

INSIDE UFO

Quarterly Newsletter of the
Universal Freight Organisation

ISSUE 89 OCTOBER 2020

Cooperation Between UFO Members to Efficiently Handle Project Shipment

See page 3 for details

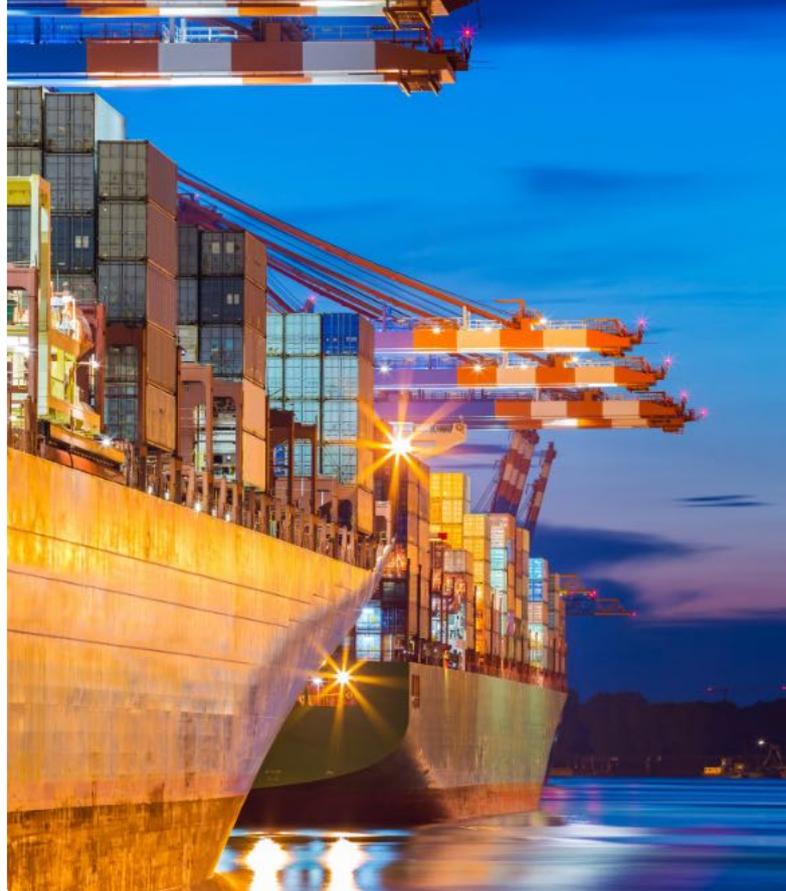


UFO



Inside

Cooperation Between UFO Members to Efficiently Handle Project Shipment.....	3	Spark Global Logistics Delivers Mining Equipment to the Pilbara.....	6
Helpful Tips from CargoWise to Navigate Today's Supply Chains.....	3	Announcing Membership in Burkina Faso with 2MT Transit.....	7
Veslam Complete Delivery of Heavy Pipelaying Machinery.....	3	Eurogate Poland Certified for GDP (Good Distribution Practice).....	8
Exhibition Collaborations.....	4	Anniversary Celebrations at Cronos Logistica Chile!.....	8
UFO Holds First Virtual 1-2-1 Meeting Week.....	5	An exclusive Graphic Design service for Members.....	8
Heavy Transport Online Training Program: Train 2 Staff Members for Only £250.....	6	Nunner Logistics Move Head Office to Exciting New Location.....	10
		Network Meeting 2020.....	12



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)

PUBLISHER: UFO

CONTACT: rachel@ufofreight.com
Tel: + 44 2392 425204

COVER: Cooperation Between UFO Members...
See page 3 for details.

PHOTO: Spark Global Logistics

UFO cannot take responsibility for the opinions, statements and/or facts expressed in the stories, that are contained in this publication. Any views expressed are those of the individual quoted, and not necessarily those of the publisher. The publisher can accept no responsibility for any errors or omissions made, but will endeavour to amend any, that are brought to our attention, in a future issue.

www.ufofreight.com

My Best Wishes

At the moment, we are still living in a very different world and 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 COVID outbreak dissipates. Belonging to organisations like UFO could be essential to the survival of many independent forwarders over the coming years.

We were delighted with the recent success of our first ever Virtual Meeting Week where Members were given access to our bespoke Virtual 1-2-1 Booking System, free of charge.

The event received great feedback and you can read more on page 5.

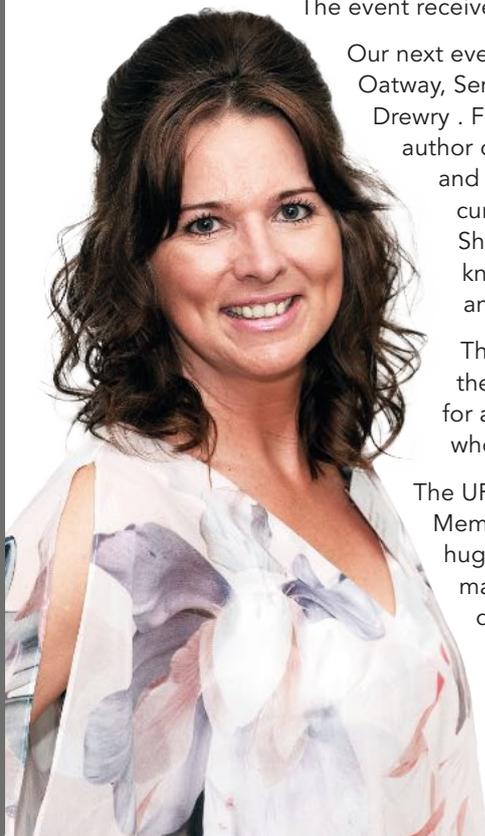
Our next event is an exclusive webinar on 13 October with Susan Oatway, Senior Analyst for Multipurpose & Breakbulk Shipping at Drewry. For more than 13 years she has been the principle author of Drewry's Multipurpose and Heavy Lift publications and is co-Editor of the Reefer Shipping report. Susan is currently Chairman of the Institute of Chartered Shipbrokers and is regularly asked to share her market knowledge and insights at leading industry conferences and lectures.

The webinar will cover the latest trends and outlook for the multipurpose shipping market and there will be time for a Q&A session. The event will be recorded for those who are unable to participate due to varying time zones.

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.**





Cooperation Between UFO Members to Efficiently Handle Project Shipment



Spark Global Logistics and ZOOM Cargo recently worked together to smoothly handle a project shipment from the Czech Republic via Antwerp Port in Belgium to Mumbai Port, India.

Spark Global Logistics Belgium were asked by their partner to organise the complete shipment from the loading facilities to Mumbai Port.

The loading onto the truck needed to be completed by crane and Spark asked for the assistance of ZOOM Cargo in the Czech Republic to arrange the loading crane and trucks for transportation from Litovel to Antwerp Port. The cargo was then shipped by Chipolbrok as breakbulk to Mumbai Port.

- Case 4: 462 x 281 x 296cm / 9,030kg
- Case 5: 298 x 232 x 238cm / 4,985kg
- Case 6: 278 x 96 x 255cm / 975kg
- Case 7: 1458 x 287 x 317cm / 34,700kg

An efficiently handled project showing the effective and beneficial cooperation between our members!

Check out these photos (left) of the operations, with more to be found in the online story.

- Case 1: 230 x 230 x 145cm / 1,790kg
- Case 2: 230 x 230 x 90cm / 5,790kg
- Case 3: 633 x 303 x 113cm / 12,650kg

www.sparkglb.com
www.zoom-cargo.com



Helpful Tips from CargoWise to Navigate Today's Supply Chains

Our technology partner, CargoWise, is continuing to produce a series of helpful articles for members and freight forwarders globally.

Whether you're a CargoWise user or not, these articles will provide you with tips and insights on increasing productivity as a forwarder.

Check out these two-minute reads here:

- How real-time information can transform your supply chain
- 3 reasons you should streamline your customs and warehouse operations
- Why going paperless is critical to navigating supply chain disruption

www.cargowise.com



Veslam Complete Delivery of Heavy Pipelaying Machinery

Veslam Shipping (our member in Bulgaria) recently completed a big project which began in January involving heavy machinery intended for the construction of pipelines which arrived at the Port of Varna.

Under the ruling and supervision of their partner as principal, the professionalism of the Veslam team and the experience they have gained over the years in handling oversized and heavy cargo played a key role in organising the unloading, storing at the port area and delivery to the site of this pipelaying machinery and equipment.

Another project to be proud of completed by Veslam Shipping!

www.veslam.com

Making a show of ourselves

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.

UFO Holds First Virtual 1-2-1 Meeting Week



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 companies adjusting to a new way of life.

To assist in this new situation, UFO has recently finished their first Virtual 1-2-1 Meeting Week (provided free of charge) where Members were able to book 30-minute meetings with each other to discuss existing and potential new business using their specially developed in-house Booking System.

A key feature of the system was being able to make notes against each meeting as well as one-to-one messaging so that Members could engage with each other before, during and after the Virtual 1-2-1 Meeting Week.

UFO President, Rachel Crawford said: "We are aware that communication and connections are vital and want to ensure that UFO continues to evolve and provide its Members with a strong networking platform. Indeed, belonging to organisations like UFO could be essential to the survival of many independent forwarders over the coming years. We are delighted that our first virtual event went so well as video meetings are an excellent way to connect in the absence of our annual gatherings."

Feedback from participants included:

"The innovative way of meetings and system is impressing which is interesting during the pandemic, it's very exciting to meet old friends and also made acquaintance with new friends."
Jetwell Logistics, China

"It was very important to take this opportunity to get to know the new agents and to greet those already known. After the meetings, we have already had requests that we haven't had in the past year."
Euro Cargo Express SRL, Italia

"Easily choose convenient time and space. Getting to know our agents much better by virtual meeting. As I got opportunity to see agents one on one virtually."
Crown Logistics, Kuwait

"Partners were on time and we broke the ice as we are new to UFO. We were able to discuss new businesses and follow ups have already started."
Platinum Shipping and Logistics, Ghana

UFO also provides online training and eZines which consist of helpful information and pointers on various topics. Recent issues include Holding Virtual 121 Meetings, Managing Flexible Work Arrangements and Working from Home.

Future Warehouse 2020

Leveraging Supply Chain 4.0, Operational Excellence and Workforce Optimisation for the Efficient, Profitable and Digital Warehouse of the Future

Melbourne, Australia | 12th – 14th October 2020

live+ *Not able to join us in person? You may now attend virtually. Contact us to learn more.*

Exclusive Site Tour

Join Our Behind the Scenes Site Tour to a Multinational Organisation and Obtain Key Takeaways to Drive Warehouse Innovation and Efficiency

Featuring an Interactive Half-Day Workshop

Automation and Supply Chain 4.0 Driven Strategies for Warehouses of the Future

*Delegates can redeem 6 points of Continuous Professional Development (CPD) from ASCI to go towards their Registration or Certification maintenance.

Endorsers



Media Partners



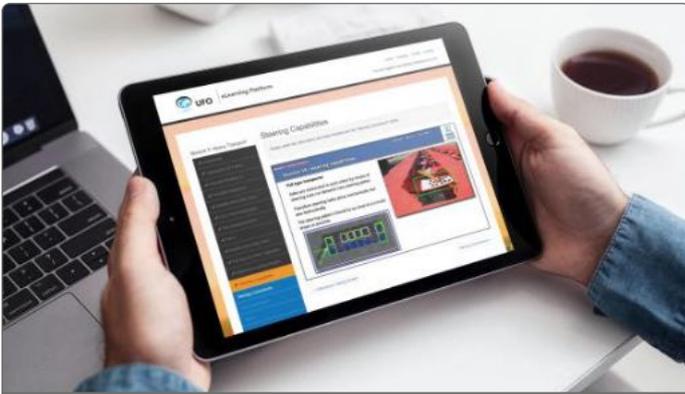
For more information and registration, please contact **Anna Foo** at email: AnnaKo@marcusevanski.com



TRANSPORT YOUR BRAND TO THE NEXT LEVEL!
An exclusive Branding & Graphic Design service for PCN, UFO, Cargo Connections and Freightbook Members.

For more information and my full portfolio, please visit:
idale.co.uk

And to get the ball rolling, please get in touch:
networks@idale.co.uk



Heavy Transport Online Training Program: Train 2 Staff Members for Only £250

Our eLearning Platform provides a comprehensive online 'Heavy Transport' training program which you can access at your own convenience with no deadlines for completion.

The exclusive online training has been used by staff in over 50 countries and has received great feedback:

- "You can work at your own pace, and this helps considerably with the ongoing demands of work/family life."
- "Even if you think you know it all, there will always be something you didn't know. Keep learning."
- "Anything new you want to learn you make time for and that is what I did."
- "The course was lengthy but I never felt bored."
- "There is no time limit for completing the course so it's good for understanding each session very clearly."
- "As a beginner in project cargo it's very useful for me, no doubt. Thanks."
- "With proper planning one can complete the course in a short period."
- "I like that you can pause for a few weeks if required so work and family commitments are not compromised."
- "I will definitely recommend this course to other industry staff."
- "I had already started informing peoples and institutional heads on the educational benefits and I hope they will contact you."
- "It's very useful – either beginner or experienced staff, it's very useful."
- "I want to thank the Instructor for his easy expression that gave me the opportunity to understand. I received a lot of knowledge from this course."
- "I learned a lot in this program, it is very complete and didactic. I think all companies involved in project cargo should do it."
- "I found it very informative and interesting. The instructor is very knowledgeable."

Now for the good news – We are offering a great deal enabling you to train 2 staff members for only £250!

It is the perfect time for an online course and upon completion, an e-Certificate is sent via email which can be downloaded and shared immediately so that the user can verify their training to clients and officials quickly and easily. Please visit the web site to enrol today.

www.ufotraining.com



Spark Global Logistics Delivers Mining Equipment to the Pilbara

The latest project from Spark Global Logistics has involved the delivery of mining equipment from Continental Europe to the Pilbara in Australia.

The cargo consisted of heavy, awkward and time-sensitive equipment delivered to the Pilbara, a remote region of Western Australia, 2,500km from Perth.

Sebastian Laffont (Western Australia Projects & Sales Manager at Spark) explains: "Their were very few options to ship to Fremantle as breakbulk so RO/RO was the only viable option. The cargo had to first be crated and lashed to ensure that the main units were not exposed to saltwater or fine dust. After the long sea journey concluded, we handled the complex lifting on the Fremantle wharf from the MAFI trailers to the trucks, using combinations of reach stacker cranes and 20tn forklifts."

Government restrictions were in place whilst the cargo was on the long journey through the West Australian desert but full planning and preparations had taken place long before the cargo arrived to port. The smooth processes handled by Spark Global Logistics were acknowledged by the customer, one of the largest mining operations in the world, who rewarded them with their continued support.

Sebastian concludes: "Large multinational forwarders tendered for this cargo, but the customer appreciated and valued the proposal with the added values that Spark offered including timing, preparation, safety and transit times."

www.sparkgl.com.au

Announcing Membership in Burkina Faso with **2MT Transit**

We are pleased to announce membership in Burkina Faso with 2MT Transit. With offices in the country's capital, Ouagadougou, they offer complete freight forwarding, customs and logistics services.

Mahamadou Savadogo (Managing Director) says: "Created in 2004 by a team of transport professionals, 2MT Transit quickly asserted itself as 'the forwarder whose quality of service is a constant'. For over 15 years, we have worked with hundreds of companies and individuals across the African continent and beyond from a wide range of different industries.

We owe the development of our freight forwarding, transport and customs know-how and expertise to the professionalism of our employees. Providing customised solutions, they know how to react quickly to new challenges and initiatives. 2MT Transit is a key player in Burkina Faso and since 2012, we have been the exclusive representative of UPS."

Photographed is a very sensitive radioactive shipment handled by 2MT Transit.

 www.2m-transit.com



Eurogate Poland Certified for GDP (Good Distribution Practice)

Eurogate Logistics Poland are proud to report they have been certified for GDP (Good Distribution Practice) as of June 25, 2020. The certificate applies for road and air freight forwarding activities for pharmaceutical products.



The certification acknowledges that Eurogate Poland has implemented, maintains and uses a system in accordance with GDP and in compliance with the DEKRA Logistics Management Standard. GDP refers to the regulatory guidelines governing the wholesale distribution of medicinal products to ensure their quality and integrity is maintained throughout the supply chain from the manufacturer to the end user.

"We are very proud of this achievement and we will make our best efforts to constantly develop further successes at the highest level of our performance."

www.eurogate.com



Anniversary Celebrations at Cronos Logistica Chile!

UFO member in Chile, Cronos Logistica are very proud to have reached their 17-year anniversary, celebrated in July.

Karla Benavente (Managing Director) says: "We celebrate our anniversary every year but because of the worldwide pandemic, we couldn't do it in the way we usually do. However, we didn't want to stop the celebration, so we did it via online platforms instead!"

"We are all very happy and proud to celebrate the 17th anniversary of Cronos Logistica!"

Congratulations and Happy Birthday to all at Cronos Logistica from the UFO Head Office!



www.cronoslogistica.cl



Dale is our Creative Director and produces our fabulous Digital Newsletters as well as your Membership Guides etc.

Dale is now offering his services exclusively to UFO Members to create beautifully designed visual identities, print collateral, and websites to help you elevate your company's identity and marketing.

- Please go to idale.co.uk, click **NETWORKS** and use the password: **Freight&Cargo**

Dale says: "Visual branding is what brings your brand to life. I'm proud to offer four different branding packages, for different budgets and needs, along with opportunities to customise with branding add-ons and extra marketing collateral designs. This guide outlines these offerings and shares a little bit about my process too, to help give you a feel for what to expect. Please feel free to get in touch with questions."

- **Branding Packages and Pricing Guide**

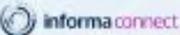
- **Client Questionnaire**

We highly recommend Dale's services and if you are interested, please contact him directly on:

networks@idale.co.uk

An **exclusive** Graphic Design service for Members



Brought to you by 

Shipping Transformation Asia

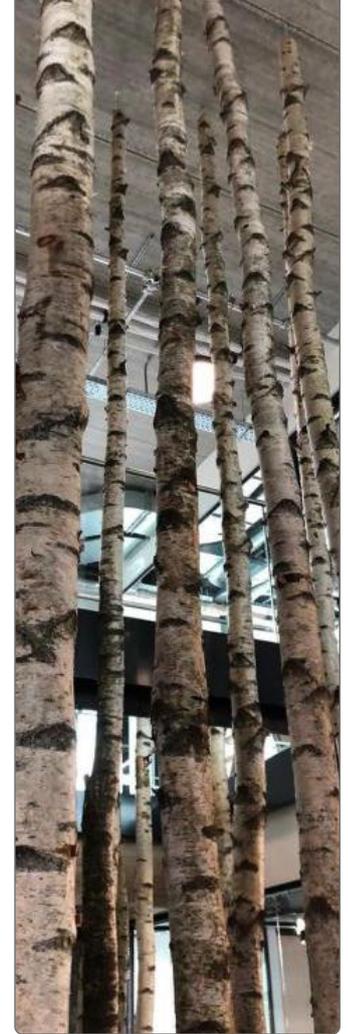
24-26 Nov 2020 | Digital

Find out more: <https://www.shippingtransformationasia.com/>

2 CO-LOCATED CONFERENCES

Shipping2030 Asia **Future of Ports Summit Asia**

ORGANIZER:  SUPPORTED BY:  MEDIA PARTNERS:                                                                                                                                          



Nunner Logistics Move Head Office to Exciting New Location

Our member in the Netherlands, Nunner Logistics are proud to report they have moved their Head Office to an exciting new location in Helmond.

"Nunner Logistics moved to our new corporate headquarters as of 6th July 2020. The modern new building, fully in accordance with BREEAM excellent standards, has a solar roof and exceptional facilities (including an Austrian stube and a professional fitness room) making it a very desirable workspace!"

"Directly connected to the office building is a 15,000m2 x-dock from which about 150 LTL linehaul trucks depart to all directions in Europe. Around 100 people will be working in the new building in an office environment of 2,000m2."

Please check out the online story for more photos of the impressive workspace!

www.nunner-logistics.com

TRANSLOG connect congress

2020 BUDAPEST
18-19 NOVEMBER
www.translogconnect.eu

CENTRAL & EASTERN EUROPE'S

LEADING B2B NETWORKING EVENT

FOR LOGISTICS AND SUPPLY CHAIN MANAGEMENT PROFESSIONALS

21 APRIL | Port of Antwerp
22 TO 2021 | Belgium

Antwerp 2021 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
contact: +44 1329 826335
or email: info@coastlink.co.uk

Gold Sponsor: Designer & Builder **NAVTEK** (NAVYER NAVAL TECHNOLOGIES INC.)

Sponsor: **PORT TYNE**

Supporters: **LOGISTICS UK** (THE NEW NAME FOR ITA)

Institute of Chartered Shipbrokers, UK Chamber of Shipping

Media partners: **MOTORSHIP** (OFFICIAL MEDIA PARTNER), **PORTSTRATEGY** (OFFICIAL MEDIA PARTNER), **GREENPORT** (OFFICIAL MEDIA PARTNER), **MARITIME JOURNAL** (OFFICIAL MEDIA PARTNER)

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



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



Cities 4.0

12 - 15 October 2020 | 2.00pm - 5.00pm (GMT+8)

TOWARDS A **SUSTAINABLE,
COMPETITIVE &
DISASTER-READY CITY**

**FULLY
VIRTUAL**



www.cities4pointzero.com Cities4.0 Cities4.0

"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 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 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 for details.



www.freightbook.net



freightbook

LINKING TOGETHER INDEPENDENT FREIGHT FORWARDERS



UFO

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