

# INSIDE UFO

Quarterly Newsletter of the  
Universal Freight Organisation

ISSUE 88 JULY 2020

## Cancellation of Beijing Meeting with new dates and location for 2021 announced

See page 5 for details

### 3 New Members

Satcon Logistics:  
Saudi Arabia

A to Z  
Shipping:  
UAE

Compass  
Logistics:  
Bahrain,  
UAE, USA

See Pages 7, 8  
& 15 for details



UFO



# Inside

Infinity in Malaysia are ready to support with expert warehousing .....	3	UFO Members First Virtual Gathering Takes Place.....	9
Coronavirus (COVID-19): List of helpful online resources.....	3	UFO Members Take Part in our 2nd Zoom Get-Together.....	9
UFO Head Office issues Coronavirus Special eZine.....	3	UFO Virtual 1-2-1 Meeting Week: 27-31 July 2020 .....	10
Exhibition Collaborations.....	4	UFO Responds to Global Pandemic.....	10
Cancellation of Beijing Meeting with new dates and location for 2021 announced.....	5	UFO Foundation: Fundraising .....	12
Plaza Forwarding in Spain Handles Import of Sanitary Equipment .....	6	Coronavirus Special eZine (Issue 2).....	14
Plaza Forwarding Handles 2 Charter Flights Filled with Medical Aid .....	6	2 Guest Speakers at our 4th Zoom Meeting.....	14
Expert Knowledge at Satcon Logistics in Saudi Arabia .....	7	Welcoming Compass Logistics International as New Members!.....	15
A proficient and proactive team at A to Z Shipping Services .....	8	New UFO eZine: Managing Flexible Work Arrangements.....	16
		Network Meeting 2021 .....	17



**UFO**

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 102 independent freight forwarders located in 96 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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[www.ufofreight.com](http://www.ufofreight.com)

# My Best Wishes

We are aware that communication and connections are vital, and we have very much enjoyed 'seeing' everyone during our regular Zoom meetings. At the moment, we are living in a very different world and we don't yet know what the future holds with regards to the gathering of large groups.

We want to ensure that UFO continues to evolve and provide you with a strong networking platform so that you are in the best position possible when the outbreak dissipates. Indeed, belonging to organisations like UFO could be essential to the survival of many independent forwarders over the coming years.

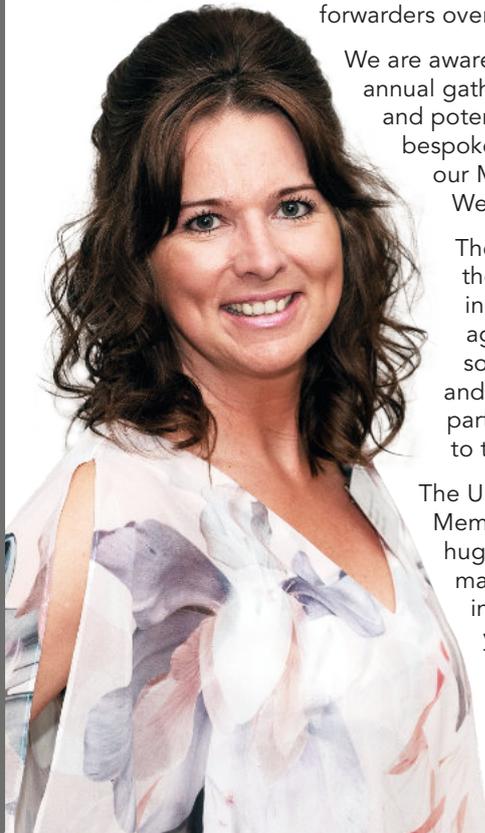
We are aware of the importance of the 1-2-1 meetings during our annual gatherings, where Members are able to discuss existing and potential new business. Therefore, we have invested in a bespoke Virtual 1-2-1 Booking System and are encouraging our Members to take part in our Virtual 1-2-1 Meeting Week, which will take place from 27-31 July 2020.

The booking system officially launches on 1 July and all those who have registered will receive their personal log-in via email. A key feature is being able to make notes against each meeting as well as one-to-one messaging so that you can engage with each other before, during and after the Virtual 1-2-1 Meeting Week. Please note that participation in the Virtual 1-2-1 Meeting Week and access to the booking system is provided free of charge.

The UFO Head Office has kept in regular touch with our Members since the pandemic started and we have been hugely impressed with the resilience of the companies that make up our fantastic network and how you are all coping incredibly well under the new pressures. The support you have given each other is tremendous and I have no doubt that the UFO family will emerge more resilient than ever before.

Kind regards,

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



# Infinity in Malaysia are ready to support with expert warehousing

**HELLO! Shall We Talk?**

Are you looking for a WAREHOUSE OR OPEN YARD space for stock up?

Is the MCO disrupting your work flow?

We will provide you the **BEST SOLUTION** for your logistics needs.

James Ku | 012-297 4202 | jamesku@infinity.com.my  
Amin | 013-730 1205 | aidilamin@infinity.com.my

Malaysian members, Infinity Logistics & Transport are ready to assist with any warehousing requirements!

"We are ready to support with our warehousing services within the period of the Movement Control Order (MCO).

If you are looking for a warehouse or open yard space and the MCO is disrupting your work flow, please contact

James (jamesku@infinity.com.my) or Amin (aidilamin@infinity.com.my) and we will provide the best solutions! Due to the COVID-19 restriction movement order by the Malaysia government, our company will still remain operational as we are categorized as an essential service provider. However, there will be some slight changes in our daily operation."

[www.infinity.com.my](http://www.infinity.com.my)



## UFO Head Office issues Coronavirus Special eZine

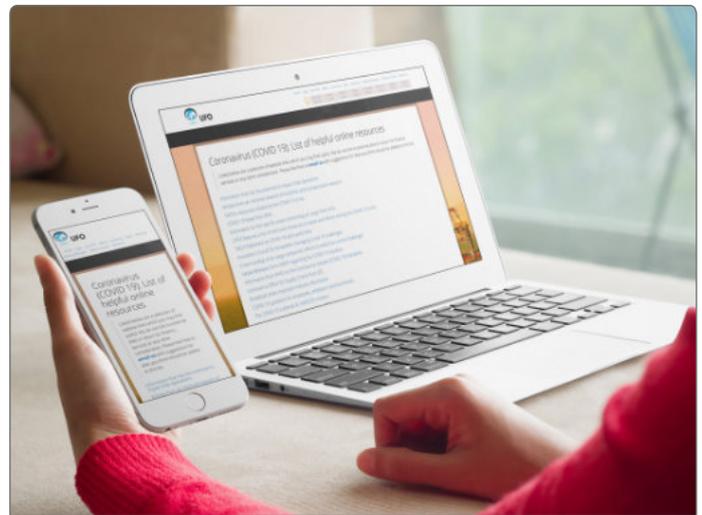
All over the world, people are finding themselves working from home as employers endeavour to limit staff exposure to the coronavirus outbreak.

Therefore, we thought we would issue a Coronavirus Special eZine, which covers tips for working from home, mental health and exercise.

Please feel free to issue our eZine via email to all your staff and we hope it provides some useful information and links during this challenging time.

All UFO Head Office staff are working from home and are here to assist you during UK working hours. So, if you need anything please do not hesitate to email us and we will do our very best to support you.

Again, we are thinking of the health of our global family. Please take good care of yourselves and your families.



## Coronavirus (COVID-19): List of helpful online resources

We hope you and your loved ones are safe and well at this difficult time.

Our Administration Manager, Wendy Schuller manages our Reference Library and thought it might be useful for Members if she created a new page focusing on helpful online resources regarding the Coronavirus outbreak. We thought it was an excellent idea and Wendy has spent the past few days compiling a list of website links which you may find useful:

### Coronavirus: List of Helpful Online Resources

- Information that has the potential to impact ship operations
  - Articles from an informal network of maritime and transportation lawyers
  - FIATA's resources related to the COVID-19 crisis
  - COVID-19 News from BIFA
  - Information on the specific areas concerning air cargo from IATA
  - CIFFA features a list of tools and resources to assist and inform during the COVID-19 crisis
  - TIACA Statement on COVID-19 and useful links
  - Innovation 'crucial' for forwarders managing Covid-19 challenges
  - A live roundup of air cargo companies' efforts to meet the current challenges
  - Media Releases from CBAFF regarding the COVID-19 situation
  - Information from WHO on the Coronavirus disease (COVID-19) Pandemic
  - Coronavirus Effect On Supply Chains from JOC
  - Breakbulk share important industry information
  - COVID-19: guidance for employees, employers and businesses
  - The COVID-19 outbreak & UNESCO's mission
  - Documents and publications from Africa CDC
  - 'Covid-19-watch' articles from Forwarder Magazine
  - Coronavirus Updates from Road Haulage Association
  - The Effects of Coronavirus on International Shipping
  - Loss Prevention Measures for Cargo Storage and Transportation
  - Drewry's Market Opinion: Multipurpose & Heavylift Shipping to Stagnate on Coronavirus Impacts
  - Is your Business Secured...Insured? by Prudence
- Please feel free to email Wendy with suggestions for any other sites you think should be added to this list.

# Making a show of ourselves

**MOVE ASIA**  
MOBILITY RE-IMAGINED  
10-12 SEPTEMBER 2020  
DUBLIN

PORTS RAIL ROAD  
**TRANSPORT EVOLUTION**  
MOZAMBIQUE FORUM & SHOWCASE  
11-13 AUGUST 2020 | PORT OF MAPUTO, MOZAMBIQUE  
BOOK YOUR SPACE

## 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.

PORTS RAIL ROAD  
**TRANSPORT EVOLUTION**  
AFRICAN FORUM & EXPO  
13-14 OCTOBER 2020 | DURBAN ICC, SOUTH AFRICA  
BOOK YOUR SPACE

MARCUS EVENTS  
**FUTURE WAREHOUSE 2020**  
25TH - 27TH MAY 2020  
MELBOURNE, AUSTRALIA

SHIP FINANCE & TRADE CONFERENCE  
November 2020, Salford Abu Dhabi Convention  
**HARNESSING THE POWER OF COLLABORATION**  
www.lms-shipfinanceandtrade.com

The Maritime Standard  
AN EVENING OF EXCELLENCE  
TUESDAY, 20TH OCTOBER 2020  
ATLANTIS THE PALM, DUBAI  
www.themaritimestandard.com

**POWERWEEK ASIA**  
9-13 NOVEMBER 2020  
PARKROYAL SINGAPORE

INDONESIA MARINE & OFFSHORE EXPO 2020  
DID YOU KNOW THAT BATAM IS HOME TO MORE THAN 60% OF INDONESIA'S SHIPBUILDERS?  
Meet Them at IMOX 2020!  
25-27 AUGUST 2020  
Batam, Indonesia  
www.imox2020.com

The Maritime Standard  
TANKER CONFERENCE  
21 October 2020, Jakarta, The Palm, Indonesia  
www.tms-tanker-conference.com

10th Edition | **INDIA WAREHOUSING SHOW 2020**  
3-5 OCTOBER 2020 | Pragati Maidan, New Delhi  
India's only marketplace for logistics professionals

**TEMPERATURE CONTROL AND LOGISTICS U.S.**  
September 22-25, 2020  
Sheraton Boston, MA  
View Sponsorship Packages

**BREAKBULK ASIA**  
Shanghai | 3-4 August 2020  
WHERE THE PROJECT CARGO INDUSTRY FINDS A NEW WAY FORWARD  
REGISTER

**POWERWEEK AFRICA**  
14-18 SEPTEMBER 2020  
JOHANNESBURG, SOUTH AFRICA  
W: www.power-week.com/afrika E: weslyn@power-week.com

6 Pharma Supply Chain & Logistics  
Innovation Programme  
01-02 October 2020  
Courtyard Basel By Marriott, Switzerland  
www.pscip.com

48 hour VIRTUAL Maritime Event  
8-9 July 2020

FREE WEBINAR  
**SEARCH & RESCUE: FROM THE INDIAN OCEAN TO THE ALPINE MOUNTAINS**  
10th June 2020 2pm BST / 3pm CET / 9am EDT  
www.sar-sensorswebinar.com

5th THAILAND MARINE & OFFSHORE EXPO 2020  
Co-located with: Oil & Gas Thailand 2020  
23-25 SEPTEMBER 2020  
BITEC | BANGKOK THAILAND  
THAILAND'S PREMIER MARITIME & OFFSHORE TECHNOLOGY EXHIBITION!  
www.thai-marine.com

Oil & Gas Thailand 2020  
Co-located with: 5th THAILAND MARINE & OFFSHORE EXPO 2020  
23-25 SEPTEMBER 2020  
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Thailand's Most Successful Oil & Gas and Petrochemical Exhibition  
www.oilgasthai.com

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NOVEMBER 10.11.12 2020  
Dubai World Trade Centre  
CONNECTING FREIGHT BUSINESS IN THE MIDDLE EAST  
REGISTER NOW! WWW.WOP-DUBAI.COM

MARCUS EVENTS  
**FUTURE WAREHOUSE 2020**  
25TH - 27TH MAY 2020  
MELBOURNE, AUSTRALIA

PORTS RAIL ROAD  
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MOBILITY RE-IMAGINED  
10-12 SEPTEMBER 2020  
DUBLIN



# Cancellation of Beijing Meeting with new dates and location for 2021 announced

Due to the unprecedented escalation and now global pandemic caused by Coronavirus disease (COVID-19), we have taken the decision to cancel our meeting due to be held at the InterContinental Beijing Sanlitun in November.

We will be holding our next gathering from 23-25 May 2021 in Croatia.

The venue is the Hotel Croatia Cavtat, a leading five-star resort and conference centre enjoying spectacular views of the open sea and just 5km from Dubrovnik airport.

Full details of the event can be found on our web site.

To date, we have 94 CEOs and Senior Managers from 75 countries due to attend and we will automatically move these bookings over to our event in Croatia. We will contact each delegate directly with instructions on how to book your guest room at Hotel Croatia Cavtat.

We can also now accept new registrations for the event, please book your place on the web site.

Although the change of dates and location may cause some inconvenience, this is a Force Majeure situation and we want to provide Members with a clear and safe way forward in what is a challenging time.

As always, the health and safety of our Members is of utmost importance and we hope that we have your support and understanding.

If you have any questions, please email us.

Agriculture 4.0

INDUSTRIES 4.0

THE FUTURE OF AGRICULTURE

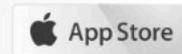
SHAPING THE FUTURE OF ADVANCED PRODUCTION FOR AGRIBUSINESSES

7 - 8 September 2020 | Miracle Grand Convention Center, Bangkok, Thailand

**Key Discussion Areas:**

- ▶ Enabling Technologies in Agriculture - Part I
- ▶ Enabling Technologies in Agriculture - Part II
- ▶ Revolutionise Agri-Business Supply Chain Management
- ▶ Disruptive Technologies in Farm and Plantation Management
- ▶ Advancing Productivity Through Smart Manufacturing

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 14 - 18 SEPTEMBER 2020  
 JOHANNESBURG, SOUTH AFRICA

Distinguished Speakers Include



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www.power-week.com/africa



## Plaza Forwarding in Spain Handles Import of Sanitary Equipment

Our member in Spain, Plaza Forwarding has handled the airfreight of sanitary equipment from Chile.

The cargo arrived at Madrid Airport where the Emergency Military Force took over the shipment at this crucial time.

Plaza Forwarding were established in 1997 and have been UFO members since 2010 covering all the major airports and ports of Spain.

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



## Plaza Forwarding Handles 2 Charter Flights Filled with **Medical Aid**

Spanish member, Plaza Forwarding has recently handled two air charters filled with medical aid for the battle against COVID-19.

The two charter flights arrived at Madrid Airport in Spain from Shenzhen Airport in China with specially adapted A340 passenger aircraft used to bring the 40tns of medical material to Madrid Airport. The chartering was fully handled by Plaza Forwarding, in cooperation with Iberia, on an airport-to-airport basis. At the reception at Madrid Airport, the cargo was immediately distributed to the final destination.

Emilio Plaza (CEO) says: "As the pandemic continues to devastate many important sectors around the world, Plaza Forwarding continues to give added value to the logistic chain. We cannot relax as there is still a huge lack of this vital aid material and we must endure. Many public organizations and private industries are still in need of these products to help prevent the spread of COVID-19. In order to restart economic

activity during the actual and forthcoming pandemic phases, we still need much more medical equipment to cover actual and future population needs in the struggle against the virus."

"Plaza Forwarding handles international transport and have had their own customs representation since 1997. More than 50 professional staff are working at our facilities in Madrid, Barcelona and Valencia."

Visit the online story, for links for some short videos (listed below) and photos, of the loading in China.

- Loading in China - Video 1
- Loading in China - Video 2
- Loading in China - Video 3
- Loading in China - Video 4
- Loading in China - Video 5

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

We are pleased to introduce Satcon Logistics as our new member in Saudi Arabia. Their head office is in Riyadh, with branch offices in Dammam and Jeddah. Offering a full range of services, they say they are looking forward to the international support offered by UFO members.

Mathew Rekhesh at Satcon has confirmed his attendance at the next UFO Network Meeting and introduces the company: "Satcon Logistics is a single-window solution for any freight forwarding, transportation, warehousing, packaging, customs clearance and relocation requirements. Based in Riyadh, we provide national and international transportation and logistics services among the GCC countries."

"We ensure top of the line operational quality goes hand in hand with our customer-specific solutions which is fuelled by our expert knowledge about every necessary detail of the industry. Offering convenient, secure, cost-effective and reliable movements over land, air and sea, our dedicated team and our array of trailers, trucks, cranes and small vehicles are at your service 24/7."

Please visit the online story for photos of some recent work handled by Satcon Logistics.

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



# Expert Knowledge at **Satcon Logistics** in Saudi Arabia



# A proficient and proactive team at **A to Z Shipping Services**

We are pleased to approve **A to Z Shipping Services LLC** as new members in the UAE, located in Abu Dhabi.

Rajesh Narayanan (Sales Manager) introduces the company: "With a strong base in the UAE, A to Z Shipping Services offers total air, sea and land freight forwarding services, as well as project and equipment services, customs brokerage and a network of related logistics services. We understand the needs of transporting cargo and therefore, we offer services 'from A to Z'."

"Our proficient team has

experience in managing many different kinds of shipments and works proactively as a reliable partner with honesty and integrity."

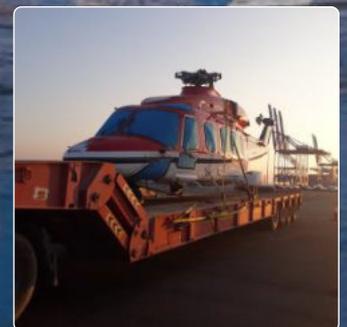
Two recent heavy lift shipments handled by A to Z Shipping Services are featured in the photos (right) and explained by Rajesh.

- The RORO export shipment of CAT equipment to Mombasa, Kenya: "This shipment consisted of 22 units of equipment to be exported out of a eventual total of 450+. All of the 22 units were loaded on trailers and reached the port on the

day of execution. All formalities were completed on the same day and the cargo was ready for loading onto the vessel. Amidst the threat of COVID-19, everything ran smoothly as a result of our perfect planning."

- The clearance and delivery of a helicopter: "These kind of shipments are a specific challenge. The helicopter came by air and we professionally handled it by loading on a low-bed trailer and offloading at the site in the same way."

[www.a-zshipping.ae](http://www.a-zshipping.ae)





## UFO Members **First Virtual Gathering** Takes Place

On 14th April 2020 we held our first Zoom meeting – visit the [online story](#) to see a clip!

The UFO Head Office staff were joined by Members in Turkey, Italy, France, China, Uganda, Poland, Germany and Israel.

The next meeting was scheduled for Tuesday 28 April (see below).

The UFO Head Office recently issued a eZine: Coronavirus Special, which covers tips for working from home, mental health and exercise.

Again, we are thinking of our global family, please take good care of yourselves.

## UFO Members Take Part in our **2nd Zoom Get-Together**



Thank you to everyone who took part in our 2nd Zoom get-together!

We have recently heard from Prudence Insurance who

are covering several exposures including trade receivable defaults/delays in the wake of the current COVID-19 pandemic. Please visit the [online story](#) for a link to learn more including some facts, figures and business impacts caused by Coronavirus. It may be time to review your business insurance policies in the wake of these increased risk exposures and ascertain whether your current insurance program caters fully to your needs.

Another general Zoom gathering was scheduled for those who wished to join on Wednesday 13 May at 11:00 (London time). Please see the web site for details on how it went.

Please feel free to visit our 'Coronavirus (COVID 19): List of Helpful Online Resources' and issue our latest eZines via email to all your staff:

- Coronavirus Special Issue 1 covers tips for working from home, mental health and exercise.
- Coronavirus Special Issue 2 covers industry news and views and links to some podcasts that might be useful for your businesses during the Coronavirus crisis.



**POWERWEEK**  
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CEO  
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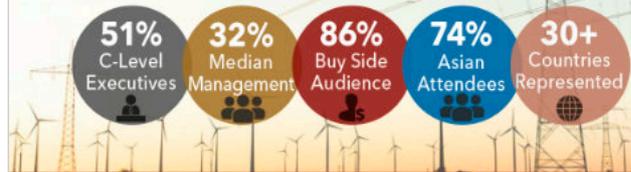
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Mohd Yusof  
Managing Director  
TNB Renewables,  
Malaysia



Akihiko Taniguchi  
Executive Officer  
Global Partnership  
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[www.power-week.com/asia](http://www.power-week.com/asia)



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**13 – 14 OCTOBER 2020**  
DURBAN ICC, SOUTH AFRICA



**BOOK YOUR SPACE**

# Universal Freight Organisation Responds to Global Pandemic

On 11 March 2020, the World Health Organisation declared the new coronavirus outbreak as a pandemic. Since then, the virus, officially named COVID-19, has spread rapidly around the world reaching more than 180 countries.

The pandemic has sent billions of people into lockdown and is affecting everyone both professionally and personally. As a global family, Universal Freight Organisation wanted to obtain feedback from our Members. The results are now collated in an Official Report in order to have a permanent record to reflect upon of this historic event.



## UFO Virtual 1-2-1 Meeting Week: 27-31 July 2020

We are aware that communication and connections are vital, and we have very much enjoyed 'seeing' everyone during our regular virtual get-togethers. At the moment, we are living in a very different world and we don't yet know what the future holds with regards to the gathering of large groups.

We want to ensure that UFO continues to evolve and provide you with a strong networking platform so that you are in the best position possible when the outbreak dissipates. Indeed, belonging to organisations like UFO could be essential to the survival of many independent forwarders over the coming years.

We are aware of the importance of the 1-2-1 meetings during our annual gatherings, where Members are able to discuss existing and potential new business. Therefore, we have invested in a Virtual 1-2-1 Booking System and are encouraging our Members to take part in our Virtual 1-2-1 Meeting Week, which will take place from 27-31 July 2020.

The Virtual 1-2-1 Booking System will officially open on 1 July 2020 when you will be able to view your schedule, make periods of time unavailable, book or cancel meetings, make notes and message each other.

Please visit the web site to register or email Rachel for further instructions.

We hope that you will find this new membership benefit useful and although we won't be able to shake hands and hug, we can still talk and connect in order to grow business.



We have also put in place a number of features to help our Members navigate their way through the crisis, including:

- Coronavirus (COVID 19): List of Helpful Online Resources.
- UFO eZine – Coronavirus Special Issue 1: covers tips for working from home, mental health and exercise.
- UFO eZine – Coronavirus Special Issue 2: covers industry news and views and links to some podcasts.

UFO has also held regular Zoom meetings to ensure our members continue to feel connected while isolated – visit the web site to read more and to see a short clip.

President & CEO, Rachel Crawford says: "We are aware that communication and connections are vital, and we have very much enjoyed 'seeing' everyone during our regular virtual get-togethers. At the moment, we are living in a very different world and we don't yet know what the future holds with regards to the gathering of large groups. We want to ensure that UFO continues to evolve and strengthen our global networking platform so that our Members are in the best position possible when the outbreak dissipates. Indeed, belonging to organisations like UFO could be essential to the survival of many independent companies over the coming years. We are aware of the importance of the 1-2-1 meetings at our Annual Summits, where Members are able to discuss existing and potential new business. Sadly, we are unable to hold a physical meeting this year so we developing an online 1-2-1 Meeting App and will be encouraging our Members to take part in a 'Virtual 1-2-1 Meeting Week', set to take place at the end of July."

Recruitment Director & News Desk Editor, Sam Wilcox added: "Since the outbreak, we have noted an increase in sign-ups for our eLearning platform which contains a 6 module online 'Heavy Transport' course. With much of the world currently working from home, they have taken advantage of their time as each user receives a personal log-in so they can train at their own pace with no deadlines. Upon completion, an e-Certificate (see example) is sent via email which can be downloaded, shared and printed immediately so that the user can verify their training to clients and officials quickly and easily."

25 NOV | Port of Antwerp  
TO 26 2020 | Belgium

# Antwerp 2020 COASTLINK Conference

Hosted by:  
Port of Antwerp

## BOOK YOUR PLACE NOW

Building connectivity between short sea shipping & intermodal networks

### This year's topics include:

- Market Sector Overview – Industry Challenges and New Opportunities for Short Sea & Feeder Shipping
- Building Connectivity & Networks for the Future – Linking Short Sea & Feeder Shipping to Intermodal Transport Routes
- Looking to the Future – Improving Efficiencies Through Digitalisation and Innovation

### Delegate place includes:

- One and a half day conference attendance
- Full documentation in electronic format
- Lunch and refreshments throughout
- Place at the Conference Dinner
- Place on the Technical Visit

Meet and network with international attendees representing shipping lines, ports, logistics companies, terminal operators and freight organisations.

For more information on attending, sponsoring or speaking contact the events team:

visit [coastlink.co.uk/book](http://coastlink.co.uk/book)  
contact: +44 1329 825335  
or email: [info@coastlink.co.uk](mailto:info@coastlink.co.uk)

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COMMERCIAL MARINE INDUSTRY



## Future Warehouse & Logistics 2020

Creating a Synergy between People, Process and Innovation for a SMARTER Operating Facility

Dubai, UAE | 29th September – 1st October 2020

Featuring a Post-Conference Workshop on  
**Digital Supply Chain: The Route to an Effective Warehouse Management**

Facilitated by an International Expert:

**Ian Maughan** Managing Director  
Supply Chain Network Ltd, UK

Featuring a Site Tour

**Exclusive Site Tour to a State-of-the-Art Warehouse hosted by Unilever**

### Endorsers



### Media Partners



For more information and registration,  
please contact **Anna Foo**  
at [AnnaKo@marcusevanski.com](mailto:AnnaKo@marcusevanski.com)



## India Warehousing & Logistics Show 2020

Reed Manch Exhibitions

29-30-31 OCTOBER 2020

HALL 1, HELIPAD GROUND, GANDHINAGAR, GUJARAT

Co-located with

**IMHLS**  
INDIA MATERIAL HANDLING  
& LOGISTICS SHOW

**SUPPLY CHAIN**  
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# 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 Seeso, 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 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 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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## Coronavirus Special eZine (Issue 2)

Please visit the web site to read the latest issue of our Coronavirus Special eZine (Issue 2).

Our first issue covered tips for working from home, mental health and exercise.

This second issue covers industry news and views and links to some podcasts that might be useful for your businesses during the Coronavirus crisis.

We hope these special eZines provide some beneficial information and links during this challenging time.

Remember, if you would like to join in our next informal Zoom get together, please email Rachel and we will send you instructions.

UFO is showing itself to be a strong united global family and it is more important than ever to pull together.



## 2 Guest Speakers at our 4th Zoom Meeting

We have held Zoom meetings since the beginning of April, initially so we could see other people apart from our families! Discussions then progressed to updates on each country's situation, cargo being stranded, transit disruption, controls and restrictions, extending credit and cash flow.

Despite the challenges, it is always great to hear that UFO Members are operating and coping incredibly well under the new pressures.

During our 4th Zoom meeting, we were joined by two Guest Speakers:

- Julian Kurz of CMA-CGM discussed BBK on container vessels and how they have observed the COVID-19 situation and challenges.
- Keith Plummer and Martin Lee of CargoWise updated Members on their experience over the last few months and how technology has played a role.

We appreciate that with so many different time zones, we were unable to allocate a time for our meeting that suited everyone.

Therefore, we recorded the meeting so that you can listen to the discussions and hear from CMA-CGM and CargoWise. It is available to download in our Head Office Notices in the Members Area.

As you may know, we have developed our own inhouse Virtual 1-2-1 Booking System and are encouraging Members to take part in our Virtual 1-2-1 Meeting Week, which will take place from 27-31 July 2020. To participate, you need a computer or laptop with webcam and microphone function, a reliable internet connection and a Skype account.

Using our new Virtual 1-2-1 Booking System, you will be able to book 30-minute meetings with fellow Members that you particularly want to talk with. Registration is now open (book your place) and the booking system will officially open on 1 July 2020.

Further reading:

- Official Report: Global Interviews taken during COVID-19 Pandemic
- Coronavirus (COVID-19): List of Helpful Online Resources
- eZine: Special Issue 1 covers tips for working from home, mental health and exercise
- eZine Special Issue 2 covers industry news and views and links to some podcasts
- eZine Special Issue 3 covers managing flexible work arrangements



"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 Crawford, Founder*

### Exciting Relaunch of Freightbook with new Online Ratings Feature

Freightbook is enjoyed 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



We are pleased to welcome Compass Logistics International as new members in Bahrain, the UAE and USA.

- **Compass Logistics SPC:**  
**Manama, Bahrain**
- **Compass Sea & Air Cargo LLC:**  
**Dubai, UAE**
- **Compass Logistics International Inc.:**  
**New Jersey, USA**

The company are FIATA members and their varied scope of services include freight forwarding, logistics, air, sea & road freight, loading & unloading, project cargo, chartering, warehousing and customs brokerage. They are especially interested in developing USA and Europe trade lanes and are joining UFO: "...to further develop our network connections with expert agents all over the world".

"Compass Logistics International offers a wide range of services tailored to meet the requirements of various industries, trades and business segments. As logistics specialists, the different divisions within our company include freight forwarding, military, project and contract logistics among others. We provide individual transport and logistics solutions from a single source with solid experience in the oil & gas industry, textiles & furniture sectors, FMCG & beverages and plants & factories."

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



# Welcoming **Compass Logistics International** as New Members!



# New UFO eZine: Managing Flexible Work Arrangements



We have prepared a 3rd COVID-19 Special eZine for you called **Managing Flexible Work Arrangements**.

The COVID-19 pandemic has seen businesses implement flexible working practices including remote operations at a record rate in order to protect the workforce and provide business continuity. Although everyone is anxious for the pandemic to be over, there is much uncertainty and new guidelines and protocols will continue for some time to come. This leaves us with adjusting to a new way of life - will some staff continue working from home; will there be staggered shifts at the office, etc.

We hope this new eZine will provide some useful information and links for planning your ongoing strategies.

Remember! We have arranged for 2 Special Guests to join us at our next Zoom meeting:

- Julian Kurz, the Key Accounts/Business Development Manager at CMA-CGM in Marseille will be discussing how they have observed the COVID-19 situation/challenges with some examples.
- Keith Plummer of CargoWise will update Members on his experience over the last few months and how technology has played a role.

For those who wish to join us on Wednesday 17 June at 11:00 (London time), please email Rachel for details.

Further reading:

- Official Report: Global Interviews taken during COVID-19 Pandemic
- Coronavirus (COVID 19): List of Helpful Online Resources
- eZine: Special Issue 1 covers tips for working from home, mental health and exercise
- eZine Special Issue 2 covers industry news and views and links to some podcasts
- eZine Special Issue 3 covers managing flexible work arrangements
- Virtual 1-2-1 Meeting Week Registration (taking place on 27-31 July 2020)

We look forward to 'seeing' you on Wednesday!



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Fair Ground**



Iraq - Erbil

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# CROATIA

## 2021 NETWORK MEETING

23-25 MAY 2021

Our next gathering will take place in Croatia from 23–25 May 2021 at Hotel Croatia Cavtat, a leading five-star resort and conference centre enjoying spectacular views of the open sea and just 5km from Dubrovnik airport.

The venue is an idyllic, award-winning base from which to explore the region's historic charm and the medieval Dubrovnik is just across the bay.

**"Croatia has become a popular destination thanks to the fact they shot several scenes of the famous TV series 'Game of Thrones' in the country. However, that is not the only reason people flock to this beautiful country, it is incredibly diverse filled with culture, history, nature and delicious food!"**

We have arranged a fantastic start to our event! We will meet at 14:00 on Sunday 23 May for a relaxing boat trip across the bay to Dubrovnik Old Town, one of the world's finest and most perfectly preserved medieval cities in the world. We will be taken in groups of 25 by English speaking guides around the marble-paved squares and cobbled streets, all of which have also remained unchanged for centuries. We will then enjoy dinner together at the stunning Palm Terrace at Excelsior Hotel before returning to the hotel by coach at approximately 20:00.

Our official meeting will start on Monday 24 May in the Congress Hall Ragusa and delegates will gain access to our exclusive Event Web App so that 20-minute business meetings can be arranged prior to arrival. After a productive day of 1-2-1 meetings, there will be time to rest before we meet at 19:30 for a dinner feast with an open bar at Restaurant Alverede. We have then arranged for us to relax with the exclusive use of the Posejdon Night Club. We have arranged an open bar and private DJ to help us dance off some of the calories.

Our official meeting will continue on Tuesday 25 May with more 1-2-1 meetings where delegates highlight their specialist areas, discuss cross trade, existing and new business as well as information regarding their country's regulations and requirements. These crucial meetings also provide an opportunity to share key import and export trade information.

**For more information and to register visit:**

[ufofreight.com/event/next](https://ufofreight.com/event/next)



### Sunday 23 May 2021

14:00 – 18:00 Dubrovnik Old Town Tour  
18:00 – 20.30 4 Course Dinner at Palm Terrace

### Monday 24 May 2021

09:30 – 17:00 1-2-1 Meetings  
19:30 – 23:30 Gala Dinner, Private DJ & Nightclub

### Tuesday 25 May 2021

09:30 – 17:00 1-2-1 Meetings  
17:00 Meeting Ends





**PROJECT  
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**21 - 24  
SEPT 2020**

**Erbil International  
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