INSIDE UFO

Quarterly Newsletter of the Universal Freight Organisation

ISSUE 86 JANUARY 2020

4 New Members

Sky International Logistics: China Nunner Logistics: The Netherlands Scanlog: Sweden Freight Direct NZ: New Zealand

See Pages 7, 8, 10 & 14 for details

UFO Friends Meet in Harare, Zimbabwe!

"UFO's diversity cuts across all ethnic and other imaginable boundaries. Like Johnny, I feel at home in any part of the world as long as there is another UFO Member there!" Willard Mushove (UFO Zimbabwe)

See page 9 for details





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Organisation (UFO) is an ISO 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

With 100 independent freight forwarders located in 94 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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CONTACT: rachel@ufofreight.com Tel: + 44 2392 425204

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Harare, Zimbabwe! See page 9 for details

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🕟 www.ufofreight.com

Welcome

How significant that our 20th Anniversary falls in the Year 2020!

UFO is extremely proud to be marking a significant milestone in our organisations journey that few companies achieve.

Reflecting on the long history of UFO, I'd like to acknowledge the Founder Members who joined in the first year and who are still with us today. In July 2000, CDNL (Bangladesh), Express Al Arabia (Egypt) and Freight Facilitators (the Philippines) joined, followed by KS Global (Hong Kong) in September.

Many companies who joined since then are still with us today and we are incredibly proud of our consistent 95% renewal rate. I am extremely proud of UFO and of our journey over the past 20 years. I am also extremely grateful to our fantastic team at the Head Office.

> Sam has worked with me since 2004 and manages membership recruitment and our News Desk including our social media platforms. My longest serving employee of over 18 years, Judith, helps at our meetings and also manages the network on a day-to-day basis,

assisted by wonderful Wendy, who joined the team in 2013. Dale joined us in 2014 and is responsible for the production of our colourful and creative Digital Newsletters and brochures.

I am also very aware that all of us at the Head Office are only the frame, you are the painting.

Through our meetings in the UK, Spain, Malaysia, South Africa, Thailand, Mexico, Cambodia, Greece, Hong Kong, Dominican Republic, Italy, Dubai, the Czech Republic, Vietnam, Botswana and now China - we have seen different nationalities, religions and backgrounds form friendships that will last for life. You have also made the meetings such fun and very memorable!

Whether you have been a Member for 20 years or 20 weeks, what matters to me is that your UFO membership is a positive one.

So, here's to a fantastic start to a New Year and a New Decade!

Rachel Crawford FCILT President/C.E.O.



Green Channel delivers yet another shipment of Windmill Turbines

Green Channel Forwarders in India have delivered yet another shipment of windmill turbines for Senvion.

This time, the shipment consisted of 5 flat-rack containers and Green Channel handled the customs clearance and transportation from Nhava Sheva Port to Bharamati at a distance of around 250km.

www.greenchannellogistics.com



YSL Cambodia expertly handling Import Clearance & Delivery

Cambodian members, YSL Transportations are well experienced in handling LCL shipments of spices, food and many other commodities imported from Shanghai and Guangzhou in China.

They have recently handled the customs clearance and delivery of the below food stuff cargo in Cambodia from Sihanoukville to their customs warehouse in Phnom Penh.

YSL Transportations have a strong team in Sihanoukville for carefully handling such shipments and they kept the client up-to-date at every stage of the operations.

The company offers a wide range of global logistics services to meet varied requirements including freight forwarding by air, sea and land, customs brokerage, 3PL and shipment consulting services.

www.yslcam.com

Volantis Logistics are offering Champions League Final tickets!

Turkish members, Volantis Logistics are pleased to announce their new campaign!

Managing Director, Tarik Ozcan explains: "As I hope you may remember me and Volantis Logistics from the last UFO Meeting, our company profile, brochures and signatures are quite different than other companies and we believe our promotion should be different as well!"

"If any UFO members can give a minimum of 10 bookings (air, sea, trucking, cross etc) to Volantis Logistics, they will have a chance to win Champions League Final tickets!"

- 2 Tickets for the European Champions League Final Match in Istanbul
- 2 Round-Trip Flight Tickets from your City to Istanbul
- 5-Star Hotel Accommodation (3 Nights)
- Dinner at Nusr-Et Restaurant (Famous Turkish Restaurant)
- All Transfers in Istanbul (Hotel Stadium Airport)
- Hosting and Tour around Istanbul

The campaign motto is:

"You only need your passport and bags to go the Champions League Final Match in Istanbul!" For every 10 bookings, you will be entered again with a bigger chance of winning!

- \bullet The campaign validity start on 01/11/2019 and ends on 01/05/2020.
- The winning company will be announced on 01/05/2020 with a live broadcast on our website & Instagram at a time to be confirmed 1 week before the draw.
- The draw will include all entered companies and the 2 persons should work at the winning company.
- The Champions League Final match date is 30/05/2020.

www.volantislogistics.com











⊕ 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.





GOING

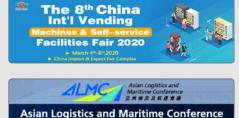
REGISTER FOR FREE TICKETS











19-20 November 2019 • Hong Kong Air • Land • Sea • SCM





































are 25 years old! L&L International de Colombia are pleased to be celebrating 25 years in the market!

Commercial Manager, Emiliano Leal Acevedo is photographed at the last UFO Meeting with Janeth Rios Santana, L&L Administrative Manager. Emiliano says: "Since 6th October 1994, our company has been working every day to offer value added services to our partners and customers to make a difference in the market. As a result of this, last year we moved our head office to a modern building with a better access for our customers, suppliers and staff.

We have been a part of Universal Freight Organisation for 2 years which has been very good for our company because we can count on reliable partners worldwide. In the network, we are pleased to have done business ABM Logistics (Panama), FCS (Mexico), CPS (Guatemala & Honduras), BHA Cargo (Peru), Eastway (Ireland), Wirtz Shipping (Belgium), 360 Logistics (New Zealand), Plaza Forwarding (Spain), Click Cargo (Venezuela), Cronos Logistica (Chile), KMS Logistics (Singapore) and Bibby International (UK). We expect to expand our work with more UFO partners soon!"

We attended the last two UFO meetings, 2018 in Danang (Vietnam) and 2019 in Gaborone (Botswana) and we hope to also attend in Beijing in 2020!"

Right now, the most important markets to our company are China, Brazil, the USA, Panama, Guatemala, Honduras, Mexico and Europe.

Unfortunately, in Colombia, customs regulations are one of the reason we have to be very careful to fulfil all procedures for any goods that arrive to our country. For example, all clothes, fabrics and shoes have base prices to pay import taxes and import declarations should be presented to the customs authorities bureau 15 days prior of the cargo's arrival. Also, goods for human use have to be authorized by the Colombian National Food & Drug Surveillance Institute before beginning import customs formalities.

Another important matter that our partners should bear in mind is that for outbound shipments, most of our shippers the port charges and in turn, represent extra-costs to be afforded by the customer."

In spite of these burdensome import and export customs procedures, we love our job and we hope that not only us, but also our progeny will continue in this industry! We feel very proud of working in the market during the last 25 years!"

Happy Anniversary to all at L&L International de Colombia from the UFO Head Office!

www.lylinternational.co







Green Channel deliver Windmill Turbines in India

Green Channel Forwarders in India have recently completed the import custom formalities and arranged the transportation of the project cargo photographed.

The cargo consisted of windmill turbines for their Chinese client, Senvion. The shipment arrived from China and the fina delivery was at Bharamati, Maharashtra, India.

Green Channel Chairman & Managing Director, Murli comments that there was no major issues for the delivery and the entire operation ran smoothly.

www.greenchannellogistics.com

Green Channel

with another delivery of Windmill Turbines



Green Channel Forwarders have delivered another shipment of windmill turbines in India for Senvion as photographed.



The cargo was loaded on 4 flat-rack containers and arrived at Mumbai Port. Green Channel handled the custom clearance and transportation to the site which was 250km away from the port.

Green Channel Forwarders have been our member in India since 2002 and cover all major seaports and airports in the country.

Innovo in Myanmar move to new Yangon office

Myanmar members, Innovo Shipping & Logistics have announced that they have relocated in Yangon to a new upgraded office. Please visit the online story for more photos of the fantastic and modern new premises.



Innovo Shipping & Logistics are managed and operated by a great team who have extensive experience in freight forwarding, shipping and total logistics arrangement, both inbound and outbound from Myanmar. Their team members are experts at providing timely and efficient services, reliably managing shipments to worldwide destinations. In the recent years, Innovo has extended their business in other areas such as warehousing, marine insurance coverage, custom clearance services, trading and the distribution of consumer products.

Innovo Managing Director, Aung Myat Htut, a pioneer practitioner in the Myanmar shipping industry, says: "We have upgraded our office facilities with the aim of offering better and wider quality services to our customers. We have created a friendly and open office atmosphere for our staff, business associates and customers. With these upgraded facilities, we are ready to offer wider customer services and expand business in new areas".

For more information, please contact Moe Kyi Phyu (Communications Director). Innovo Shipping and Logistics Co. Ltd.
Room 11C, 11th Floor, Merchant Suite,
No. 346, Corner of Merchant Road and 49th Street,
Botataung Township,

Tel: + 95 1 901 0669

Yangon, Myanmar

www.innovologistics.com

YSL Cambodia with FCL Transit Shipment of 10 Mixer Trucks

YSL Transportations (Cambodia) have recently handled an FCL transit shipment of 10 mixer trucks. The trucks originated in Shanghai in China with the final destination in Phnom Penh in Cambodia via Cat Lai Port in Vietnam.

Operations Manager, Mr. Donal explains: "In China, loading was a challenge due to the heavy weight of the 10 mixers but our team carefully and successfully loaded them one-by-one. Upon the vessel's arrived at Cat Lai Port in Vietnam, our partner promptly arranged the clearance and unloading of the mixers onto the 10 pre-prepared trucks and trailers which were standing by and ready. Once all the mixers had crossed the border from Vietnam to Cambodia at Bavet, they were delivered to the client in Phnom Penh.

Our team had to coordinate with many different parties for the planning and execution of the shipment including the liner, customs, our partner and both consignees. Even though this was a huge shipment to handle, we managed the complex operations efficiently to provide the best service to our client."

Well done to YSL for ensuring the operations ran as smoothly as planned!

www.yslcam.com











Air Freight Specialists: **Sky International Logistics** in China

We are pleased to introduce Sky International Logistics Ltd as new members in China. Starting business in 2005, they have offices in Shanghai, Ningbo, Shenzhen, Hangzhou, Yiwu and Wenzhou. The company are air freight specialists but also offer sea freight, trucking transportation, customs clearance and warehousing. Sam Chang (Sales Director) says they are joining UFO to perfect their international network.

Sam continues: "Sky International Logistics is a fully licensed freight forwarder with a complete team of logistics professionals. Today, we employ around 300 experienced staff. We have two warehouses in Shanghai Pudong Airport with our Shanghai branch upstairs. One is a general warehouse of 2,700sqm which is mainly used for export shipments - we handle 4,000tn of air export shipments every month. The second is a bonded warehouse at 1,700sqm which is used to handle air import shipments – we operate 1,200tn of air import every month. With our own operators at all seven terminals of Shanghai Pudong Airport working 365 days of the year and our warehouses open 24 hours of day, we can monitor the entire link of each shipment. We also hold good relationships with major airlines which allow us to offer the best and most-competitive air freight rates."

"Providing high quality logistics services, we keep learning, keep innovating and continuously push up our competency and service levels."

www.goskygroup.com

An integrated portfolio of Freight Forwarding Services at **Nunner Logistics** in the Netherlands



We are pleased to approve Nunner Logistics BV as our new member in the Netherlands. They offer an integrated portfolio of freight forwarding and logistics services covering the total supply chain from source to end user.





"Nunner designs, develops, integrates, markets and operates advanced logistics solutions, in all ranges of industry and trade, to create a transparent, cost efficient and reliable supply chain and distribution system. Nunner is committed to providing leading edge services, enabling customers and partners to gain and sustain a competitive edge in the marketplace."

were to be transported from the Netherlands to Malta and after loading and lashing on flat-bed trucks in Arnhem in the Netherlands, all the cargo was delivered to Rotterdam Port and loaded on the container vessel, APL Raffles, for sailing to Malta Freeport. The project ran smoothly with all cargo delivered safely.

2 x Helicopters:
 Each at 10.40 x 2.65 x
 2 90m / 1400kg





UFO Friends meet in Harare, Zimbabwe!

The UFO Head Office is delighted to see this photo of Johnny Hung, President of KS Global Air & Sea in China and Hong Kong, and Willard Mushove, Managing Director of Vision Freight Services in Zimbabwe! The two UFO members recently met at a gin tasting function in Harare, Zimbabwe.

Willard says: "Johnny had come to Harare on a 2 day trip to see a potential client. On his second night in Zimbabwe, he and I attended a gin tasting party at the hotel where Johnny was staying.'

"UFO's diversity cuts across all ethnic and other imaginable boundaries. Like Johnny, I feel at home in any part of the world as long as there is another UFO member there!" It is great to see UFO members enjoying life together around the globe!

www.visionfreight.com, www.ksglobal.com.cn





We are pleased to report a new member in Sweden - Scandinavian Logistics Partners AB (Scanlog). With offices in Malmo, Stockholm, Gothenburg, and Oxelosund, the company are IATA members as well as holding AEO, security approval and ISO 9001 and 14001 certification.

Mattias Ljungberg (CEO) has confirmed he will be attending the UFO 2020 Network Meeting being held in Beijing on 19-21 April 2020. 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). Please visit the web site to book your place at our

Mattias says: "Scanlog is a fully independent Swedish logistics company focused on global transport and logistics solutions. We offer complete international freight forwarding using all transportation modes - air, sea, road, rail, single and multimodal. Our experience in specifically tailored solutions cover a range of different industries.

expertise and we are working actively to ensure competitive and innovative solutions to exceed expectations.'

Please visit the online story to download a company presentation from Scanlog as well as a presentation detailing their multimodal rail shuttle solutions.

www.scanlog.se





Channel share Mumbai Port work

Green Channel Forwarders are pleased to share their latest job involving a breakbulk shipment at Mumbai Port.

The 2 large pieces weighed 120mt and 35mt. Green Channel received the over-dimensional pieces at Mumbai Port, completed the customs formalities and handed the cargo over to the shipping line for sailing to China.

Green Channel Forwarders have been our member in India since 2002 and cover all major seaports and airports in the country.

www.greenchannellogistics.com



McCallum delivers two huge Boilers in Sri Lanka

McCallum Cargo (our member in Sri Lanka) have recently successfully cleared, delivered and unloaded two huge boiler units at a project site in Outer Colombo.

Head Of Freight & Operations at McCallum Cargo, Heresh arrange the customs clearance and transfer the boiler units to the CFS yard then rework it according to specific road restrictions.

We used special equipment to ensure the safe handling of the transport it through the main roads in Colombo City.

One of our Project Officers, Mr. Manjula Fernando did a great job with me with this shipment and he made great efforts to arrange all the ground work until our duty was over with a

- 2 Units of Wood Fired Boilers
- Weight: 40tn per Unit (Total of 80tn)
- www.mccallumcargo.com





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!





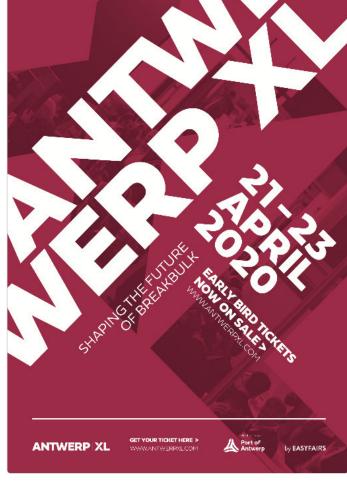
Green Channel Forwarders with another Project Cargo delivery

Indian members, Green Channel Forwarders are pleased to share this photograph of some project machinery they have handled (including customs clearance) for Valmet Technologies.

- Shipment from Nhava Sheva in India to Vancouver, Canada
- Vehicle: 50' Semi-Bed with cargo load space of 12m length and 2.6m width
- Cargo Dimensions: 11.00 x 4.91 x 3.56m
- Cargo Weight: 10mtn

Another difficult job smoothly handled by Green Channel Forwarders!

www.greenchannellogistics.com







Freight Direct

For a personal freight forwarding and logistics service

We are pleased to welcome Freight Direct NZ Limited as new members in New Zealand! The company have offices and a warehousing facility located in Auckland and offer a complete range of air, sea and road freight forwarding services, logistics, customs brokerage and warehousing. They are a registered member of CBAFF (Customs Brokers and Freight Forwarders Federation of New Zealand).

Director at Freight Direct NZ, Rahul Varma has also confirmed his attendance at the 2020 UFO Network Meeting in Beijing taking place on 19-21 April 2020. A great opportunity to meet face-to-face with our latest member as well as the whole network! Our experience shows that delegates leave our meetings feeling motivated, stimulated and rewarded with a considerable increase in the volume of business with their UFO partners. Please visit the web site to book your place today!

The UFO Head Office gives a warm welcome to Freight Direct NZ!



A warm welcome to Freight Direct NZ!











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 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.



O 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



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 Crawford, 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 bya 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 Meetingin Cancun for St Euphrasia's Girls Home in Sri Lanka.



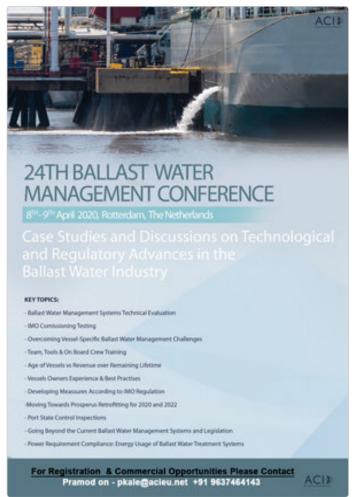
2007

Lagos General Hospital

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











www.ufofreight.com

T: + 44 (0) 2392 425204 F: + 44 (0) 2392 356281 E: rachel@ufofreight.com

UNIVERSAL FREIGHT ORGANISATION LTD LISS BUSINESS CENTRE, STATION ROAD LISS, HAMPSHIRE. GU33 7AW UNITED KINGDOM