

INSIDE UFO

Quarterly Newsletter of the
Universal Freight Organisation

ISSUE 82 JANUARY 2019

6 New Members

Skyrace: Nigeria

Continental: Morocco

Atlantide Logistics: France

PrimeLogistics: Belarus

Euro Cargo Express: Italy

Volantis: Turkey

See Pages 7, 8, 11,
15, 16 & 19 for details

Welcome to our
new look
Newsletter

See page 2 for details



UFO

Inside

Veslam and MBB Deliver for Kozloduy in Bulgaria	3	H & M Air Cargo move veterinary vaccines with no bad reactions!	10
Rob from Spark Global visits Fairplay in Copenhagen	3	Rachel Humphrey elected a Chartered Fellow of CILT	10
World Freight awarded by Turkish Airlines	3	Alstons Shipping handle equipment for US Navy	10
Founder Member, Freight Facilitators recently visited by Trans Pacific Intl.	4	Atlantide Logistics expertly manage the flow of cargo	11
Update from Eurogate Logistics in Poland	4	2019 Annual Network Meeting	12
CPS Logistics charter plane for important operations	4	An exciting yet challenging few months at Bibby	13
Green Channel handle windmills in India	4	UFO Foundation: Fundraising	14
SOS Children's Villages in Vietnam receive US \$1400 from UFO Members	5	Expert Knowledge & Experience at PrimeLogistics in Belarus	15
World Freight Receive Award from Cathay Dragon Airways	5	Welcoming Euro Cargo Express in Italy	16
Making a show of ourselves	6	Thank you and Everest marathon update	17
Dedication makes the Difference at Skyrace in Nigeria ..	7	BTS Logistics with Portfolio of Recent Work	18
A 'One-Stop Shop' service at Continental Freight Forwarding ..	8	Conscience, thoughtfulness & flexibility from Volantis in Turkey ..	19
Crown Logistics celebrate their 10th business anniversary	9	Rachel featured in Logistics and Transport Focus magazine ..	20
		UFO forms Partnership with WiseTech Global	20





Universal Freight Organisation (UFO) is an ISO 9001 (Quality Management) and ISO 14001 (Environmental Management) certified organisation established in January 2000 to provide independent freight forwarders access to a trusted, worldwide network of agents who could handle their specialist shipments, whilst working professionally and safely under a strict Code of Conduct.

With 125 independent freight forwarders located in 112 countries, we are proud to have maintained our 'One Member per Country' policy (with the exception of USA and China), making us one of the only remaining exclusive freight forwarder networks in the world.

INSIDE UFO
(UFO'S QUARTERLY NEWSLETTER)

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COVER: Welcome to our new look Newsletter. See page 2 for details.
Photo: UFO Head Office.

UFO cannot take responsibility for the opinions, statements and/or facts expressed in the stories, that are contained in this publication. Any views expressed are those of the individual quoted, and not necessarily those of the publisher.

The publisher can accept no responsibility for any errors or omissions made, but will endeavour to amend any, that are brought to our attention, in a future issue.

www.ufofreight.com

Welcome

Dale Nicholson, our fantastic in-house Graphic Designer, has been working on a new design for our Digital Newsletter and all of us at the Head Office are delighted with the outcome. Who better to feature on its 1st front cover than Claudia of Caribbean International Cargo and Emilio of Plaza Forwarding – who epitomise the friendship that UFO can bring to our Members.

The world of freight networks has changed so much since we launched in 2000 when there were only a handful of similar organisations. However, one thing never changes – we need each other! By coming together at our Annual Meetings, we are able to continue building relations and business, both old and new. It also enables UFO management to lead and make changes necessary to support your companies.

I am incredibly proud of our exclusive family of forwarders and very excited to be sharing this year's meeting with you in Botswana – it promises to be one of our most fun and exciting yet.

Susan Oatway, Senior Analyst at Drewry, the leading provider of consulting services to the shipping industry says: "Whilst the Americas is busy at the moment with renewable energy projects and Asia is dominated by China's One Belt One Road construction projects, Africa has a project spread that is the envy of other regions. From Solar and Wind power to LNG trains, from new road networks to affordable housing projects, from Potash to Uranium mines, Africa is the shining light. While it is true that not every project will need cargo imported, there is still enough development here to promote a significant shift in demand to this region."

So please don't miss out! We have an exciting schedule planned with a Game Drive and Bush Braai Dinner at Mokolodi Nature Reserve and a grand finale at a wonderful outdoor setting adjacent to a picturesque lake where a feast will be enjoyed whilst seated around a blazing bonfire under the African sky – see page 12 for details.

We could not be more excited about what's in store for UFO and hope this issue marks a wonderful beginning to a happy, healthy 2019 for you.

**Rachel Humphrey FCILT
President/C.E.O.**





Veslam and MBB Deliver for Kozloduy in Bulgaria

This month, our trusted member in Bulgaria, Veslam Shipping has successfully completed a delivery of special equipment for Kozloduy Nuclear Power Plant in collaboration with UFO member for Russia, MBB.

Veslam are proud to have successfully performed the delivery for Kozloduy in Bulgaria, one of the biggest nuclear power plants in Europe (pictured above) and they would like to thank MBB for their excellent services and partnership.

Another great example of UFO members achieving results together!

www.veslam.com, deltacargo.ru

World Freight awarded by Turkish Airlines



Nepalese members, World Freight International are delighted to report they have been awarded by Turkish Airlines as one of the highest cargo supporters for 2018.

World Freight International were established in 1992 and have developed into one of the largest independent freight forwarders in Nepal. They have been a UFO member since 2003.

www.wfinepal.com



Rob from Spark Global visits Fairplay in Copenhagen

Following on from his visit to Russia to watch the World Cup with fellow UFO member, Ilya Maslennikov of Delta Cargo, Robert Mrencevski of Spark Global Logistics has continued his trip with a special visit to Copenhagen in Denmark to see another member of the UFO family, Fairplay Shipping.

Rob says: "Jeanet Hedegaard and her team at Fairplay have been like family for a long time so I decided to say hello. Denmark is a great place and Jeanet and her team made me feel very welcome and went out of their way to also take myself and my 2 friends for a lovely dinner. It was very nice

to finally meet her husband as well as her colleagues at work. I really appreciate the hospitality given to myself." "As I have mentioned before and we all know, at UFO, we have great members and partners, but for me, it is also very important that I have family all over the world

and being part of UFO has made this possible which we sometimes take for granted. So I am very thankful and proud to have these people in my life and extremely happy to be part of UFO. Truly, many thanks to both Jeanet and Ilya for their unbelievable hospitality." At the UFO Head Office, we

love hearing stories of our members becoming great friends! Some photos from Rob's visit to Fairplay in Copenhagen can be viewed above.

www.sparkgl.com.au, www.fairplay-shipping.dk, deltacargo.ru



Founder Member, Freight Facilitators recently visited by Trans Pacific Intl

Although thousands of air travel miles are saved every year by holding our network meeting in one place, we are always pleased to see when our Members make individual visits to each other's offices.

Our Founder Member, Freight Facilitators Corporation who joined UFO in 2000 was recently visited by Trans Pacific International Logistics who joined in 2010.

Freight Facilitators Import & Export Officer, Jimbo said: "Just to share with you our member Indonesian counterpart, Trans Pacific International represented by Mr. Verdi Sjahlendra and Mr. Vendi Sjahlendra had a three day business trip here in the Philippines from 19-21 November.

They visited our office and met our team. We also introduced them to our major client and had talks regarding business."

freightfacilitatorscorp.com, www.transpac-logistics.co.id



Update from Eurogate Logistics in Poland

Eurogate Logistics is providing expert international freight forwarding and logistics services in Poland, covering road, air, sea and ferry.

The company increased their annual turnover by 19% and gross profit by 21% in 2017 with a forecast of an even further increase this year. They also won, for the fifth consecutive year, the prestigious Gazele 2017 trophy, awarded to the quickest growing companies in Poland.

Managing Director, Mr. Grzegorz Ocipka comments: "Business development was primarily driven by new business from key accounts, the extension of our scope of services and that of the

chartered fleet. Eurogate was also successful in international freight forwarding within the EU with the streamlining of internal operations, the increase of efficiency and the rationalization of operating costs all contributing to these results."

The Eurogate Logistics fleet has been on the roads for a number of years and they have recently introduced the latest batch. In the coming 2 years, a further expansion of their fleet is planned to meet customer demand. Look out for them on your travels!

NEW HEAD OFFICE

Eurogate are extremely proud of their new Polish Head Office in Warsaw, which opened in May 2018. The new offices were purpose-built for their requirements and has proved to be a fantastic working environment for the strong team.

"We will continue to build on these achievements by developing our service portfolio and teams to best meet our customer needs!"

www.eurogate.co.uk

CPS Logistics charter plane for important operations



CPS Logistics (member in Guatemala, El Salvador, Honduras and Nicaragua) had a request from their client who needed to fix an engine for their electric plant, which is accountable for the majority of the electricity in Guatemala meaning the operations were hugely important.

CPS were able to charter a plane to Japan, where the engine took 3 months to fix, and then charter a plane back to Guatemala in order for the engine to be installed in the plant.

The extraordinary team of dedicated logistics experts at CPS showed their professionalism and knowledge to successfully complete the operations.

www.cpslogistics.com



Green Channel handle windmills in India

Green Channel Forwarders are a leading freight forwarding specialist in India, established in 1960. They have recently handled the import of windmills including customs clearance and loading.

Green Channel Forwarders have been trusted UFO Members since 2002.

www.greenchannellogistics.com



SOS Children's Villages in Vietnam receive US \$1400 from UFO Members

Our 17th Annual Network Meeting raised US \$1400 for the SOS Children's Village, which started its work in Da Nang in 1993. Today, the SOS Social Centre offers a family strengthening programme to members of the surrounding communities, which aims to identify struggling families and provide all the support they need so that their children will be safe and healthy and can attend school.

The village cooperate with local authorities and organisations in order to reach out to 420 children this year and aim to support as many vulnerable, at-risk, abandoned or orphaned children from the neighbourhood surrounding the SOS Children's Village as possible. For parents who are struggling to look after their children, SOS provide monthly grants so that they can meet basic needs. They also offer health counselling and psychological support.

For other 117 children who are no longer able to live with their parents, 16 SOS families can provide a loving home. In each family, they live with their brothers and sisters, affectionately cared for by their SOS mother.

Together with children from the neighbourhood, they go to the SOS Kindergarten, where 199 children are taught. The SOS Hermann Gmeiner School with its 27 classrooms, laboratories, a library and a canteen offers classes up to secondary level. It is now serving 1032 students. Both the kindergarten and the school are open to children from the neighbourhood with additional scholarships for 80 students from poor families.

115 young people from the SOS Children's Village usually move on to the Youth House and/or SOS Youth Programme when they start a vocational training course or go on to higher education. With the support of qualified counsellors, they develop perspectives for their future, learn to shoulder responsibility and increasingly make their own decisions. At Da Nang, SOS also offer young people workshops for basic technical training.

Communications & Fund Development Director, Nguyen Vo Truc Giang said: "We thank you very much for your offer to organize fund raising during UFO's meeting in Da Nang this May 2018. Your kind initiatives will help us a lot in taking better care for orphans, abandoned children and giving more support to children from struggling families around Da Nang and Quang Nam area of Vietnam."

www.uofreight.com



World Freight Receive Award from Cathay Dragon Airways

"It is our pleasure to share with our friends at UFO that World Freight has achieved another milestone by receiving the Top Cargo Award by Cathay Pacific Dragon Airlines held at Dwarikas Hotel."

World Freight International were established in 1992 and have developed into one of the largest independent freight forwarders in Nepal.

World Freight International have been our UFO member in Nepal since 2003.

www.wfinepal.com

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REGISTRATION & INFORMATION: www.iata.org/events/wcs
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EXHIBITION COLLABORATIONS

UFO has secured more exhibition collaborations.

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If you are interested in discussing a partnership, please email us.

You can view all our current collaborations on our **Endorsed Exhibitions** page.

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www.defence-logistics.eu

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7th SHIP RECYCLING CONGRESS 2019
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30th - 31st January // Amsterdam, The Netherlands
MLamprepro@ufo.com

21st BALLAST WATER MANAGEMENT CONFERENCE
7th-8th November 2018, Rotterdam - The Netherlands

TRANSPORT INDIA 22-24 MAY 2019
Pragati Maidan, New Delhi, India

26 - 29 SEPTEMBER 2018
NEW DELHI, INDIA
www.fiata2018.org
pulmon

CPLF 2018 5th Chemical Packaging & Logistics Forum 2018
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New Market Environment

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The 9th Indonesia International Construction, Infrastructure and Mining Exhibition 2019
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Dedication makes the Difference at **Skyrace** in Nigeria

We are pleased to approve Skyrace International Freight Forwarders Ltd as our new member in Nigeria. The company have offices in Lagos and Port Harcourt and they were established in 1999.

Mr. Kunle Lawrence Omisore Thomas (Managing Director & CEO) states: "Skyrace International Freight Forwarders is a reputable organisation of efficient and competent personnel, working as a team with modern state-of-the-art equipment, producing cost-effective services including air & sea freight, clearing & forwarding, courier services, haulage, project cargo, customs brokerage and warehousing.

We have confidence in the quality of our services which has placed us among the leading freight forwarders in Nigeria and we are handling both import and export by air and sea in a most

effective way. We have provided our services to a wide range of different industries for many different commodities from desiccant to computer electronics and medical equipment to name just a few. Our competitive advantage is efficiency in everything we do. In this competitive marketplace, sustaining success means we must focus on quality of services, even if it means we have to work while everybody else around is asleep!"

"Here at Skyrace, dedication make the difference!"

www.skyraceinternational.com



HIGH DEMAND COSMETICS GOODS

Skyrace have recently been handling the ocean freight of high demand cosmetics goods from the USA to Lagos Port in Nigeria as photographed. They were able to clear the goods within the stipulated time period despite customs issues. The successful and reliable handling has given Skyrace the opportunity of new business and put a smile on the face of all stakeholders.



A 'One-Stop Shop' service at **Continental Freight Forwarding**



Continental Freight Forwarding are new members in Morocco! Located in Casablanca with a branch office in Agadir, the company are specialised in air and ocean shipments, pharma handling, time critical, perishable, dangerous and project cargo.

We are also pleased to report that Continental Freight Forwarding will be attending our 2019 Annual Meeting in Botswana from 28-30 April 2019. A great opportunity to meet with our newest member in the rapidly expanding marketplace of Africa. Visit the web site to register if you haven't already!

Sales Manager, Sanae Oulhakem states: "Continental Freight Forwarding was established in 2009 to offer local services

and expertise in Morocco. A young and dynamic forwarder, located in Casablanca, we deliver a total solution in transportation and logistics needs in Morocco and provide a 'one-stop shop' service including sea, air & road freight, cargo storage, warehousing, cargo vanning & devanning, inland container depot & container freight station operations and project cargo. Our dedicated team is focussed on delivering innovative supply chain solutions and remaining highly responsive to any

challenges. We have VIP accounts with Cosco Shipping, Tarros, Hapag Lloyd and Safmarine with 21 days free demurrage at all Moroccan Ports."

"We look forward to developing business with UFO partners for win-win situations!"

The photos shown here outline two recent shipments handled by Continental Freight Forwarding including the delivery of UN vehicles.

www.continental.ma





Crown Logistics celebrate their 10th business anniversary



Crown Logistics, who joined UFO in 2014, recently celebrated their 10th Business Anniversary.

George Madtha, who is Co-Founder of the company along with his brother Praveen, says: "Both of us run the business in tough, difficult times with ups & downs. The great moments we have gone through by the blessings of God & Parents, family as well as from well-wishers."

Crown Logistics are ISO certified and as well as UFO, are a Member of IATA. The company offer a full range of services – from small parcels to the transportation of industries and international

business communities projects.

George adds: "Whether it is import or export; air, sea or road; a difficult customs problem; or specialised handling & delivery, we provide the most cost-effective services tailored to the needs of each individual client."

Congratulations to Crown Logistics from the UFO Head Office team!

www.crownlogisticsco.com

7TH SHIP RECYCLING CONGRESS 2019

30th - 31st January // Amsterdam, The Netherlands

KEY TOPICS

- Evaluating The EU Ship Recycling Regulation 1257/2013
- Assessing the IMO Hong Kong Convention
- Focusing On The European Ship Recycling Market
- Assessing The Green Ship Recycling In India and South Asia
- Evaluating The Role Of Cash Buyers: Steps Undertaken Towards Responsible Ship Recycling
- Changing The Mode Of Contracts' Negotiations
- Transitional Measures For Shipowners Selling Ships For Recycling
- Analysing The Safe and Environmentally Sound Ship Recycling From The Workers' Perspective
- Launching The Ship Recycling Transparency Initiative (SRTI)
- Evaluating The Sustainable Financing Of Ship Recycling

SUPPORTING PARTNER

VDR German Shipowners' Association

PAST ATTENDEES

Heerema Marine Contractors Nederland SE * Ownership Treuhand GmbH * Logiscrap * Peel Ports Group Ltd * R.J. MacIsaac Construction Ltd * SRIA * CSL Americas * Oldendorff Carriers GmbH & Co. KG * Shakti Shipping International * SILVIA (London) Limited * New Zealand Defence Force * LEYAL Ship Recycling * ALP Maritime Services B.V. * NBM IRON & STEEL PVT. LTD. * Augustea Ship Management SRL * JRD Industries * Simonsen Yogh Wilig * Ace Ship Recycling Pte Ltd * Galloo * Smedegaarden A/S * Simsekler Group of Companies * United Arab Shipping Company (S.A.G.) * LEYAL Ship Recycling * Stolt Tankers BV * Anglo Eastern Ship Mgt. Ltd * Recycling International * The China Navigation Company Pte Ltd * Soenen BVBA * RINA India Pvt Ltd * Grand Port Maritime de Bordeaux * Marine Recycling Corporation * TTS Syncrolift AS * Heerema Engineering Services B.V. * Oesterbaai BV * Røegh Autoliners AS * JLT Speciality Ltd * Lilly Maritime Pvt. Ltd. * Van De Poel | M.a.s.c. * VDR - German Shipowners' Association * NGO Shipbreaking Platform * Stolt Tankers BV * GMS * ISRA * A-Gas International * Ace Exim Pte Ltd * Leela * GSR Services GmbH * VR Maritime Services Pvt Ltd * Best Oasis Limited * Shakti Shipping International * Mikellis Consulting * Hapag-Lloyd AG * Wirana Shipping Corporation * GMS * QVAM | Public Waste Agency of Flanders * Lucky Group India * LaBounty * Omini S.p.A * BAIJNATH MELARAM * R L KALATHIA SHIP BREAKING PVT LTD and many more...

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H & M Air Cargo move veterinary vaccines with no bad reactions!

H & M Air Cargo S.R.L. joined UFO in 2009 and are a much valued members of our global forwarder family. With a presence in the Ezeiza airport and in the port of Buenos Aires, the company have recently handled the following shipments and Cargo Manager, Andres Antinori commented:

- **SDQ SHIPMENT:** 7 pallets with veterinary vaccines, flying to Santo Domingo via Madrid and connecting within

24 hours. The cargo arrived on time and everything turned out perfect.

- **BRAZIL SHIPMENT:** 22 pallets with another kind of veterinary vaccines, delivered to the airport and flied the same day to VCP.
- **DDP SHIPMENT TO HANNOVER-GERMANY:** 11 pallets were sent and all were received and delivered by our partners from UFO, ALLSTA Spedition.

Everything was perfect and consignee received his goods on time.

www.hymaircargo.com.ar



Rachel Humphrey elected a Chartered Fellow of CILT

UFO President/C.E.O., Rachel Humphrey has been elected a Chartered Fellow of the Chartered Institute of Logistics and Transport (CILT). With offices in over 30 countries, CILT is the leading professional body associated with logistics and transport in the world.

CHARTERED FELLOWSHIPS

Chartered Fellowships are the highest grade of Institute membership and awarded to individuals who have made an outstanding contribution to the logistics and transport sector, having led research and development efforts in logistics and transport, or those who have attained a position of eminence in their field.

In 2000, Rachel launched her first company, Universal Freight Organisation. In 2008 she established the online resource Freightbook, in 2010 launched Project Cargo Network and in 2014 to complete her trio of networks, she founded Cargo Connections.

Collectively the organisations comprise of over 2000 companies in more than 140 countries. The networks have all been awarded ISO 9001 and ISO 14001 certification and provide value-added benefits including public relations and marketing as well as online specialist training. Rachel holds an ILM Level 5 Certificate in Leadership and Management, focused on innovation and change.

Rachel comments: "I am delighted to have been appointed a Fellow of the Chartered Institute of Logistics and Transport. It is an honour to attain this level of recognition within such an acclaimed association. The Institute plays such a vital role in our industry and I am looking forward to supporting its important work. In particular, I am hoping we can help to further develop CILT networking within the logistics and transport industry on a global scale."

www.ciltinternational.org



Alstons Shipping handle equipment for US Navy

Alstons Shipping are our member in Trinidad & Tobago and have recently handled an important job for the US Navy.

An Amerijet cargo aircraft was sent to Tobago from the USA full of equipment to train Trinidad Coastguard and Army officers. On completion of the training, the cargo aircraft returned to Tobago to collect the US equipment and take it home.

Alstons Shipping successfully and reliably coordinated the project. Pictures of the unloading can be viewed above.

www.alstonshippingtt.com



Atlantide Logistics expertly manage the flow of cargo



We are pleased to report Atlantide Logistics France are new members! The company are located in Paris near to CDG Airport, but able to operate from all major French airports and ports. They offer a complete service for managing the flow of cargo, both import and export, including air, sea & road freight, conventional or container, full or consolidation, customs clearance, warehousing, storage, packaging and delivery.

Atlantide are already working with several UFO members and Managing Director, Delphine Hautbergue comments: "We take expectations, needs and organisations into account in order to offer customised solutions with responsiveness, reliability, competitiveness and experience. We handle most of types of goods and our assets include a comprehensive and personalised service, a single contact, responsive and available experts, tracking in real time and optimised rates."

"We are honoured to be part of the UFO network and we are keen to get to know the profiles of the strong freight forwarding members, exchanging ideas on industry topics and increasing opportunities."

www.atlantidelog.com

SOME RECENT WORK HANDLED BY ATLANTIDE LOGISTICS FRANCE HAS INCLUDED:

- Air AOG from and to France for a major Asian airline company requiring 24/7 availability and extensive planning with contingency plans in place.
- Sea import and delivery of OOG Continental and Michelin tire molds from China to various locations in France. Atlantide utilised their anticipation and knowledge of the market to synchronise all services including unloading, customs clearance and special equipment booking.
- Delicate air shipments (DGR ID8000) handled reliably from pick-up and packing to delivery.
- Air export of construction material with high weights and volumes to Australia. Atlantide used their excellent relationships with alternative airlines to find space and good rates.
- The temporary air export and import formalities for an exhibition in Oslo, Norway.

2019 ANNUAL NETWORK MEETING



SCHEDULE OF EVENTS

Sunday 28 April 2019

18:00-19:00 Welcome Reception
19:00-22:00 Gala Dinner

Monday 29 April 2019

09:00-16:00 Meeting Room
17:00-22:00 Mokolodi Reserve

Tuesday 30 April 2019

09:00-17:00 Meeting Room
19:00-22:00 Dinner at Boma

We are excited to announce that our 18th Annual Network Meeting will take place from 28-30 April 2019 at Gaborone International Convention Centre (GICC) at The Grand Palm Resort in Botswana.

IATA reports that global air freight is growing at its fastest rate since 2010. Last year, Africa posted the strongest growth among all regions, up 24.8%, with Africa-Asia trade increasing by more than 64% following an increase in the number of direct flights between the continents and driven by ongoing foreign investment into Africa.

Despite Africa's robust growth, there is still much untapped potential for exporters, importers and therefore freight forwarders. We want to provide the opportunity for UFO Members to understand, explore and secure business in this rapidly expanding marketplace.

Botswana is considered one of the safest and most stable countries in Africa. Botswana has a small population of 2.2 million; however, it has the potential to leverage its position in the region to serve as a gateway to the southern African market. Botswana is a member of the Southern African Development Community (SADC), a regional intergovernmental organization of fifteen African states. The SADC Trade Protocol is an agreement between Member States to reduce customs duties and other barriers to trade on imported products.

We look forward to announcing special guests for our Opening Session – watch this space!

GETTING THERE

Please note that we are currently organising a luxury coach transfer option from Johannesburg (OR Tambo Int Airport) at 10:00 on Sunday 28 April so that we can travel together whilst taking in some amazing sights on the 4/5 hour journey. The cost is approximately USD 90 per person return including air conditioning, cup holders, fridge, on-board toilet, reclining seats, undercarriage luggage storage compartment.

Additionally, the Grand Palm offers UFO Members complimentary airport transfer from Sir Seretse Khama International Airport (GBE) which is just 12km from Sir Seretse Khama International Airport (GBE). There are direct flights to Botswana from OR Tambo International Airport (JNB), Johannesburg and Cape Town International Airport (CPT). Please check Skyscanner or Expedia for flight options.

WEATHER

April is a wonderful time to visit Gaborone! It is start of the dry season, with very little rain and an average temperature of 25.0°C (77°F).

HOTEL FACILITIES

The Grand Palm Hotel Casino and Convention Resort contains 2 Peermont hotels, Casino with 150 slots and 16 tables, Curio Shop, Hair Salon, Bird & Nature Trails, Gym, 4 Restaurants, Olympic Size Swimming Pool, Camelot Health & Beauty Spa, Gym, Volleyball Pitch and Tennis Courts, Live Entertainment, and more!



BUSH BRAAI DINNER AT MOKOLODI NATURE RESERVE

We will start with welcome drinks at the Mokolodi Game Reserve Reception and then enjoy a one-hour game drive in a safari vehicle, followed by a Bush Braai dinner and an extra special treat will be an added element of traditional Botswana fair with Ditshwene Traditional Dancers. The evening ends with a slow night drive back to the front gate and then return to the hotel via coach.

TUESDAY GROUP DINNER AT THE BOMA

We will enjoy a spectacular finale to our special event with an exclusive group dinner at The Boma ... a wonderful outdoor setting adjacent to a picturesque lake where a feast will be enjoyed whilst seated around a blazing bonfire under the African sky.





An exciting yet challenging few months at **Bibby**

Our member in the UK, Bibby International Logistics has had an exciting yet challenging few months as explained by General Manager, Tim McFarland.

"We have been working very closely with a VIP client, who imports electronic equipment, to develop and implement a bespoke 'all in' door-to-door service to enhance and expedite the transit process from collection in the Far East through to the final point of delivery in the UK. This may seem pretty straightforward, however, once the goods arrive in the UK, we have just 24 hours to transport the goods to our

warehouse, de-van each 40' high cube container, breakdown the pallet formations and rework each pallet in to a mixed line pick to meet the client's exact demands for this high specification job. Once this stage has been completed, the transport to the clients designated final delivery point is undertaken. In total, this has to be completed within 48 hours of the container being available at the port, which

leaves very little margin for error."

"So far, this implementation has been very successful with our client delighted with the way we have approached the project and identified the most efficient and cost-effective measures in order to meet the tight timeframe without being detrimental to the exact requirements."

www.bibbyinternational.com

EUROPEAN ROAD FREIGHT DEPARTMENT

"In addition, we have also recently taken a commercial decision to strengthen the resources within our European Road Freight Department. This is to reflect the natural growth in the number of road freight consignments that we are now undertaking. If there are any of our UFO partners that have any European or UK domestic road freight enquiries, feel free to contact us."



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UFO Foundation: Fundraising

Botswana event to raise funds for **Sentebale**, in support of young people affected by HIV



As UFO's 18th Annual Network Meeting will take place from 28-30 April 2019 at The Grand Palm Resort in Botswana, we have chosen to support **Sentebale**, a charity founded in 2006 by Prince Harry and Prince Seeiso, to support children and young people affected by HIV in Southern Africa.

Sentebale's flagship programme takes the form of monthly Saturday clubs and residential weeklong camps, which help children to accept their HIV status amongst peers in safe environment, addressing their mental health and wellbeing, improving their adherence to medication and allowing them to lead healthy, happy lives.

In 2017, Sentebale launched its Let Youth Lead

advocacy programme, aimed at encouraging all youth in sub-Saharan Africa to know and manage their HIV status by 2020.

The charity also provides vulnerable children throughout Lesotho with bursaries to enable them to achieve their secondary education, and grants to community-led organisations caring for the needs of orphans and vulnerable children.



SENTEBALE'S WEBSITE SAYS:

"We help the most vulnerable children in Lesotho and Botswana get the support they need to lead healthy and productive lives. Sentebale works with local grassroots organisations to help these children – the victims of extreme poverty and the HIV/AIDS epidemic. Together, we're making a big difference to these children's lives. We can do even more with your help."

PREVIOUS YEARS



2018: SOS Children's Villages

Our 17th Annual Meeting raised US \$1400 for the SOS Children's Village, which started in Da Nang in 1993. It offers a family strengthening programme to surrounding communities.



2017: Rescue at Sea Appeal

Members at our 2017 Annual Meeting raised £1550, for the Rescue at Sea Appeal, run by Save the Children, and the amount was increased to £2000 by the UFO Head Office.



2016: Tanzania Diabetes Association

Headquartered at Muhimbili National Hospital, Dar es Salaam and supports 30 Type 1 Diabetes clinics throughout the country. \$3000 raised.



2016: The Dream Trust

UFO President/C.E.O., Rachel Humphrey, together with her two friends, Jane and Tania raised over £4000 by abseiling 100m down the Spinnaker Tower in Portsmouth, UK for The Dream Trust.



2015: Nepal Earthquake Relief

UFO Head Office collected clothes, blankets, torches, toiletries, sleeping bags, sanitisers and toys from the local community, and sent them to where needed.



2015: Doctors Without Borders (MSF)

At our 2015 Annual Network Meeting, we raised US \$2360 (£1585) towards Doctors without Borders work, in response to the Ebola outbreak.



2014: The Dream Trust

From 2012-2014, we raised over \$7800 for The Dream Trust in India. The main object of the Trust is to help poor children with Type 1 Diabetes as most Indians are not medically insured.



2012: Luke's Beach Wheelchair

Over \$1200 Raised via Dreams Come True. UFO raised funds towards the cost of a dream for a 9 year old boy called Luke, who has Spina Bifida and Hydrocephalus.



2010: Sala Tessa School

Sponsored Zorb raised \$4300 for the Sala Tessa School in Cambodia, so that the school were able to buy new tables and chairs and provide each of the children with a school uniform.



2009: Kings Way Education

US \$3,320 was generously raised by a raffle, at our 2009 Annual Meeting, in Cambodia, which paid for school fees, for two students, for two years.



2008: St Euphrasia's Girls Home

UFO Members generously raised over \$2500, by a raffle held at our 2008 Annual General Meeting in Cancun for St Euphrasia's Girls Home in Sri Lanka.



2007: Lagos General Hospital

Over \$1500 raised, from a Sponsored Walk, for a Bore Hole. With help from the late Oluwole Adeyemi (Broadline) who raised funds for local causes, inc. the Hospital.

Expert Knowledge & Experience at **PrimeLogistics** in Belarus



We are pleased to introduce representation in Belarus with PrimeLogistics. Their offices are located in the country's capital, Minsk, and their responsive team provide the friendliest customer service. The company offer a full range of freight forwarding services including air, ocean (FCL & LCL), road (FTL & LTL) and rail (FCL & LCL) as well as oversized and heavy transports.

Jeronimas Ravinskas (Owner) comments: "PrimeLogistics have been present in the growing Belarus market since 2011, offering comprehensive freight forwarding services. We are a reliable, stable organisation, independent of changes on the capital markets. The family character of the company allows for quick decision making and flexible reactions as well as developing long-term development plans

which do not depend on the composition of the management board."

"We hold expert knowledge and experience of the local markets, ensuring the transportation of goods entrusted to us is reliable and cost effective."

Please visit the online story for a fun video from the PrimeLogistics team.

www.prime-logistics.net

Welcoming Euro Cargo Express in Italy



EXPERTS

Euro Cargo Express have the expert capabilities and experience to handle a wide array of different cargo from various industries, specialising in footwear, handbags & fashion, furniture & home decor, cosmetics & pharmaceuticals, machinery & spares, medical equipment, food & beverage and general cargo.

We are pleased to welcome Euro Cargo Express SRL as our new member in Italy. They

offer a complete range of air, ocean and road services with offices located in Prato (Tuscany) and Milan. Business Process Coordinator at the company, Mrs Daniela Longo says they are joining UFO: "...as we are looking to belong to a reputable network that has an effective system for growth. We particularly like that there is only one member per country which can greatly help solidify relationships which are serious about reciprocity".

As Euro Cargo Express are specialised in the transportation of furniture and home decor, they were recently selected to handle an urgent air shipment for Italian Mobili (also known as Spazio di Casa), one of the most dynamic and influential design companies in the complex world of Italian furnishings. Due to production errors for an important project, they needed to re-order the correct pieces and send them from Italy to the USA, but due to timing, they were not able to ship by ocean and required over 70cbm of freight to be transported via air to Miami, Florida.

Daniela explains: "Due to the delicate nature of these products, our main concern was to find the most efficient way to safely transport them to ensure they arrive completely intact, on the most direct service and at the most competitive price. The only direct service from Italy to Miami are passenger aircrafts which would have meant splitting the freight into 4 or 5 flights, so we strongly suggested using a cargo freighter from Luxembourg. Euro Cargo Express used our negotiating strength with the carrier to obtain excellent rates and also worked with them to find intelligent ways to cut handling fees. The products are not usually crated when shipped inside a container via ocean, so we also had to work closely with the factory to make sure the pieces were safely crated and that they met the maximum dimensions required by the air carrier and the trucks to transfer them to the airport. Once sorted, we arranged 2 dedicated trucks to deliver the goods."

The cargo was pre-cleared, so it was ready by the time it arrived in Miami and all the goods were picked up a few hours after arrival and delivered the same day to the client to their relief and total satisfaction. A great job expertly handled by Euro Cargo Express!

www.eurocargo.com



Thank you and Everest marathon update

Hi All. Well the boy from Stokes Valley has returned from Everest Base Camp/Tenzing Hillary marathon triumphantly and some 6 kgs lighter.

From 149 competitors around the world I placed 75th in a time of 9 hours, 17 mins, 30 seconds so pretty happy about that. The top 17 place getters were all from Nepal so shows how much of an advantage the locals have running at altitude.

The slowest time was a staggering and very painful 23 hours, 25 min, 15 seconds.

Wow what an amazing month long adventure – a real physical and mental challenge, that’s for sure!

The trek to base camp took 10 days with so much contrasting landscapes and temperatures. Started off in T-Shirts and +30°C and at base Camp got down to -15°C (have never been so cold in a sleeping bag in my life).

The conditions at base camp were miserable to say the least and the altitude really effected some more than others – I got extremely painful headaches when we got over 5000 metres and at one stage the doctor wanted me to descend as was very concerned about my condition. Anyway bluffed my way through it and came out the other side.

We were so glad to get out of there and have never seen so many people so happy to actually start a marathon.

Certainly have some stories to tell and remember.

Hopefully you kept track of us via the website www.runningeverestforheartkids.co.nz and saw some pictures that we managed to post,

which gave a taste of the environment/conditions we experienced.

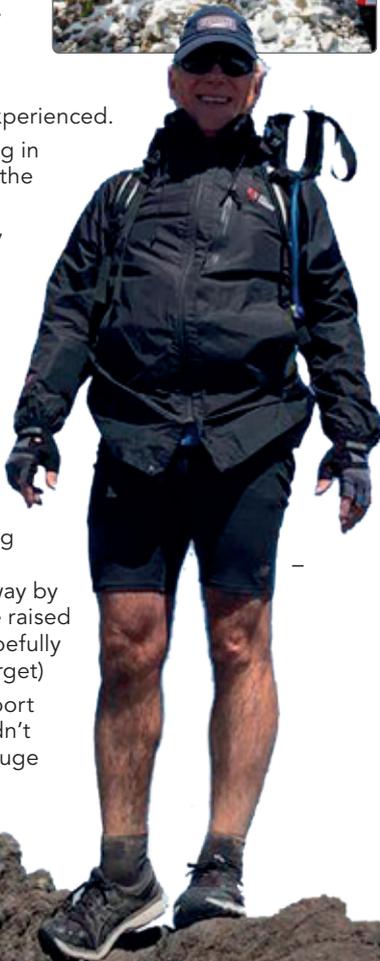
Communications while trekking in the Himalaya’s was difficult at the best of times.

We had our 2 minutes of glory when Air NZ made a public announcement before the plane took off from Shanghai to Auckland welcoming 4 VIP guests and went on to tell the passengers about us and what we had achieved – was quite humbling and a great surprise to hear this from the flight crew.

Thank you again for supporting this great charity and also me heartkids have been blown away by the amount of money we have raised which stands at \$225,000 (hopefully we can reach our \$250,000 target)

Without your generosity, support and encouragement we wouldn’t have got anywhere near this huge total so thank you very much!

Colin Chapman



22nd Ballast Water Management Conference

27-28 Feb 2019 / Singapore

Key Topics

- What are the IMO's plans to support the global enforcement of BWM convention?
- Productivity, Compliancy & Selection Criteria of BWM Solutions – Right for their Fleets
- Implementation picture, beyond approving BWM plans? – Perspectives from all the Stakeholders
- What elements to consider when developing retrofit and new build strategies?
- Operability, Maintenance & Lifecycle Issues of BWM System
- CBT Training | Guaranteeing Crew Competence – For Effective Systems Operation, Maintenance & Upgrades

Event Speakers

- Salli Kumar, Deputy Director – Technical, MMS Company Ltd. (Singapore)
- Afzal Machingal, Manager – Engineering & Technology, Eaglestar Marine (S) Pte Ltd
- Kiran Sheel, Senior Project Manager, Maersk Tankers
- Kapil Berry, General Manager, Head of Compliance & Environmental, BW Fleet Management Pte. Ltd.
- Avinash Kadam, Managing Director, ARK Marine Consultancy Pte Ltd.

For more information, contact:
Neha Desadla | T: +91 7030655510 | E: ndesadla@acieu.net

24th Maritime HR & Crew Management Summit

13th - 14th March 2019 / Singapore

Confirmed Speakers

- Capt Saurabh Mahesh, Head of Crew Sourcing & Cadet Administration, Marine HR, Maersk Line
- Fared Khan, Marine Director, Wallem Shipmanagement
- Simon Frank, Director Crewing Operations, East, V. Group
- Sanjiv Bhagat, Head Marine HR – Technical Management & Services, OSM Maritime Group
- Morten Maasoe, Head of Tanker Crewing Operations, Thome Shipmanagement Pte Ltd
- Rev. Cannon Stephen Miller, Regional Director East Asia, The Mission to Seafarers
- Capt. Preetj Singh Sobel, Manager – Manning and Training, MTM Ship management
- Capt Devender Joshi, Director (Operations) / GM (Marine Personnel Division), MOL Ship-Management (Singapore) Pte. Ltd.
- Merle Jimenez-San Pedro, President, Mariners' Polytechnic Training Center (MPTC)
- Capt. Stuart Davey, Deputy Harbour Master, Manager Marine Operations, Fremantle Ports
- Capt. John Lloyd, Chief Executive, The Nautical Institute

For Registration & More Information, Contact:
Prasad Kale | E: pkale@acieu.net | T: +91 9637464143

BTS Logistics with Portfolio of Recent Work

BTS Logistics have found success this year with an array of successful shipments involving many types of freight – air, land and sea. See below their various projects:



❶ SPECIAL CARGO TO SAUDI ARABIA

For their first project, BTS Logistics oversaw from beginning to end a special cargo transport for a 40ft flatrack container to Dammam, Saudi Arabia. Pick-up for the winches & hoses was in a small village called Ridderkerk and they had to move the cargo to their partner in Vlaardingen.

Our partner, in Vlaardingen, had arranged a crane, so that we could load the cargo onto a 40ft flatrack. The cargo was lashed and secured well with an extra wooden shield to protect from any potential damage.

The cargo's destination of Dammam is one of the most important port cities of Saudi Arabia and lies on the Persian Gulf.

❷ AIRFREIGHT PROJECT TO SINGAPORE

For another project, BTS Logistics were required to transport a large machine from Amsterdam to Singapore. The machine weighed 7,820 kg and measured out at 44.14 cubic metres.

Operations included picking up the machine and transporting it per special in-land transport to the airport. Once that was done, the difficult part was loading the machine into the airplane. BTS Logistics informed each of their partners involved in the loading center to get the machine into the airplane so that the process could be safely streamlined. The machine was successfully loaded on-board, leaving happy customers who were satisfied about the service and the partners BTS Logistics use for this kind of air transport.

❸ FD GAZELLEN AWARD

Not only did Michael de Rouw win a prize last year, but so did BTS Logistics: the 'FD Gazellen Award'. Pertaining to this award, BTS Logistics belongs to the top 750 fastest growing companies in The Netherlands.

They were also nominated for: Nationwide Gold, Silver or Bronze FD Gazelle Award for large companies. The outcome of this nomination will be revealed soon.

❹ TRANSPORTING ALUMINUM HELI-DECK VIA AIRFREIGHT TO GEELUNG HOSPITAL IN AUSTRALIA

For one of their key customers, BTS Logistics recently arranged transport by air for an aluminum heli-deck from the Netherlands to Geelong Hospital in Geelong, Victoria Australia. This heli-deck will significantly decrease the time taken to get patients from air ambulances into the emergency department or straight into surgery.

It also makes it easier for pilots to land the helicopter and provides patients with greater privacy. This logistics project was completed successfully, the heli-deck has since been installed and it is now fully operational. BTS Logistics received positive words from their customers and the hospital due to their great customer service and time management.

❺ PERSONAL PRIZE FOR MANAGING DIRECTOR MICHAEL DE ROUW

BTS Logistics are proud to say that Michael de Rouw, Managing Director, is "entrepreneur of the year" of the BAR region.

"A lot of people in this region are excited about his work. Within the last five years, BTS Logistics has become a well-known player in the Netherlands."

❻ AIRFREIGHT DELIVERY OF FERRARI TO DUBAI

BTS Logistics has recently forwarded an exclusive Ferrari by air – one of the niches that the company is specialised in.

They organised pick up with a closed car-trailer and delivered the Ferrari directly to the airline terminal. An employee from BTS Logistics attended and oversaw operations at the airline terminal including the unloading of the car and ensuring the car is safely lashed & strapped onto the ULD.



❼ CONTACTS WITH TERMINAL OPERATORS IN ROTTERDAM

In the world of logistics it is very important to have strong, mutual relations with your business partners. BTS Logistics recognise this, which is why they have visited the new APM Terminal II in Rotterdam. Their sales colleagues travelled a few hours to the new terminal and took some pictures.

"The view was breathtaking and we are pleased to show the harbor of Rotterdam to our UFO partners."

❽ RAIL TRANSPORTS FROM CHINA TO THE NETHERLANDS

The Silk Road has become a very important and well known transport solution for the logistics world. Therefore, BTS Logistics have created their own rail transport shuttle from several places in China to Tilburg and Rotterdam.

"UFO members can use this transport solution if they are sure that air-freight is too expensive and when sea-freight takes too long. Look for the Silk Route solution via BTS Logistics."



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- Time Critical Shipments
- Mining Logistics
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- Exhibitions & Fairs
- Weapons & Military Shipments
- Pharmaceuticals

We are pleased to announce Volantis Logistics are our new member in Turkey. Located in Istanbul and established in 2009, the company come recommended from current UFO members.

Sales Executive at Volantis, Faruk Korkmaz: "Volantis Logistics is focused on logistics solutions and foreign trade. With our head office strategically located in Istanbul, we are responsible for carrying out complete freight forwarding and providing a full range of domestic and international logistics services."

The Volantis Team understands that every shipment needs to be handled with conscience, thoughtfulness and flexibility. With the skills and knowledge of international standards and years of experience in the industry, our team brings satisfaction to our partners and customers, giving up-to-date information in real time. We maintain good relationships with shipping lines, airlines, customs officials and local agencies enabling us to quickly handle any issues smoothly and with flexibility."

Once the Volantis team receive an enquiry, it is given a unique reference for following up and they always try to give rates with 2-3 different options to choose from. Some photos from their last shipment can be viewed here.

🌐 www.volantislogistics.com



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