

# eMAGAZINE





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We really did leave 2022 on a high after our **20th Network Meeting** in Abu Dhabi. It was a really wonderful and inspiring few days and incredible to see delegates from 45+ countries in 1 room!

While going through the photos of the event (click here), I had a wonderful time recalling all that productive work we did and fun evenings we had. I am super grateful and really appreciate the effort that you all put in - including for some travelling such long distances - to attend the event. Thank you for making it so grand and successful.

And to ALL MEMBERS, those who attended and those who couldn't - I want to thank you for being a valuable part of UFO - we appreciate that you have a choice of networks and are so happy you are part of our friendly and professional global family.

Finally, full details for our next meeting are now available in our Meeting Hub.

Wishing you a fabulous start to 2023!

Best wishes,

Rachel Crawford FCILT  
President/C.E.O.





# EUROGATE LOGISTICS HONOURED AT TSL ANNUAL EVENT IN POLAND

Eurogate Logistics are proud to announce that they were recently honoured in the 27th TSL ranking - the prestigious ranking of the logistics industry in Poland - and took 7th place in the category: 'Revenue from Main Business Activity – Road Freight'.

The TSL ranking is an annual event that was created by the initiative of Professor Halina Brdulak and the Warsaw School of Economics, designed to promote companies operating within Poland in the transport, forwarding and logistics industry. Entities registered in Poland take part in the ranking, most of which come from transport activities. The Gala was held on June 27th. On behalf of the company, the award was collected by Mr. Piotr Zielinski, Member of the Management Board of Eurogate Logistics.

"We are proud that thanks to the work of all our employees, our clients have placed their trust in us, which is directly reflected in the results of the ranking. In the coming years, we will make every effort to meet the expectations of our business partners, while adapting to the reality that surrounds us."

Eurogate are sure that their daily commitment to work and improvements that they have introduced will ensure future success.



# CARIBBEAN INTERNATIONAL CARGO HANDLE PAPER MACHINERY TO CAUCEDO

Caribbean International Cargo, our Members in the Dominican Republic, recently handled an important shipment for one of their main clients with the support of fellow UFO Members from Germany ALLSTA Spedition GmbH.



The cargo transported consisted of a new machine for the paper industry. The production capacity of the company behind the machine is currently at 11 million units per year - this new machine will help increase production to 19 million so that they can increase their export volume.

The shipment was handled in 21 x 40' HC containers and 2 x 40' flat racks. It left the port of Hamburg late July and is scheduled to arrive at the port of Caucedo next week.

"Caribbean International Cargo is a full-service transportation company who pride themselves on providing prompt, efficient, reliable service to all their clients."





# A CONVENIENT MENU OF SERVICES AT BGL CARGO EXPRESS UAE

We are pleased to report BGL Cargo Express will be attending our exciting 2022 Network Meeting taking place in Abu Dhabi on 23-25 October. Meeting face-to-face and building closer relationships (and friendships) is a valuable tool in forwarding which shouldn't be underestimated and we can't wait to see all our members in Abu Dhabi!

The company have a complete and convenient menu of services including air freight, sea freight, local & cross-border transport, multimodal, transshipments, door-to-door, consolidation, warehousing & distribution, customs brokerage, dangerous goods, project cargo handling & management, e-commerce logistics and local & international courier.

Air Freight Manager, Abdul Shukoor comments that they are keen to develop new partnerships with UFO agents and they look forward to becoming an active member.

"BGL Cargo Express reliably handle freight forwarding by air, sea and road, providing top class services. Combining proficiency with a desire for service distinction, BGL has the competence to address any transport and shipping requirements, from a small package to a large industrial project. Our professional team is comprised of experts in logistics management and operations."

"Our efficient and effective freight forwarding services provide economical and simplified solutions."

We are proud to announce BGL Cargo Express are new members in the United Arab Emirates. Located in Dubai, they are registered with FIATA, IATA and NAFL.







## CARGO DISTRIBUTION NETWORK TRANSPORT GARMENTS WITH INTRASPEED

Cargo Distribution Network, our Members from Bangladesh, recently completed a shipment of ready-made garments to Cape Town, South Africa on EXW terms. This shipment originated from fellow UFO Member Intraspeed.

The commodity featured were Men's Blazers, manufactured for a renowned fashion retailer in Cape Town.

Since this shipment was on EXW terms, CDN arranged complete services from delivery trucks up to loading on vessel.

- CDN's truck loaded the boxes from the factory located in the DEPZ area
- The cargo was unloaded at a private ICD in Chittagong, a 1 day long journey from Dhaka
- CDN's customs clearance team prepared the export documents and arranged clearance from the customs authority

- CDN's CFS team palletized the boxes to ensure safety and security of the merchandise
- The pallets were placed in a sea container and loaded on a feeder vessel
- The feeder vessel carried the container from Chittagong and discharged it at Singapore
- The cargo was then loaded a mother vessel from Singapore which carried it to Cape Town Port in South Africa

The complete journey took around 2 months, from loading on truck at Dhaka to discharging at Cape Town. A majestic 10,000+ km voyage indeed!

An EXW shipment is always tricky, no matter how small or large in volume. It always poses threats and challenges during the operation where one small mistake could lead to disaster.

"Luckily, with great cooperation and assistance from Intraspeed South Africa, the job was done!"

## CARIBBEAN INTERNATIONAL CARGO CELEBRATE 19TH ANNIVERSARY

Caribbean International Cargo, our Members from the Dominican Republic, recently celebrated the 19th Anniversary of their company!

We would like to congratulate Caribbean International Cargo on this impressive milestone and wish them good fortune in the coming years.

"Caribbean International Cargo is a full-service transportation company located in the Dominican Republic."

"We pride ourselves on providing prompt, efficient, reliable service to all our clients. Our friendly staff is extremely responsive and always available to expedite your orders."







## 8TH ANNUAL SMART MANUFACTURING SUMMIT

**27-28 APRIL 2023**  
CORINTHIA HOTEL PRAGUE  
PRAGUE, CZECH REPUBLIC

This 2-track hybrid edition will focus on Robotic Automation & Manufacturing Excellence by bringing together industry professionals to discuss the latest innovations in operational excellence, best practices for production planning and successful examples of global implementation of automation technology across the manufacturing sector.

Join industry peers in the perfect atmosphere conducive for active engagement, networking and knowledge exchange, to share insights on market trends and cutting-edge developments in technologies and solutions for manufacturers to become more flexible and efficient in 2023 and beyond!

### MEET SOME OF OUR SPEAKERS



**Matthias Graefe**  
Director of Supply  
Chain Transformation  
IBM



**Rahul Madhavan**  
Director – Ebus Fleet strategy  
and New Business Incubation  
Hitachi



**Mark Carnaghan**  
Managing Director - Food &  
Water Testing U.K. and Ireland  
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**Michal Major**  
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## EAF FEATURED BY INC. 5000 FOR THEIR SEVENTH YEAR

Express Air Freight, who joined the UFO Network in January 2002 as a USA representative, are proud to announce that they have once again been recognised by leading business magazine 'INC' as one of the fastest growing private companies in America.

Mr. David Marx, President of Express Air Freight (pictured right), explains: "We are pleased and proud to receive this letter from Inc Magazine. This is a recognition of everyone's efforts, pursuant to our mandate, that we offer the best service in the freight forwarding industry. On behalf of the management of Express Air Freight we want to thank our staff for all the efforts, hard work and dedication they have contributed that enabled us to be recognized for this wonderful accolade."

"The companies that made this list have, on average, grown nearly eight-fold since 2018."

We would like to congratulate Express Air Freight on their seventh time featured on this esteemed list as only four other companies have been able to replicate the same success.

## AN INTERVIEW WITH MARGARET FROM GLOBAL CARGO CANADA

Global Cargo Canada are our members from Canada and have been a long-standing part of the UFO family since January 2002.

"Cargo Canada Inc. is a corporation certified to handle international freight-forwarding. We are an experienced team of professionals committed to client's full satisfaction. We offer business advice and assistance when exporting and importing cargo."

The following is an interview with GCC President, Margaret Janczak.

### 1. When was your company established?

I established Global Cargo Canada Inc. in 2005. For 17 years, we have been happy to serve our clients with our dedication and experience providing a complete set of services in air and ocean freight.

### 2. How did you first (personally) get into the freight industry?

It was not an accident or a fluke. I am Canadian but my roots are from Poland. I was born in Gdansk, a port city. As a young person I knew that when I would finish University studying the transportation field, that I would enjoy working in the ocean freight industry.

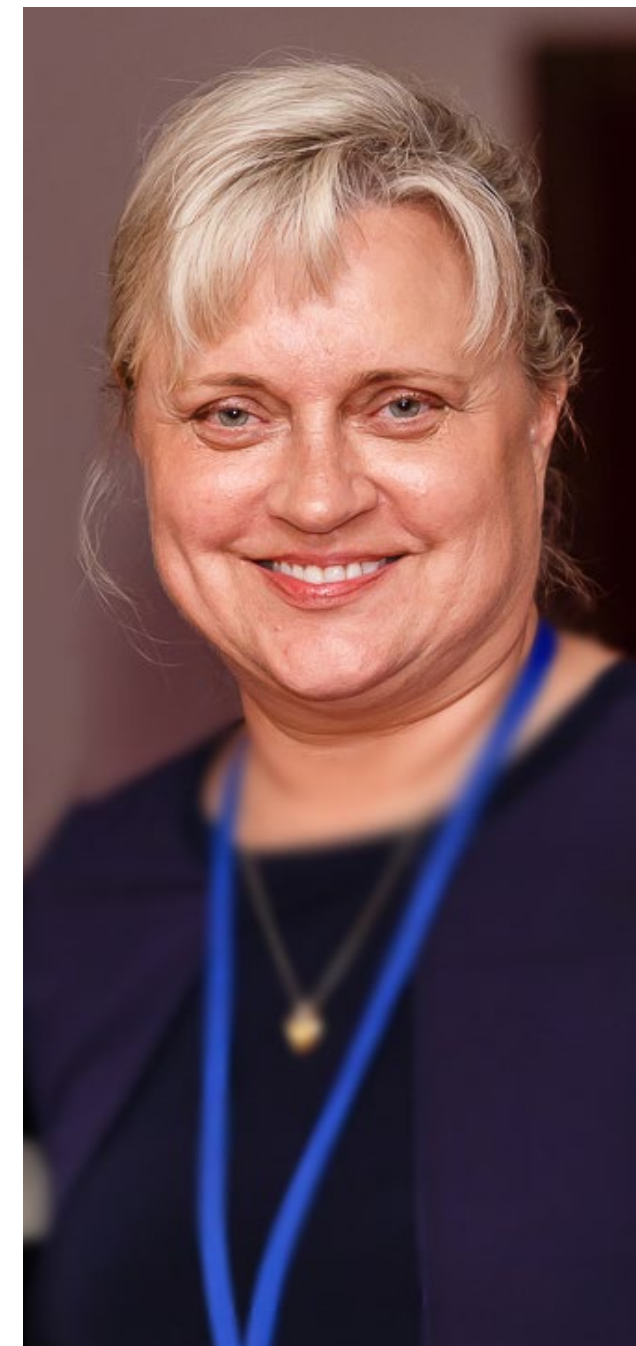
I had no idea that this would come to be, resulting in a move to Canada to start my career in Toronto. I was offered a job in Atlantic Container Line (ACL). In fact, my thesis for my master's degree was about ACL, the first steamship line company in the world to introduce ocean containers to the freight industry completely and permanently changing ocean transport.

### 3. Is your business mainly import or export?

We handle both imports and exports, with exports representing a slightly higher percentage of our business split. We begin our assessment of the shipment process by understanding the cargo to be handled, choosing the optimal transport, aligning with the client, and then executing each logistical step with timeliness and care, all the time communicating with our clients until the transaction is complete.

### 4. Do you specialise in a specific area or type of movement?

We have a broad range of expertise. Over our 17 years, Global Cargo Canada in addition to handling thousands of standard air and ocean container shipments, has built up a reputation for handling complex merchandise, ranging from oversized cargo, radioactive materials, explosives and chartering vessels. We enjoy taking on new and challenging projects as it allows us to continue to broaden our knowledge and experience.







We provide a complete set of services in air freight, ocean freight for export and import, including packing, crating, preparing banking documents, customs clearance, local transportation, shipping insurance and last but not least, the final delivery to the recipient's door in Canada or abroad.

#### 5. What are the current trends that you see in transportation?

Every country has its own challenges, regulations and specificities deal with. One of the issues that has consumed all of us these past 2-3 years is the COVID-19 pandemic, which took us all by surprise. It has forced on us new approaches to living and working.

Many companies, logistics included shifted their workplace to private homes, and for some this was also a cost-effective move.

Cargo transportation by air was reduced to a minimum in 2020, the high costs of air freight resulted in exporters switching to ocean freight transport. This sudden and high demand in ocean freight volume, resulted in booking delays, port congestion, container shortages, and labour shortages mainly in the trucking industry. In Canada, due to COVID -19 a lot of drivers abandoned their work due to low pay and some just simply went into early retirement.

Over 2021-2022 the freight industry experienced increased costs, driven by inflation and the shortages of employees (in particular truckers), which has further increased pressure on delivery times.

Another important trend has been to embrace computer and digital solutions to help navigate effectively, timely and tailored services to the client. This creates a task for an older generation of workers

to learn these new techniques, whereas the younger generations adapt quickly. Customers as well need to adapt, as many are accustomed to, and still prefer the traditional person to person service approach.

In my humble opinion, I consider it a success for all of us who have survived and navigated these last two to three years in the freight shipping industry.

The logistics industry has successfully undergone a tremendous transformation of late, we need to continue to stay flexible and adapt. I look forward to meeting my partners in Abu Dhabi to learn more about the current global trends in transportation and the solutions they are putting in place to develop and grow.

#### 6. What is your favourite film?

I like all films that have happy endings. One of them is "Green Book".

#### 7. If you could travel anywhere, where would you go and why?

Am grateful that through UFO, we have had the opportunity to travel to different locations around the world to meet agents and potential clients. On a personal level, I would like to go back to Italy and spend more time there to learn and enjoy their culture and landscape.

#### 8. What is a skill you'd like to learn and why?

I would like to learn how to paint. I think it would allow me to express my feelings and providing me some peace in our busy world.

We thank Margaret for her time and thoughtful answers to our questions.

# 6<sup>TH</sup> EDITION SAUDI TRANSFREIGHT & LOGISTICS 2023

6<sup>th</sup> - 7<sup>th</sup> March, 2023  
JW Marriott, Riyadh - Saudi Arabia

Organised By :



Bricsa Consulting

## Highlights

- 'National Transport and Logistics Strategy' in line with the KSA's Vision 2030
- Saudi Railways Expansion Programme
- National Industrial Development and Logistics Program (NIDPL)
- Smart Ports Initiative and its Future
- Digitalisation in Supply Chain
- Future of Freight Forwarding and Cold Chain Logistics

Saudi Arabia is leaving no stones unturned to capture a good chunk of the freight, supply chain & logistics market and establish itself as the global trade and logistics hub which connects Middle East, Asia, Europe, and Africa. The Saudi Arabia's Freight and Logistics market is expected to grow at a CAGR of more than 6.95% by 2026 in the Global Logistics Industry.

To understand the challenges and prospects in the freight-logistics-transportation sector as well as discuss the latest developments in the Middle-East region, **Bricsa Consulting** is hosting its 6<sup>th</sup> edition into the Transfreight sector - **6<sup>th</sup> Edition Saudi TransFreight & Logistics** in **Riyadh - Saudi Arabia** on **6<sup>th</sup> & 7<sup>th</sup> March, 2023**.

Contact us for further information :

[marketing@bricsaconsulting.com](mailto:marketing@bricsaconsulting.com) | [www.bricsaconsulting.com](http://www.bricsaconsulting.com)



# AN INTERVIEW WITH CHRIS FROM SPARK GLOBAL LOGISTICS

Spark Global Logistics are our members in Australia, and have been a long-standing part of the UFO family since August 2002.



"Spark Global Logistics belong to ASIST and AFIF and cover the whole of Australia - offering air & sea forwarding. Our aim is simple: to provide the best service possible and to carefully listen to our customers' requirements. Every shipment is followed at every stage by our experienced staff, keeping our customers updated throughout the process."

The following is an interview with Business Development Manager, Chris Doyle.

## 1. When was your company established?

2001.

## 2. How did you first (personally) get into the freight industry?

I entered the industry through a family friend who owned a Customs Brokerage and offered me a job.

## 3. Is your business mainly import or export?

Though we handle both, the majority of our business is import: around 80% to 90% as a rough guide.

## 4. Do you specialise in a specific area or type of movement?

There's no specialisation, we are able to handle all cargo and movement types.

## 5. What are the current trends that you see in transportation?

Having experienced the roller-coaster ride that the pandemic has presented over the past 24 months, I hope for some stability with rates and services, but expect more of the same for the foreseeable future.

For us here in Australia, freight from China & Southeast Asia has improved over the past 4-6

months in terms of space and rates so fingers crossed this continues and other parts of the world follow suit!

## 6. What is your favourite film?

Shawshank Redemption.

## 7. If you could travel anywhere, where would you go and why?

Germany for Oktoberfest – self explanatory!

## 8. What is a skill you'd like to learn and why?

I'd learn to play the drums. The coordination and skill set required to be an elite drummer is something I have always admired.

We kindly thank Chris for his time and honest answers to our questions.



# SCANLOG ADD NORWAY UFO MEMBERSHIP WITH FOCUS ON RESPONSIBLE LOGISTICS

We are pleased to report Scanlog are our new UFO member in Norway. Scanlog are already established members in Sweden and we are delighted to include their Oslo team in the UFO family.

Scandinavian Logistics Partners AS (Scanlog) in Norway is headed by Managing Director, Mr. Vegard Kristiansen who has extensive experience in the Norwegian and international logistics industries and Mr. Lars Ola Gunnarsson with a background at several major logistics companies. In Norway, the company has the same focus on Responsible Logistics as their Swedish parent company, specialising in international transport by sea, air, road and rail and including efficient customs clearance for swift export and import flows.

Vegard Kristiansen comments; "With our team in Oslo and the teams in Stockholm, Gothenburg, and Malmö we are able to offer cost-efficient and environmentally sustainable transport to and from Norway using all modes of transport and in a fully transparent way. Scanlog's focus on Responsible Logistics – cost-efficient logistics with reduced environmental impact and higher quality where digitization plays a central role, not only fits my own way of thinking, but it is also something that has really been missing in the Norwegian market."



# UFO HOLDS 20TH NETWORK MEETING IN ABU DHABI

C.E.O's and Senior Managers from over 45 countries from South, Central and North America, Caribbean, Africa, Europe, Middle East, Asia, and Australasia recently attended our 20th Network Meeting, which was held from 23-25 October 2022 at the fabulous W Hotel Abu Dhabi - Yas Island.

Directly linked to the Yas Marina Circuit, our venue is the only hotel in the world built upon a Grand Prix Racetrack. The cars practicing for the upcoming Formula 1 gave us plenty of entertainment during our 3 day event! The first chance we had to meet after a challenging few years, was on the famous rooftop Wet Deck where we enjoyed dinner and drinks together. For some it was their first time, and we hope they quickly felt welcome and part of the UFO family, for others it was like a school reunion!

The official meeting was opened by C.E.O./President, Rachel Crawford who said "For over 22 years we have seen Members from different religions, backgrounds, and beliefs, form friendships that for many will last for life. You have also made the meetings such fun!"

"I genuinely believe the reason we have outlasted so many other networks is due to the sense of family that UFO has and the respect we have for each other. This meeting is no different, our goal is to bring you together to seek strength in numbers by spending 2 days exploring business and discussing industry updates."

The past few years has seen a huge surge in the popularity of video as a marketing format. Video can be a powerful way to spread a message in a way that is easily accessible to a large audience. Plus, customers are more likely to use a company when they understand what they do and how they can help them.

UFO have created a video for Members to use in their marketing and sales efforts. Delegates watched the video and were invited to include a link to the video when sending emails or quotes to their customers, or to share it on social media. They may also embed the video into their website by using the code provided by the UFO Head Office.





The Annual Awards were presented, which were calculated from the results of the recent Quality Control Survey. So that the awards are fair to smaller markets, results are calculated using a ratio of how highly the company scored against the number of Members they work with. The winners were:

International Award  
**Spark Global Logistics (Australia)**

Regional Award: Middle East & Africa  
**Intraspeed (South Africa)**

Regional Award: The Americas  
**Double Star Logistics (Brazil)**

Regional Award: Asia & Pacific  
**KMS Logistics (Singapore)**

Regional Award: Europe  
**Plaza Forwarding (Spain)**



Delegates then got down to business and held numerous 1-2-1 meetings with each other, aided by the UFO Countdown Clock and their pre-arranged Meeting Hub schedules.

These sessions were a great success as meeting face-to-face and building closer relationships (and friendships) is a highly advantageous tool in forwarding.

This year our event had various zones. We had Work Zones with charging points, where delegates could check in with their office or deal with any emails in peace. The Photo Zone provided an area where delegates could have new profile photos taken. The Swag Zone is where merchandise, company giveaways and brochures were placed. A favourite was the Chill Out Zone! With the World Cup looming, delegates enjoyed challenging their fellow Members to a game of table football or pool.

Plaza Forwarding in Spain kindly sponsored our Water Bottles and our Technology Partner, CargoWise sponsored our Conference Bags. After a busy day in the meeting room, it was time to relax! Delegate were taken to an exclusive BBQ Party at the stunning Yas Island Beach Club with a stunning waterfront view of the Arabian Gulf. The delicious BBQ was washed down with an open bar. The evening provided the perfect opportunity to hang out together in an informal setting and of course the night ended with lots of dancing!

See Group Photo v1, Group Photo v2, Group Photo v3 and Group Photo v4. Some comments from delegates:

"So happy to meet everyone in person after 4 years. Can't wait to see everyone again soon." Verdi Sjahlendra, Trans Pacific, Indonesia

"It's great to meet people and feel as a family. Looking forward to having future cooperation with each other and meet again at the next conference." Abdul Shukoor, BGL Cargo, UAE

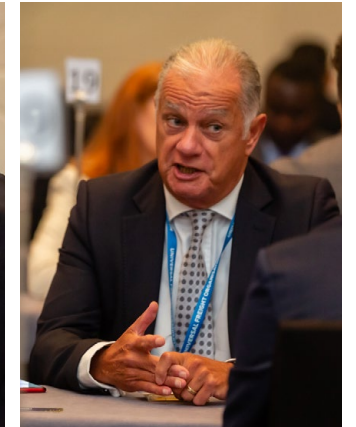




## WELCOME RECEPTION



## MEETING ROOM





## BBQ PARTY



# 2024 NETWORK MEETING

A stunning beach destination perched on Thailand's eastern Gulf coast and just 90 minutes from Suvarnabhumi Airport in Bangkok, makes Pattaya perfect for our 21st global gathering.

## REGISTRATION



[ufomeetinghub.com](https://ufomeetinghub.com)  
REGISTRATION OPENS JANUARY 2023

## OUR SCHEDULE INCLUDES



Welcome Dinner  
Grand Pool Rooftop



1-2-1 Meetings  
Royal Summit Chamber



Group Dinner + DJ  
Sky Aquarium Infini Pool

18-20 February 2024  
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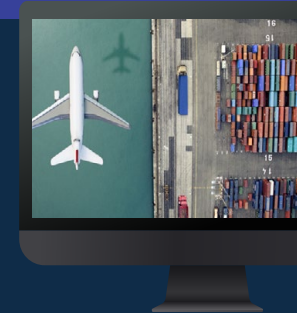
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