/ GUANGZHOU/ SHENZHEN etc.



**I**n Time, your Pangea Partner in UK, is pleased to announce the establishment of a dedicated ocean freight division to better serve the needs of their valued Pangea partners and friends. They now have a team, managed by their new colleague, Lucy Curtis, dealing solely with your ocean freight enquiries and working with consolidators and lines to offer you the best possible market rates for ocean shipments to and from the UK.

**“** *We encourage all partners to put us to the test, they can of course expect the usual immediate attention and fast response times from our team”, indicates Jonathan Hornby, Managing Director at In Time. “We thank everyone in advance and see you all in Berlin!*

**In Time (UK) launches  
new dedicated Ocean  
Freight division**

**IN TIME  
UK**







# GOLDEN WAYS JORDAN

## Military shipment coordinated by Golden Ways for Logistics (Jordan)



Golden Ways for Logistics (GWL), your Pangea Partner in

Jordan, has successfully handled the loading at Abu Dhabi Port and offloading at Aqaba Port of 18 military vehicles for the UAE Armed Forces. Each vehicle measured 7,93m long, 3m wide and 3,5m high, all 18 units together were shipped on a Jork Charter Vessel and occupied 1500cbm.

GWL coordinated the entire shipment and performed the delivery for the UAE Embassy in Jordan. luctus eget purus. Nunc tempor luctus interdum. Duis libero leo, consequat ut accumsan eu, viverra et erat. Nunc rhoncus tellus in ipsum molestie et gravida tortor dignissim.





# FOX BRASIL

**F**OX Brasil, your Pangea partner in Brasil, has successfully concluded one more grand project, this time moving door to door all elements for a Biomass Power Plant to Panama during 2 years of continued operations.

The project planning goes back to the end of 2015, when the FOX-Brasil Project Logistics team thoroughly laid out all operations on a project time-line and



## FOX BRASIL concludes after 2 years a Biomass Power Plant project shipment

shipping plan, to foresee as much ground as possible and to keep ahead of any possible setbacks, at that time they also started to carefully select the most competent providers for attending the cargo proportions, different transport modals and timing pressures.

The first shipment was moved at the beginning of 2016. Since then, FOX Brasil has handled the transportation of the Biomass powered Tubular Boiler, as well as all the other elements in the Plant such as steam turbines, generators, gearboxes,

transformers, condensers, cooling towers, switchgears, switchboards, desanders, a backhoe, an 80ton crane, four 30ton cranes, a pile driver and numerous other building machineries and materials required for assembling all parts together once on site.

From different manufacturers in the locations of São Paulo, Paraná and Santa Catarina states, the Boiler and all other plant elements were shipped door to door to their destination in the city of David, the main urban center in the Chiriqui Province and one of Panama's fastest growing cities, where

the Plant is now up and running normally.

The whole project comprised a total of 9.700 cbm, 3650 tons and 465 TEUs, FOX Brasil coordinated and managed the entire development over the last 2 years.

# FJT LOGISTICS AUSTRALIA

## FJT LOGISTICS (Australia & New Zealand) launches new website

**Y**our Pangea partner in Australia and New Zealand, FJT LOGISTICS, is proud to announce the release of their new website, designed with a fresh new look and user-friendly navigation and updated with the latest information about their Company group and services.

Their goal with the new website is to provide their visitors, customers and partners an easier way to learn about FJT LOGISTICS, their great professional team and wide range of freight services. Also, it

contains valuable information and updates related to international trading.

After the restyling of their logo and branding and months of hard work FJT LOGISTICS hopes you find the new website fresh, modern and valuable.



# CYPRUS GLOBAL

## CYPRUS GLOBAL LOGISTICS (CYPRUS) DELIVERS 15 FORD RANGERS TO THE UN FORCES

Cyprus Global Logistics, your Pangea partner in Cyprus, has recently delivered 15 new Ford Ranger Vehicles for the UNFICYP, United Nations Peacekeeping Force in Cyprus.

The vehicles were shipped from Thailand to Cyprus, from where Cyprus Global Logistics had the responsibility to execute the project, including customs clearance, de-stuffing, preparing, loading on car-transporters and delivering to UN camp.



UNFICYP was set up in 1964 to prevent further fighting between the Greek Cypriot and Turkish Cypriot communities on the island and is still present on the country supervising the buffer zone and delivering humanitarian aid.



# ATLAS SHIPPING

# INDIA

## **ATLAS SHIPPING (India) supports First Train to inaugurate the Kolkata-Jogbani via Bathnaha Rail-cum-road Route for Indo-Nepal Transit Trade**

**A**TLAS SHIPPING, your Pangea partner in India, has recently supported the first pilot train to inaugurate the Kolkata-Jogbani via Bathnaha Rail-cum-road Route for Indo-Nepal Transit Trade operated by Container Corporation of India (CONCOR).

ATLAS SHIPPING cleared and handled all containers moved on this first train for a single Nepali consignee. All Customs clearance and documentation was done electronically, achieving 100% Electronic Customs Tracking Seal on every container moved, for both loading at origin and unloading at destination. Through an exclusive route

involving multimodal Rail and Road all containers were moved across international borders.

At the inauguration, the KoPT Chairman, the Commissioner of Customs, the CFTM of Eastern Railways, the CGM of Concor, the Dy Consul General of the Nepal Consulate, representatives of NECHAA and other dignitaries marked the flag off and start of the journey.





**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.