

# INSIDE UFO

Quarterly Newsletter of the  
Universal Freight Organisation

ISSUE 84 JULY 2019

## Our Exciting 18th Network Meeting in Botswana!

See page 12 for details

### 2 New Members

**Scan-Shipping:  
Estonia**

**Cross  
Continental  
Carriers:  
Swaziland**

See Pages  
5 & 10 for details



**UFO**

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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 105 independent freight forwarders located in 98 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:** Our Exciting 18th Network Meeting in Botswana!  
See page 12 for details.

**PHOTO:** UFO Head Office

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

# Welcome

This issue of our Digital Newsletter is packed with writeups from our fantastic Botswana gathering. You probably have a pocket full of business cards so please don't wait – email each other now and keep the momentum going! Ensure that you follow up with each other and, most importantly, offer your fellow UFO Members the chance to quote when all new business comes into your office – it is then up to them to provide excellent rates and service to win the business.



We are now already working on our next event in Beijing! We strive to provide a high quality and smoothly run meeting, and always consider new ideas and improvements that we can make. We appreciate your time and cost involved in attending and want to ensure that you gain as much value from our gatherings as possible.

Next year we are introducing several new features, including 4 Infovideos, recorded especially by industry expert Marco J. van Daal.

We are also excitedly working on a new Event Web App, where you can arrange your meetings, upload your photo, message each other and add notes against each 121 meeting during the event.

Finally, after independent research, we have created a new framework of awards to better represent and support the achievements of our membership. There will be a two-stage judging process consisting of an initial shortlisting by UFO management, followed by a final judging panel. The new Award Categories will replace the previous Regional, International and President Awards and full details will be issued in due course.

For now, please enjoy this issue...

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



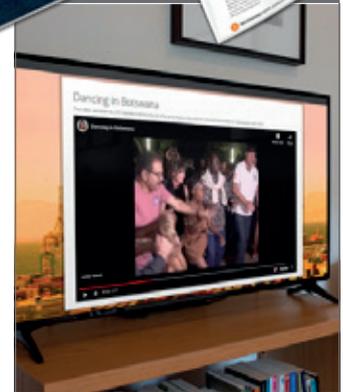
## McCallum Cargo Team Up with ALLSTA for Ongoing Project

Further to the news in March that McCallum Cargo have partnered alongside industry giants such as Hyundai Engineering, Keangnam Enterprises and Nawaloka Constructions to develop an international luxury resort in Sri Lanka, they are pleased to share a recent shipment for the ongoing project.

McCallum Cargo in Sri Lanka worked with their UFO partner in Germany, ALLSTA Spedition for the job to move a big airfreight shipment of over 10tns on a QR freighter. The cargo is photographed at the warehouse.

Head of Freight & Operations at McCallum Cargo, Heresh Fernando comments: "We are very happy with the efficient service and prompt attention of ALLSTA Germany and their Managing Director, Martin Zeller. We also expect to work more closely with ALLSTA for more upcoming huge volumes from Germany to Colombo for the project."

🌐 [www.mccallumcargo.com](http://www.mccallumcargo.com), [www.allsta.com](http://www.allsta.com)



## Souvenir Brochure & Dancing Around the Firepit!

To celebrate our fantastic gathering in Botswana, we are pleased to present our Souvenir Brochure.

The 10-page brochure is packed full of content including a review of the event, photos, award recipients, our fun twitter board and a full list of attendees for your reference.

We also wanted to share a short video (link online) as it really highlights the friendship and bonding of the global UFO family at our gatherings.

The video was taken as we danced around a fire pit with the wonderful Mafitlhakgosi Traditional Dancers during our excursion to Mokolodi Game Reserve.

We are already looking forward to next year's event! With a history stretching back 3,000 years, China's capital is an exciting city to host our meeting as we celebrate our organisation's 20th Anniversary (UFO was born on 6 April 2000).

## A Unique Transportation Handled by Delta Cargo from Russia



While our members were dancing around the fire at our 2019 Meeting in Botswana, the team at Delta Cargo (UFO member in Russia since 2009)

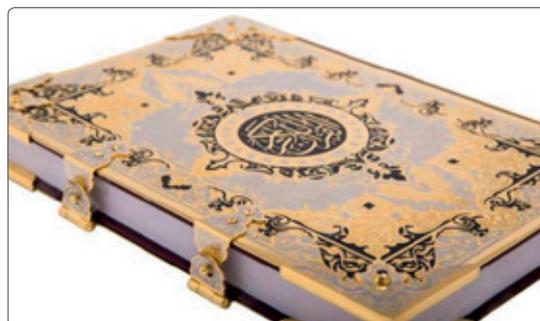
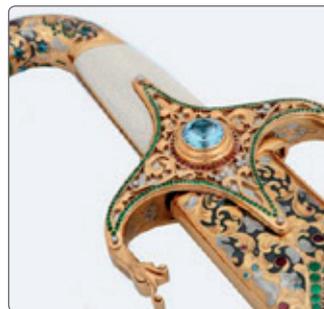
were completing a unique transportation to Riyadh in Saudi Arabia. Photographed above is Katerina Bogdanova from Delta Cargo with UFO President, Rachel Humphrey by the fire in Botswana.

The special cargo was a present to the Saudi Arabia Royal family from Russia and included the Quran in

gold decoration, a golden Kalashnikov with golden bullets, swords as well as other valuable items. See the online story for more photos.

A great job by the Delta Cargo team handling a unique cargo!

🌐 [www.deltacargo.ru](http://www.deltacargo.ru)



# 2 Staff Members Trained on Heavy Transport for only £250!



## Has a client asked you to move oversized or heavy items?

As you may know, our eLearning Platform provides comprehensive online training and our first course is Heavy Transport.

Independent forwarders know that there is a ceiling when it comes to earning revenue from sea, road and airfreight shipments. Although the thought of branching into heavy lift is appealing (due to the often-healthy margins) the market is very different, and the risks are far higher.

Our 6-module course covers industry terminology, dimensions, weights and forces,

heavy transport, heavy lifting, jacking, skidding and loadouts.

The clear and highly effective training includes narration, graphs, diagrams, video footage and photos. See our online brochure, on the web site.

The training offers employers a time saving and low-cost alternative to workshops.

The course is easily accessible to everyone – if you have the internet you can access our course, allowing you to work at your own pace with no deadlines.

So far, this has resulted in our training being used in countries

as diverse as Denmark to Djibouti, Tunisia to Trinidad & Tobago, Namibia to New Zealand, Slovenia to Sierra Leone, Ireland to Ivory Coast, Hungary to Honduras, China to Colombia.

Please see the poster from our recent meeting which shows all the modules covered.

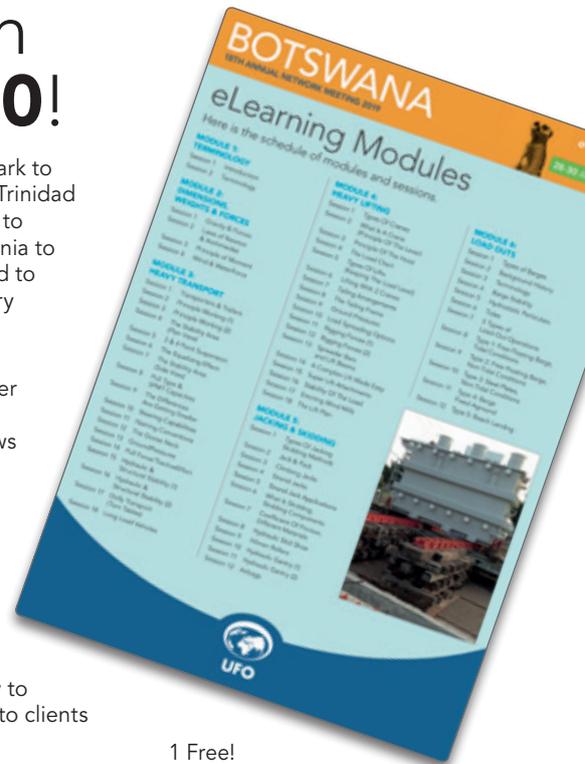
An e-Certificate is issued upon completion, which can be downloaded, printed and shared immediately to verify your training to clients and officials.

UFO has invested in both the bespoke training and the eLearning platform so that it can be provided at a heavily reduced rate of only £250 per user and until 31 August 2020 we are offering a great deal – Buy 1 Get

1 Free!

So you can have 2 staff members trained on heavy transport for only £250! If you have any questions, please email us.

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



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INDONESIA MARITIME EXPO  
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JAKARTA INTERNATIONAL EXPO

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www.maritimexpo.co.id

**18<sup>th</sup> Vessel Efficiency & Fuel Management Summit**  
28 – 29 Aug 2019 / Singapore

**Tackling Sulphur 2020 & Shipping Challenges ahead**

**Key Topics**

- Compliance for Vessels
- Preparedness for Sulphur 2020 by the Stakeholders
- Crew competency on Low-Sulphur Fuels
- Operational Challenges Due to Low-Sulphur Fuels
- Latest Technological Advancement in Scrubbers
- Installing Scrubbers: Retrofitting and Maintenance Challenges
- Lubricants for Low-Sulphur Fuels
- Engine Compliance
- Choosing between Low Sulphur Fuel versus Scrubber
- BIMCO regulations for Bunkering and Chartering Agencies

**Members / Subscribers Are Entitled To 15% Discount On Registration**

For Registration & More Information, Contact:  
Pramod Kale | E: [pkale@acieu.net](mailto:pkale@acieu.net) | T: +91 9637464143

**ACI**

We are pleased to approve new representation in Estonia with Scan-Shipping OU. The company is very well established, solid and financially strong, starting business in 1969. Located in Tallinn and IATA members, they are focused on air, ocean & road freight forwarding and project cargo with an expertise in aid & relief, food & beverage, pharma, AOG and ships spares.

Juhan Mõtlük (Business Development Manager) says they are looking forward to working with the reliable partners of our strong network: "Scan-Shipping provides a 'one stop' full-service solution designed to fulfil any freight needs. We make an extra effort to serve our partners and clients, to get to know them well and to meet their requirements for professional solutions.

Today's international logistics environment demands extensive regulatory knowledge and experience and we are ready to assist with expertise, productivity and efficiency.

Scan-Shipping offers a complete portfolio of global shipping and logistics services using experience, innovation and commitment, including door-to-door freight forwarding and project management, handling airfreight, LCL, FCL and breakbulk. Regardless of the cargo type or size, we have the skills and know-how to provide a choice of cost-effective solutions around the clock."

Since the 1960's, Scan-Shipping has served its partners and clients under a single motto: Small enough to know you – big enough to serve you!

 [www.scan-shipping.com](http://www.scan-shipping.com)



## Freight Forwarding Since 1969: **Scan-Shipping**



# Making a show of ourselves

**Procurement Transformation**  
25-26 Jun 2019 Dubai  
marcusevans

OMAN'S BIGGEST & ONLY  
**INTERIOR DESIGN SHOW**  
idf interior design furnishing expo  
11.12.13 February 2020  
Oman Convention & Exhibition Centre  
Sultanate of Oman  
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**EXHIBITION COLLABORATIONS**  
UFO has secured more exhibition collaborations. We now proudly collaborate in, and have a presence at, the following exhibitions. If you are interested in discussing a partnership, please email us. You can view all our current collaborations on our **Endorsed Exhibitions** page.

**BREAKBULK EUROPE**  
WHERE THE WORLD MEETS FOR NEW PROJECT CARGO BUSINESS  
21-22 May 2019  
REGISTER

**Guangzhou International Fruit Expo 2019**  
6-27-29, 2019  
China Import & Export Fair Complex

**INFRA OMAN**  
STRUCTURING THE FUTURE  
**ELECTRO OMAN**  
SUSTAINING ENERGY SUPPLY  
7.8.9 October 2019  
Oman Convention & Exhibition Centre  
+968 9909 6096  
www.infraoman.com

**GCC SUPPLY CHAIN & LOGISTICS EXHIBITION & CONFERENCE**  
7.8.9 Oman Convention & Exhibition Centre  
+968 9909 6096 | www.infraoman.com

**Warehouse Tech**  
Middle East 2019  
25<sup>th</sup> June 2019 | Dubai, UAE

**6<sup>th</sup> ANNUAL EAST AFRICA TRANSPORT & INFRASTRUCTURE**  
May 13 - 14, 2019 | Radisson Blu Hotel, Nairobi - Kenya  
Bricos Consulting

**AIRPORT MODERNIZATION SUMMIT 2019**  
14 - 21 JUNE, SINGAPORE

**IMDEC**  
The largest gathering of maritime officials in Africa  
23 - 25 July 2019  
Accra, Ghana

**Future Warehouse 2019**  
17-19 Jun 2019 Kuala Lumpur  
marcusevans

**SHIP FINANCE & TRADE CONFERENCE**  
4 November 2019, Sofitel Abu Dhabi Corniche  
FINDING INNOVATIVE SOLUTIONS TO A CHANGING GEOGRAPHICAL AND ECONOMIC ENVIRONMENT  
BOOK NOW

**SOUTH ASIA'S PREMIER MEGA CARGO SHOW**  
27<sup>th</sup> - 28<sup>th</sup> February 2020  
Hall No. II, Bombay Exhibition Centre, Goregaon (E), MUMBAI, INDIA  
www.bgp.net.in

**Cities 4.0**  
23 - 24 September 2019  
Hotel Istana, Kuala Lumpur, Malaysia  
**UNLOCKING FUNCTIONAL & SUSTAINABLE CITIES**  
An International Conference & Exhibition On Cities & Digital Transformation

**APM 18-20 MARCH 2020 SINGAPORE**  
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**PORT AUTOMATION SUMMIT 2019**  
30 July - 2 August 2019, Singapore

**BALTIC PORTS CONFERENCE 2019**  
4 - 6 September  
Stockholm, Sweden  
More info at  
www.balticportsconference.com

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**6<sup>th</sup> OPERATING SPECIALIST WIND VESSELS SUMMIT**  
18<sup>th</sup> - 19<sup>th</sup> September 2019 // Gdansk, Poland  
IACI

**9<sup>th</sup> annual Clinical Trial Supply Southern California 2019**  
5 - 6 June 2019, Dvl Mar, CA

**18<sup>th</sup> Vessel Efficiency & Fuel Management Summit**  
7 - 8 Aug 2019 / Singapore  
IACI

**IME 16 - 18 OCTOBER 2019**  
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www.tmsawards.com

**3<sup>rd</sup> AFRICA PORTS EXPANSION**  
25-27 June 2019 | Dar Es Salaam, Tanzania

**25<sup>th</sup> MARITIME HR & CREW MANAGEMENT**  
23<sup>rd</sup>-24<sup>th</sup> October 2019 London, UK

**air cargo INDIA**  
February 25-27, 2020  
Grand Hyatt Ground, Santacruz, Mumbai  
www.aircargoindia.aero

**GLOBAL LOGISTICS SHOW**  
20-22 February 2020  
Somajya International Convention Centre, Mumbai

**PORT STRATEGY & PRICING MASTERCLASS 2019**  
26 - 29 August 2019, Singapore



# Theo Valentin

Congratulations to Martin Zeller of ALLSTA Spedition for becoming a Grandfather to Theo Valentin on 07 June 2019.



## 23 - 25 July 2019

## Accra, Ghana

### The largest gathering of maritime officials in Africa

18th - 19th September 2019 // Gdańsk, Poland

# 6th OPERATING SPECIALIST WIND VESSELS SUMMIT



#### KEY TOPICS

- Responding To Today's Challenges Within The Wind Vessels' Market: Focusing On The Global Overview Of New Trends And New Markets
- Evaluating The Contracting Principles Within The Wind Vessels' Market
- Focusing On Offshore Installation Vessels And Challenges Faced By The Wind Vessels' Operators
- Elaborating On Transfer Systems And Predictability Of Services
- Assessing The Future Requirements And Maintenance Of Wind Turbines
- Elaborating On The Crew Maintenance And Training In The View Of Wind Vessels' Demand
- Wind Vessels' Design In Cybersecurity And Digital Context
- Analysing The Environmental Standards Within The Wind Vessels' Operations
- Analysing Future Investments And Evaluating The Ways Of Financing The Offshore Vessels' Operations
- Deliberating On Renewable Projects And The Future Of Wind Vessels' Market

For Registration & Media Partnership Opportunity please contact Pramod Kale on +91 9637464143 or pkale@acleu.net

# Our Award Winners 2019!

During the UFO 2019 Network Meeting in Botswana, we also held our Award Ceremony.

The awards are calculated after analysing our recent Quality Control Survey results. So that the awards are not unfair to smaller markets, the results are calculated using a ratio of how highly the company scored against the number of Members they work with.

## INTERNATIONAL MEMBER OF THE YEAR

ALLSTA Spedition (**Germany**)

## REGIONAL AWARD: MIDDLE EAST & AFRICA

Intraspeed (**South Africa**)

## REGIONAL AWARD: THE AMERICAS

Express Air Freight (**USA**)

## REGIONAL AWARD: EUROPE

Plaza Forwarding (**Spain**)

## REGIONAL AWARD: ASIA & PACIFIC

Spark Global (**Australia**) & Jetwell Logistics (**Qingdao, China**)

## PRESIDENT'S AWARD

R-Cargo (**Slovakia**)

We were delighted to present the winners with their awards during our Gala Dinner on Sunday 28 April in Botswana. See the photos below of the recipients.

If you would like to know the individual results for your company, please email Judith.



We also wanted to highlight some of the comments from the survey regarding companies that we have been particularly impressed with:

**Zoom (Czech Republic)** have never failed us, despite many complicated requests. Always on time, top class people to deal with.

**Litgina (Lithuania)** are always top of our list. Excellent agent.

**Fairplay Shipping (Denmark)** not just a pretty face, that lady is good!

**Socargo (Portugal)** were excellent!!!!

We also appreciate **EAF (USA)** assistance and cooperation in shipments handling and management. We thank them very much.

**360 Logistics in New Zealand.** They provide us regular exports to New Zealand every year. They are very cooperative and understanding.

**Comet from Switzerland,** they are very agile and with quality of service.

**Cronos Logistics service of Chile** is efficient.

We gave our first shipment to **Innovo Shipping (Myanmar)** – they did a great job.

**RR Logistics (Thailand)** are very good to work with – very helpful.

We want to take this opportunity to express our special thanks to **Bibby (UK)**. Bibby are really good partner we ever have.

Impressed with **Jetwell (China)** very good relationship and always willing to help.

I would like to highlight **KMS (Singapore)** service (Ms. Mae). Even on Sunday there contactable on Whatsapp or Viber replying to our messages which is really helpful since we work on Saturdays and Sundays.

**Intraspeed (Kenya):** Very fast and qualified support.

We have good experience with **all Members.**

Pretty impressed by **360 Logistics from New Zealand,** they always settle the payment without any delay, also, we always had a good time working with **KMS from Singapore** and **Infinity from Malaysia.**

**Barshan in Israel** has been doing such a great job for us on difficult shipments.

**Bibby in UK** has been doing a great job on our shipments.

We have been doing a lot of work with **KMS (Singapore) / Intraspeed (South Africa) / Experts Logistic Services (Qatar) / East & West Express (Saudi Arabia)** and it's going very well.

Best partner to our company for the last 12 months – **Eastway in Ireland!**

**Plaza (Spain)** - great job in all steps involved in the logistics.

**ALLSTA (Germany)** - fine assistance + prompt response.

We look to UFO members for the best service. Not looking for the least expensive. We are so proud of our UFO network!

[www.allsta.com](http://www.allsta.com) [www.intraspeed.co.za](http://www.intraspeed.co.za) [www.expressairfreight.com](http://www.expressairfreight.com) [www.rcargo.sk](http://www.rcargo.sk)  
[www.sparkgl.com.au](http://www.sparkgl.com.au) [www.jetwell-logistics.com](http://www.jetwell-logistics.com) [www.plazaforwarding.com](http://www.plazaforwarding.com)

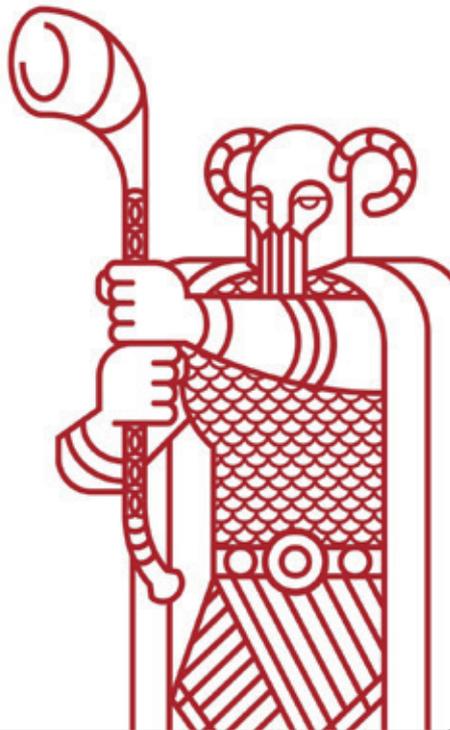


4 – 6 September 2019

Stockholm, Sweden

More info at

www.balticportsconference.com



**BALTIC  
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CONFERENCE**

5<sup>th</sup> Edition  
**GLOBAL  
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Hall No. III, Bombay Exhibition Centre  
Goregaon (E), Mumbai, India

27<sup>th</sup> - 28<sup>th</sup> February 2020  
Hall No. III, Bombay Exhibition Centre  
Goregaon (E), Mumbai, India

**27<sup>th</sup> - 28<sup>th</sup> February 2020 (Thursday - Friday)**

Hall No. III, Bombay Exhibition Centre, Goregaon (E), MUMBAI, INDIA

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"Personally, I always refer to customer ratings before purchasing products online. This applies to service providers too. A recent survey showed that 91% of businesses are influenced by recommendations when making a decision to use a company so we've made it super quick and easy to share feedback on our advertisers."

*Rachel  
Humphrey,  
Founder*

## Exciting Relaunch of Freightbook with new Online Ratings Feature

Freightbook is enjoying an exciting relaunch with a fabulous new feature inspired by the fact that ratings are now an essential element to any online directory.

The online directory boasts additional benefits including the monthly FB Index, dedicated online news service, direct quote request leads and automatic amendments to profile pages.

Freightbook also recently launched v3.0 of their Smartphone Service at [m.freightbook.net](http://m.freightbook.net) where forwarders and suppliers to the freight industry can be found quickly on mobile devices.

**UFO Members are eligible for free registration. Contact [wendy@freightbook.net](mailto:wendy@freightbook.net) for details.**



[www.freightbook.net](http://www.freightbook.net)



**freightbook**

LINKING TOGETHER INDEPENDENT FREIGHT FORWARDERS



# Welcoming Cross Continental Carriers in Swaziland

We are pleased to report new representation in Swaziland with Cross Continental Carriers (CCC). Their offices are located in Matsapha and the company is almost 15 years old.

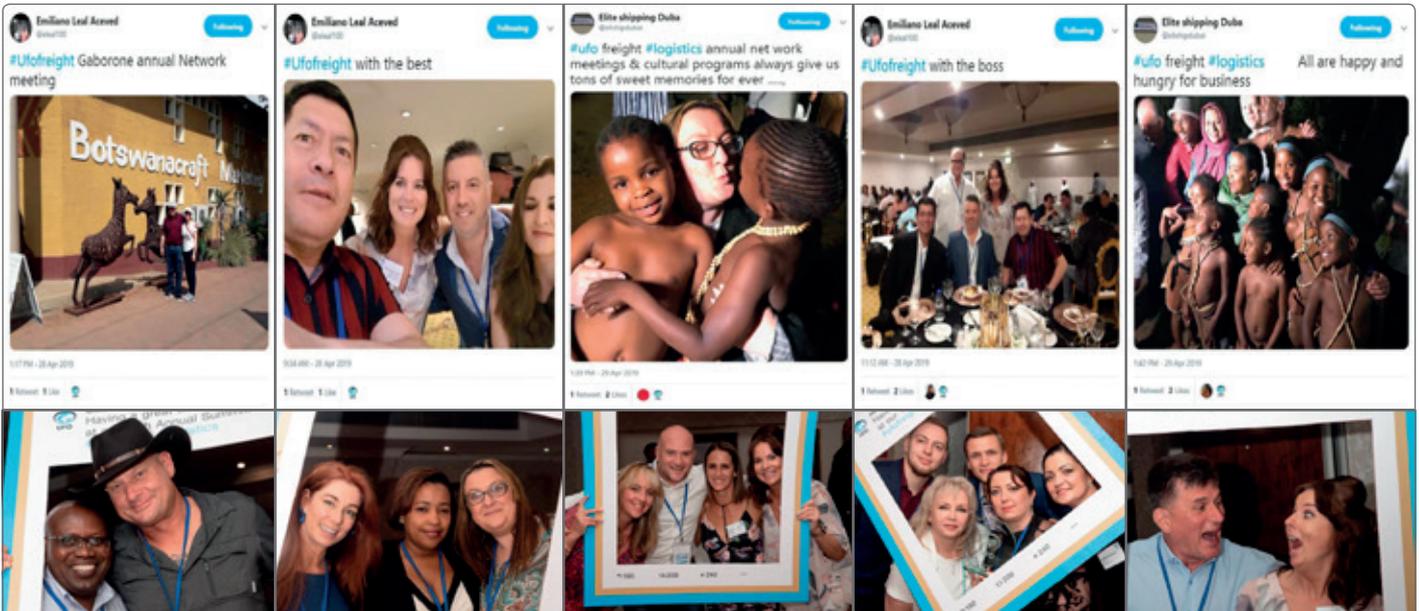
Director, Claude Govender, attended the 2019 Meeting in Botswana and comments: "Cross Continental Carriers is based in Matsapha, next to the Swaziland ICD and Swaziland Customs Offices. We are registered as clearing agents with Swaziland Customs and our overall staff compliment is 21 to date. We specialise in providing logistical services and inland transport to the freight industry within Southern Africa and into Africa. With a team of individuals who are dedicated and committed to servicing logistics requirements, we work together in an effort to provide excellent solutions to all our partners and clients.

Our main services include clearing & forwarding, rail & road transport (we have our own trucks), air & sea freight, shipping &

logistics, customs clearing, warehousing and courier services. As well as our office in Matsapha, we also have an office at the Golela Border Post (main point of entry between Swaziland and South Africa). We have our own in-transit bond, brokerage road transport team, 2 x superlinks fully owned by CCC, a bond store, a preferred rail account with Swaziland Railways and up-to-date tracking and systems."

"We look forward to working with UFO members and as always, we will conduct our business with the vision and dedication to move forward within our industry."

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



## 2019 Meeting **Twitter Competition** Entries!

During our 2019 Meeting in Botswana, we held a fun Twitter Competition to get the word out into the industry about our fantastic event! The competition ran through the entire meeting and we received some great entries showing both the hard work and the social fun with the hashtags **#ufofreight** and **#logistics**.

The prize of free registrations to our 2020 Meeting in Beijing (19-21 April 2020) was deservedly won by two delegates – Kamaruddin Baker of Elite Shipping in Dubai and Emiliano Leal Acevedo of L&L International de Colombia Ltda.

Please take the time to view all entries from Twitter in the online story as well as some more fun photos with the Twitter frame!

👉 [www.twitter.com/UFOFreight](http://www.twitter.com/UFOFreight) 👉 [www.eliteshippingdubai.com](http://www.eliteshippingdubai.com) 👉 [www.lylinternational.co](http://www.lylinternational.co)

the 20<sup>th</sup> edition of  
**ASIA PACIFIC MARITIME**  
**APM** **20: YOUR FUTURE**  
**20 STARTS HERE**  
THE ALL-VESSEL EVENT | 18-20 MARCH 2020  
MARINA BAY SANDS, SINGAPORE, HALLS A, B, C, D, E & F  
[www.apmaritime.com](http://www.apmaritime.com) | #AsiaPacificMaritime

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<p><b>NUMBER OF VISITORS</b></p> <p><b>14,158</b> trade visitors from Asia</p>	<p><b>NUMBER OF BRANDS</b></p> <p><b>1,432</b> brands with <b>69%</b> international participation</p>	<p><b>NUMBER OF OFFICIAL PAVILIONS</b></p> <p><b>18</b> official pavilions</p>
<p><b>LEADS GENERATED</b></p> <p><b>67%</b> of exhibitors generated new sales leads</p>	<p><b>EXHIBITOR SATISFACTION</b></p> <p>Over <b>84%</b> of exhibitors were very satisfied</p>	<p><b>NUMBER OF EDITIONS</b></p> <p><b>15</b> A proven track record of 15 editions</p>

Contact us to discuss your participation at **APM 2020** | E: [apm.sales@reedexpo.com.sg](mailto:apm.sales@reedexpo.com.sg) T: +65 6780 4586

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# BEIJING

20TH ANNIVERSARY NETWORK MEETING 2020

19-21 APRIL 2020

Since initiating market reforms in 1978, China's GDP growth has averaged nearly 10% a year, the fastest sustained expansion by a major economy in history. With a history stretching back 3,000 years, China's capital is among the most exciting cities to hold our meeting as we celebrate our organisation's 20th Anniversary (UFO was born on 6 April 2000).

## Sunday 19 April 2020

07:30 – 13:00 Mutianyu Great Wall Tour  
16:50 – 21:30 Golden Mask Show & Dinner

## Monday 20 April 2020

09:30 – 17:00 1-2-1 Meetings  
19:00 – 22:00 Gala Dinner with Band

## Tuesday 21 April 2020

09:30 – 17:00 1-2-1 Meetings

Therefore, we are delighted to announce that the 2020 Meeting will be held from 19-21 April 2020 at the InterContinental Beijing Sanlitun, just 22 km from the international airport and with the best of Beijing's western-style dining, bars and nightlife literally on its doorstep.

We have an exciting schedule planned with an optional tour on Sunday morning to the Mutianyu Great Wall, which has breath-taking scenery but less tourists – perfect! Once there you can take a ride in a cable car, chairlift or toboggan. We will arrive back at the hotel at 13:00 so that you can have lunch at your leisure.

We have arranged a fantastic start to our main event, with a change from our usual schedule. We will all meet at 16:45 on Sunday and leave the hotel together to watch the famous Golden Mask Dynasty Show from the best seats in the theatre. Have you seen the reviews on TripAdvisor? It is a must-see! Then we will go to Si Ji Min Fu, a highly acclaimed Peking duck restaurant (vegetarian dishes also available). We will return back to the hotel by 21:30 so that you can carry on your evening at the nearby bars or recover from jetlag in the comfort of your room.

On Monday, we will open the meeting doors at 09:00 for a prompt 09:30 start. During the 1-2-1 meetings, delegates can highlight their specialist areas, discuss cross trade, existing and new business as well as information regarding their country's regulations and requirements.

In the evening, we will regroup at 19:00 for a fantastic Gala Dinner with a live band and will hold our 2020 Award Ceremony. We will enjoy a Chinese/Western buffet dinner with an open bar of wine, beer, orange juice and soft drinks. We look forward to our Biennial conga dance, which started in 2009 in Cambodia!





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# Our Exciting 18th Network Meeting in Botswana!

We held our exciting 18th Network Meeting from 28-30 April 2019 at Gaborone International Convention Centre (GICC) at The Grand Palm Resort in Botswana.

We first gathered on the Sunday evening to enjoy a welcome drink before settling down for a delicious Gala Dinner and were entertained by a live band.



On Monday morning, the meeting was officially opened by UFO President, Rachel Humphrey who gave a recap on membership benefits, including the network's online training system, smartphone service and bespoke marketing tools. Rachel then introduced two Guest Speakers:

• **Mr Nachi Mendelow and Ms Este De La Hunt of CargoWise One** described how their partnership with UFO opens a range of CargoWise One benefits and discounts to Members. Their presentation showed how the strength and flexibility of CargoWise One could enable UFO Members to move to the next level of operational productivity and

customer service.

• **Mr Bobo Senosi, Director of Opportunities at Botswana Investment and Trade Centre** explained that the country has the potential to lever 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 provides each member state special treatment on import and export duties, some of which were introduced during Mr Senosi's presentation.



Delegates from over 45 countries then took part in pre-arranged private 20-minute business meetings. During these important sessions, delegates highlighted their specialist areas, discussed

cross trade, existing and new business as well as information regarding their country's regulations and requirements.



After a busy day in the meeting room, delegates travelled by coach to Mokolodi Game Reserve where we were taken on safari jeeps for a game drive followed by a traditional Bush Braai consisting of marinated steak, chicken, boerewors, vegetable lasagne, fresh homemade garlic bread, roast butternut, coleslaw, salad, chakalaka, desserts around an open fire. An extra special treat was when Mafithlakgosi Traditional Dancers arrived and gave a spectacular performance. The



evening ended with a slow night drive back to the front gate and then return to the hotel via coach.

Our 2-day gathering ended with an exclusive finale dinner at The Boma – a wonderful outdoor setting adjacent to a picturesque lake where a feast was enjoyed by delegates, whilst seated around a blazing bonfire under the African sky.



UFO President, Rachel Humphrey said: "Most network meetings are held in Asia or Europe. However, IATA reported that 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."

Rachel added: "Despite Africa's robust growth, there is still much untapped potential



for exporters, importers and therefore freight forwarders. We wanted to provide the opportunity for UFO Members to understand and explore business in this rapidly expanding marketplace. Bringing our event to Africa gave our Members the chance to witness the continents true richness in culture, energy and resources."



The meeting also saw UFO contribute to the global fight to battle plastic pollution. Most similar events use 100s of single-use plastic water bottles over their duration, which can take between 400 and 1,000 years to decompose. From harming marine life to littering beaches and congesting landfills, the disturbing growth of plastics is threatening our world. To help battle plastic pollution, UFO provided delegates with BPA free reusable aluminium bottles and arranged for the hotel to supply pitchers of filtered water in the conference room. The gathering also raised US \$1300 for Sentebale, a charity founded in 2006 by Prince Harry and Prince Seeiso, to support children and young people affected by HIV in southern Africa.



After the meeting, the Head Office team spent a few days at Chobe National Park and put together a short video of their adventure – linked to the online story.



# UFO Foundation: Fundraising

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



As UFO's 18th Network Meeting took place from 28-30 April 2019 at The Grand Palm Resort in Botswana, we chose to support Sentebale, a charity founded in 2006 by Prince Harry and Prince Seiso, 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 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 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 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 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 200 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.

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