



2014 Q4 Newsletter

Delivery By
Drone

West Coast Slowdown
Means Cheaper Trees

Boutique
Logistics
Networking

Member Spotlight
Plane 2 Sea International



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Message from **Richard**



Dear X2 Colleagues...

Welcome to the final edition of our 2014 Quarterly Newsletter. As we enter Q1 of 2014 - we will be moving into our 21st month since the launch of X2 Elite – time has passed by so quickly and within that time we have accomplished a lot as a group. I like to emphasize this point because the resource of time is one of the most important valuable. It cannot be turned back or replenished and once it's spent it will never be returned.

However, we all have time left and at the end of the year, what you will do with it is an ideal time for reflection and determine how to have a better year, and at this time, that is for a better 2015. This issue is our 6th Newsletter since we started the network and we have utilized our time to do as much as possible for the network. It has always been my hope to see this newsletter evolve as a feature of X2 that the members can be involved in and to be proud to be a part of, and I believe I am seeing that in most noticeably in this issue and our previous issue. Paired with the development of this newsletter we have also seen the growth of our networks to include our specialty networks; we are group of specialists and professionals that understand the potential that can be reached through commitment to goals, especially those goals that can be difficult to reach. But realize, that often the most difficult goals are those that offer the greatest rewards.

We are now at the end of 2014 and time has certainly moved quickly and this is the issue that precedes our conference in Phuket that will be held January 25-28. We started off the year with the focus being on 2014 being a year of change for the network and for its members – a year of development for both business and member to member relationships. I believe that is something that has happened and in 2015 we will be building upon the changes that have occurred through 2015. I believe the months following the conference will show a stronger more cohesive group and we will see newer members becoming increasingly involved as they become more familiar with those they have met at the conference and the differences that X2 brings because it is a different type of logistics network.

With that, I would like to close my message to you all with a wish for continued success in 2015.

Happy new year and see you at the 2015 X2 Conference in January!

Richard Overton
CEO of X2 Logistics Networks

X2 WORLD TOUR



X2



World



Tour

www.x2elite.com



Pre-Flight Night

24 Jan 2015
Time: 21:30 - till late



LEVELS CLUB & LOUNGE

Dress Code:
No shorts and flipflops (Open shoes)

Don't forget to bring:
PASSPORT (copy)

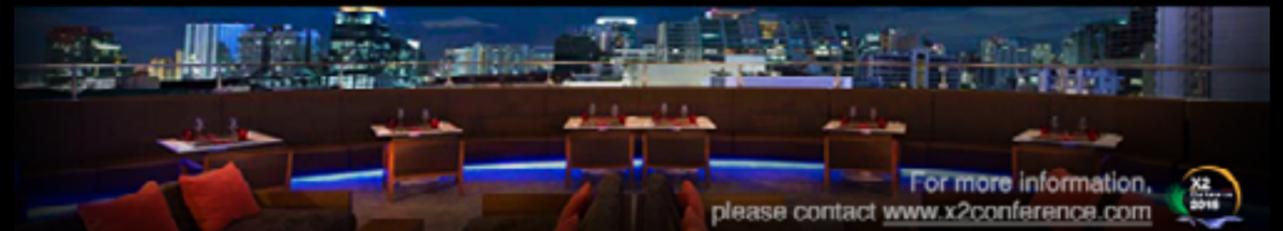
How to get there?

6th Floor, Aloft Hotel, BTS Nana Station,
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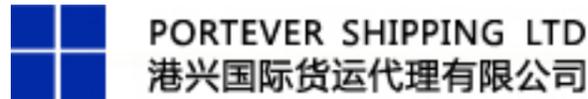


For more information,
please contact www.x2conference.com



Q4

New Members of X2 Elite



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- National Distribution • Supply Chain Management
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- Value Added Services • Contract Logistics
- Reverse Logistics • Global Sports Logistics
- Specialist Vehicle Fleet • Fulfilment

Member of

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it's not just what we do, it's who we are.*



MEMBERS VISIT X2 OFFICE

October 31, 2014



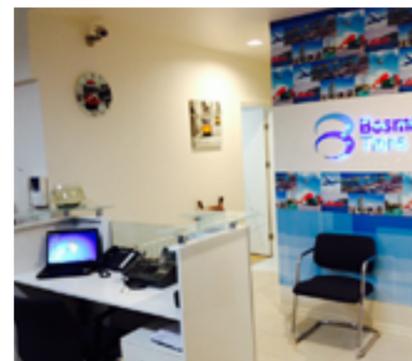
X2 was visited by Mr. Francisco Vilarinho from Intersped-Transitors e Navegacao Lda, Mr. Surachai Pongpensuk from Sea & Aero Logistics Co., Ltd and Mr. Arne Luecken from BRELOG GmbH.

November 3, 2014



Today, the X2 Office was visited by Mr. William Janssens from Gate4EU NV, Mr. Benny C. Anunciacion from SEA-JET INTERNATIONAL FORWARDERS, INC., and Mr. Arne Luecken from BRELOG GmbH.

Bosmar Trans



Bosmar Trans from Turkey has moved their head office to a new address which is now their own property.

It has full high tech communication facilities and within a high tower business centre and easy to reach as it's located in the front of subway station.

Masage from Bosmar Trans team to X2 Members:

"We will be very happy to see any X2 Elite Members in our new office. For the first 10 visitors, 3 days accommodation & dinners free!"

Below is the Bosmar Trans office new address and some pictures of the interior

Altaycesme Mahallesi, Cam Sokak No:16
Dap Royal Center, A Blok, Kat: 1, No: 3
Maltepe / Istanbul- TURKEY🌐



ILG - Group



International Logistic Gateway s.r.o. (ILG) would like to inform that ILG Graz, headed by Gerald MITTEREGGER, with immediate effect is not part of the ILG-Group anymore.

Consequently ILG is restructuring responsibilities and their recently inaugurated office in Vienna is taking over responsibility of the whole country.

Please welcome Manuel WURSTBAUER as ILG's new coordinator for any shipments to and from AUSTRIA.🌐

Gateway Container Line SRL



During The 4th Quarter We Handled:

4 Export Sea Freight Shipment Routed By The Following Agents:
2 from Sea And Aero, Bangkok,
1 from Fleet Line, Dubai,
1 from Janssens, The Netherland.

1 Import Airfreight:
from AWA, USA.

2 of our Sea Export Shipment to Jakarta to AGX.

1 of our Airfreight Export to Jeddah sent to Mosaico Jeddah.🌐

FREIGHT EXPERT, INC. JAPAN

In compare with the start and present; we have been increasing close communication with X2 members.

In compare with Q1, Q2 and Q3, now, last Q4 is going to increase communications with X2 members and how much revenue by "x" efforts biz.

We expect that we are going to increase more and more number of shipments among X2 members.

In Japan, last working day is

Dec.26 and resume on Jan.05, 2015. The Freight Experts staff is working hard every day.

We visited the following countries in 2014;

- Egypt
- U.A.E
- Lebanon
- Vietnam
- Taiwan
- Italy



CTI SPA



Potential Opportunities

Ebola Outbreak and Currency Fluctuations: A Message Triangle Worldwide

Dear Partners,

We at Triangle are writing to update all our partners on the potential in the Rubber Gloves commodity movement ex-Malaysia.

Malaysia being the largest Glove Manufacturing nation is beginning to see a tremendous surge in its Rubber Glove exports due to the recent Ebola outbreak. In this crisis there has been an abundance of opportunity, we have moved several large shipments of Glove for our partners and we would like to pitch this to all of you who may have clients who import and distribute medical supplies and gloves.

There has been many requests from our European and American agents who are moving this cross trade ex-Malaysia to the

African and South American continents. If you or your clients would like to take advantage of the weak Malaysian Ringgit and the high quality of Malaysian Gloves (Malaysia Produces the best quality Rubber Gloves in the world) please do not hesitate to contact us.

We can also assist your clients to procure these gloves as well and we will be able to link them up directly to the manufacturers or traders.

Drop us an email at sales-team@triangleww.com if you'd like more info on this potential opportunity.📧



CTI SpA is highly specialized into the optical field, to the point that we are the official freight forwarder of ANFAO (national association of optical producers).

For that reason, we are visiting the most important exhibition in the world (Milan, Paris, New York, Hong Kong, Dubai, San Paolo, Buenos Aires, Munich...)

The most important exhibitions in the world for this field are Milano, the so called MIDO, and Paris, the so called Silmo.

For these 2 exhibitions, we are offering a special service to all our customers. Few

days before the beginning of the exhibition, we pick-up the samples collection (only the sample, no booth material...) and take it to our warehouse.

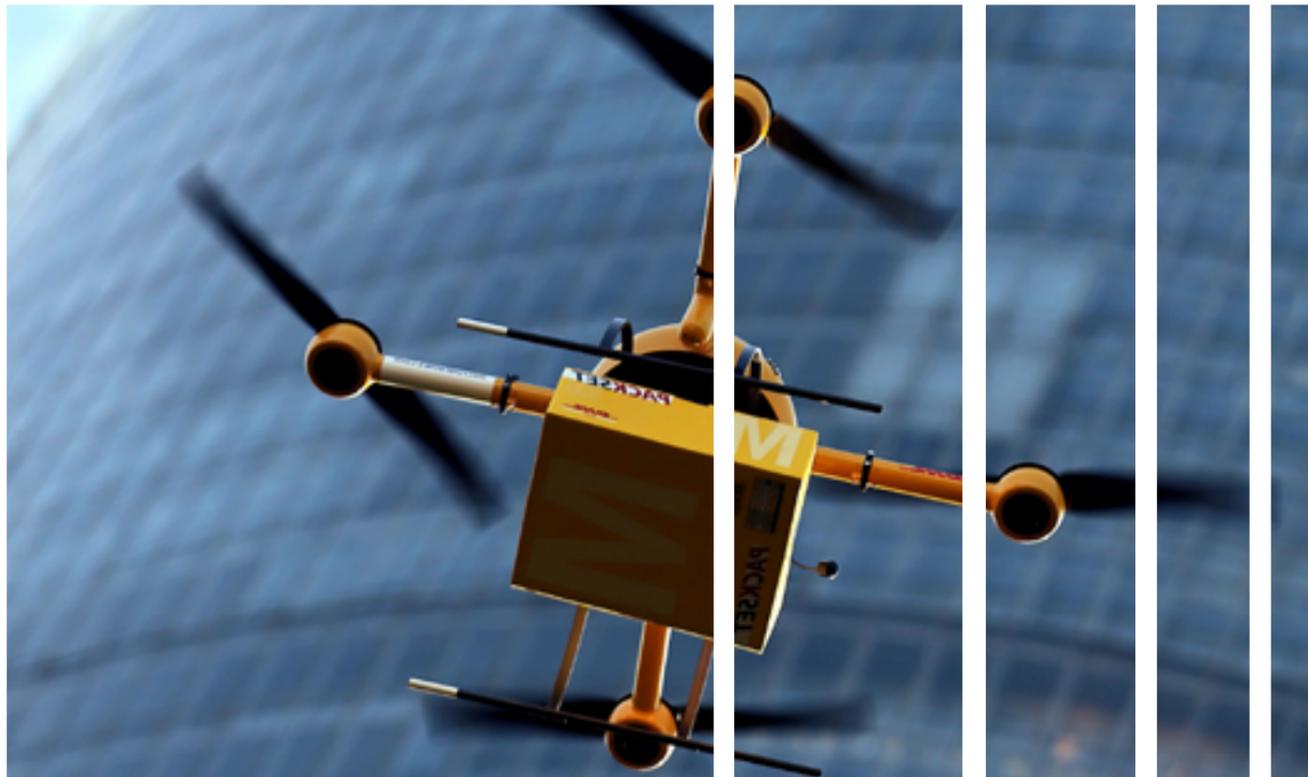
Once we have collected all the goods in our warehouse, we personally load all the DEDICATED trucks needed and send them directly to the exhibition site. Once the trucks reach the pavilion, we personally offload the goods and do the delivery to the customer's booth only when there is someone that can accept the goods.

Then, the following day we attend the exhibition visiting existing customers and

proposing our services to new customers.

The last day of the exhibition, we personally pick the goods up from the booth, load them on the dedicated trucks and send them back directly to our warehouse, where we offload them and send the samples back to the customers.

This service is thought up because the sample collection are really worth a lot of money, but not really easy to transport. In this way we can offer a safe service to the customer and keep them happy.📧



Delivery By **DRONE**

It looks like Amazon isn't the only company that is using drones for order fulfillment. DHL recently announced that it will be delivering medicine by drone to a German island in the North Sea. Although Amazon may have pulled a successful publicity stunt with its "delivery by drone", DHL has gone beyond the idea and will be making the first routine delivery by drone.

The experimental delivery plan is a part of a year long feasibility project that will begin by "airlifting" medicine from the town of Norddeich, which lies on the coast of a harbor to the German island of Juist.

The drones will not be controlled as they fly by a human. Instead, DHL will act autonomously and fly a pre-programmed route. Delivery by drone has been seen in the media as a subject that has come out of both Google and Amazon, however both feel that drone deliveries as a common process are years away. However, DHL is seeking to demonstrate otherwise through possible real-world uses.

Google tested its drone delivery system in the Australian Outback whereas DHL is experimenting on islands. There are two potential reasons for this. The first is



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that the makers of drones and analytical experts have identified the usefulness of using drones in remote areas because there is often a lacking road network or not feasible to deliver a package due to the terrain. Additionally, governments have shown that they are much more willing to authorize drone testing flights in these areas.

For this particular project, DHL has partnered with a German company, Microdrones GmbH, to create a custom quadcopter that is capable of withstanding the North Sea weather conditions that for the average drone would spell disaster. Of course the quad copter is clad in yellow and red livery.

The drone will use a dedicated field for landing on the island. Upon landing DHL couriers will retrieve the shipment and deliver the medicine to each recipient's door. On the ground in Norddeich, drone pilots will maintain contact with air traffic controllers in the case of an emergency intervention is needed.

The technology of logistics is evolving quickly and it appears that those who are too slow to adopt early to improve efficiency and breadth of services might be left out in the cold. As a freight forwarder, do you expect to be working with drones soon and arranging shipments that might involve a portion of UAV or drone along its journey?🌐

The International Longshore and Warehouse Union had been holding a caucus in San Francisco where there had been hopes that delegates would vote on a new contract. Instead, it ended on Tuesday without a resolution.

The ILWU did issue a statement soon after the PMA's notice saying that there was nothing wrong with dispelling false rumours.

Both parties met on Thursday, "at which time the union looks forward to receiving the PMA's response to the union's latest proposals that were submitted this past Monday morning after meeting the previous weekend," the ILWU said.

"Support from rank-and-file longshore workers remains strong and united. More than 90 democratically-elected Longshore Caucus delegates who met in San Francisco on Dec 15-16 unanimously adopted a resolution affirming efforts by the ILWU Negotiating Committee to reach a fair agreement."

The ILWU added that

the cause of the port congestion crisis was due to "bad industry decisions that pre-date the slowdown allegations". The ILWU included notes about how the key drivers of congestion are industry-based changes in operations and business models, which include chassis outsourcing, and that has paralysed ports and made the docks much more dangerous for those working there.

"Despite the longstanding port congestion problems, both sides remain committed to reaching a fair agreement as soon as possible," the ILWU insisted.

Congestion at the largest complex in the U.S., the adjacent ports of Los Angeles and Long Beach, has become a daily feature for the past few months, leaving ships to routinely anchor outside

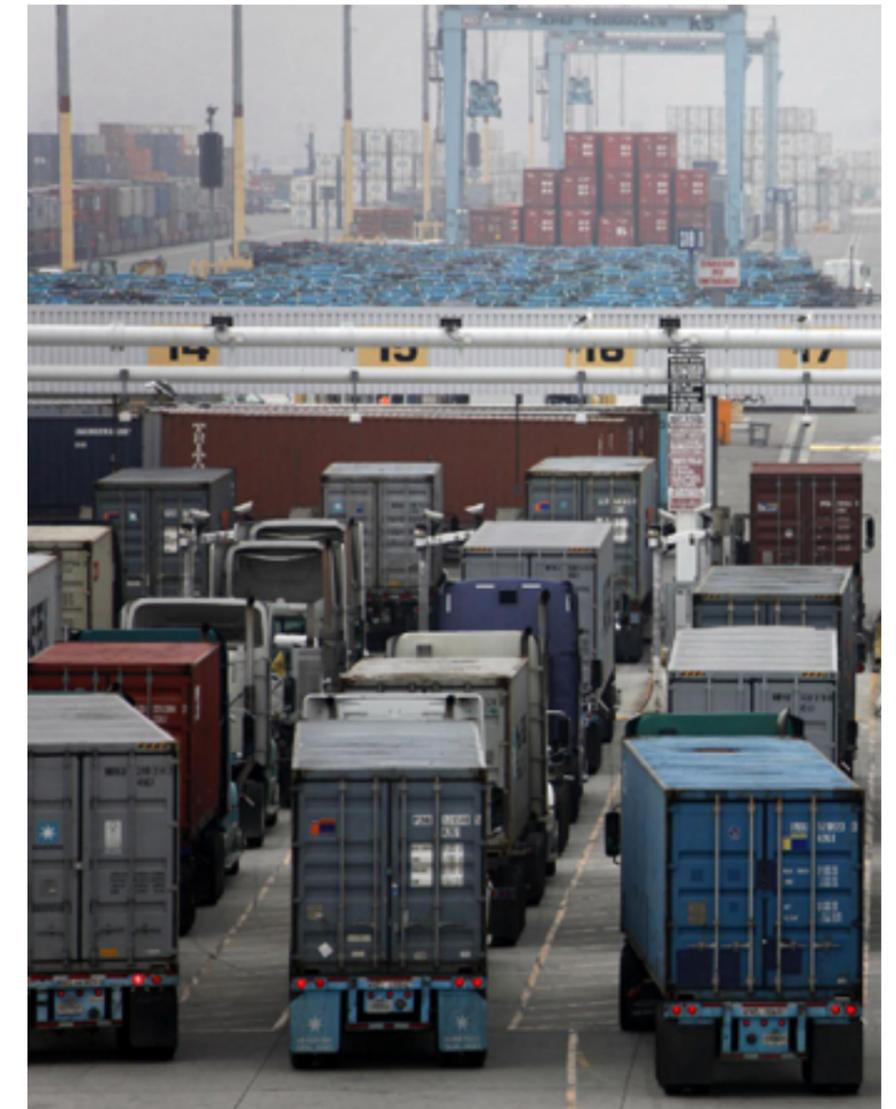


U.S. WEST COAST SLOWDOWN CONTINUES

Hopes for an imminent agreement on a new contract for US west coast dockworkers appear to have been dashed as employers have warned that the two sides remain far apart.

The Pacific Maritime Association, which represents terminal operators, shipping lines, and stevedores that employ longshore workers, issued a brief statement on Wednesday that dismissed speculation that a deal was close.

"Statements and rumours that our negotiations are 'close' to a final contract are not true," the PMA stated. The PMA continued by adding, "Even after seven months of negotiations, we remain far apart on several issues, and the union slowdowns continue to disrupt the movement of cargo through the ports. Business is being lost, and we are concerned that the damage is permanent and shippers will be fearful to put their trust in the west coast ports going forward."





waiting for a berth. The delays partly reflect equipment shortages and the arrival of larger ships on the Pacific, however employers also blame industrial issues for hurting productivity.

As a result, shipping lines, shippers, and forwarders continue to feel the impact of the congestion.

This week Zim Line announced that calls to

Tacoma would be dropped on the transpacific NP1 service and also calls at Seattle on its NP2 service would be cut for five weeks due to the congestion of those ports.

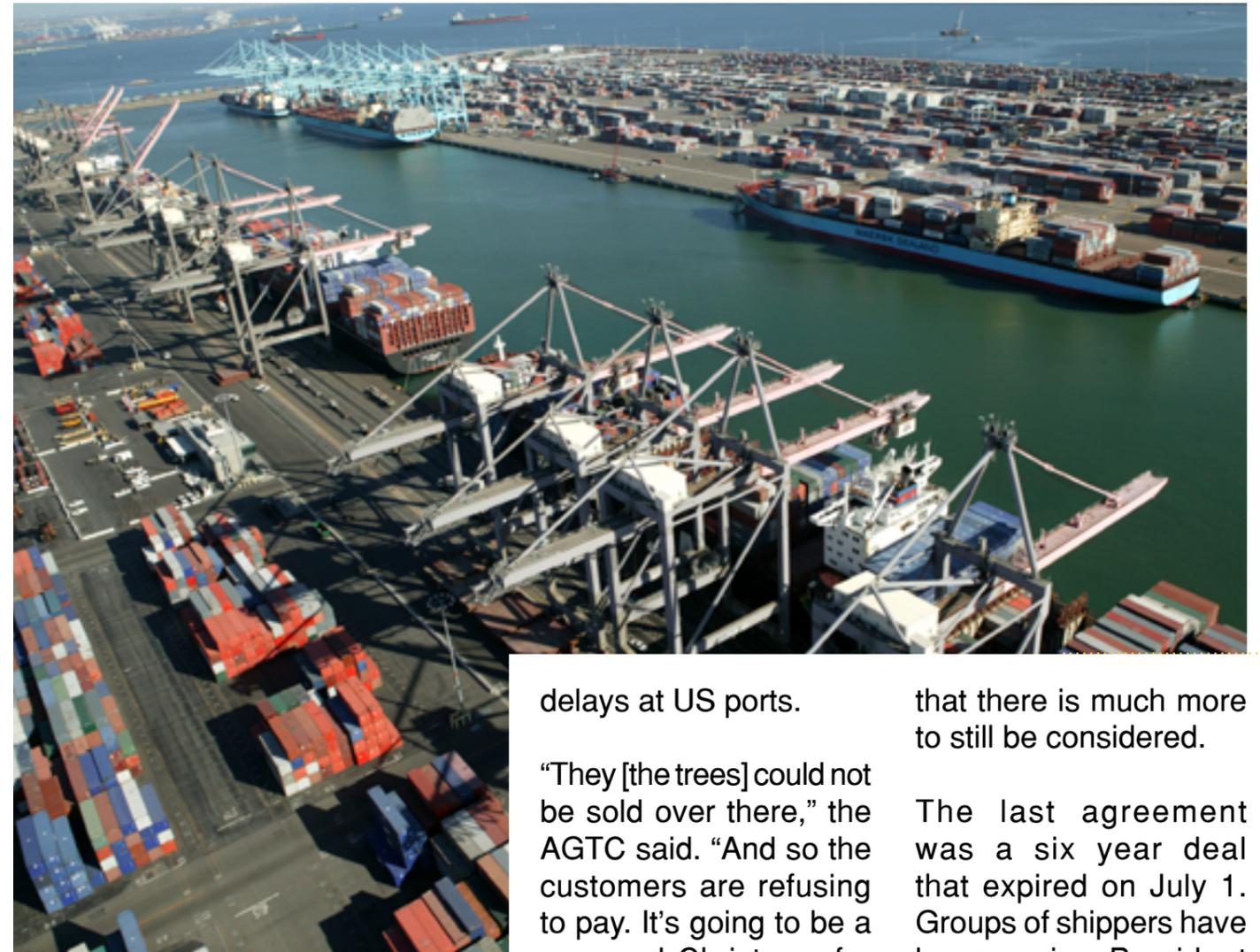
Hapag-Lloyd announced that the G6 Alliance would shift its PA1 service from Tacoma to Seattle for five weeks, also due to the congestion.

Logistics companies

are feeling the impact of the congestion. Fedex executive vice president Michael Glenn said that Fedex was limiting customer volumes to mitigate the congestion. "This issue has affected our operations as we have made adjustments to capacities on key markets to support our customers facing these ongoing port slowdowns," Glenn said.

"In some situations the slowdowns have caused unexpected shifts in retail and e-tail customer needs in certain markets and we have put limits on customer volumes in order to ensure we meet our service commitments."

Shippers continued to report issues related to the congestion at west coast US ports. The Agriculture Transportation Coalition said it was encouraged by proposals and the counter-proposals were being exchanged between the ILWU and PMA. However, the group did say that the congestion at the docks continued and they highlighted the plight of Christmas tree exporters whose stock arrived in Asia "brittle and dropping needles" because of the



delays at US ports.

"They [the trees] could not be sold over there," the AGTC said. "And so the customers are refusing to pay. It's going to be a very sad Christmas for these Washington and Oregon tree growers."

When the discussions between the PMA and ILWU opened in May, there were strong hopes that a new contract would be set by the end of July. By the end of August, only a tentative agreement on medical benefits had been achieved. Such a topic is usually the first item on the agenda, which can be taken as a sign

that there is much more to still be considered.

The last agreement was a six year deal that expired on July 1. Groups of shippers have been urging President Obama to appoint a federal mediator as the talks have dragged on for months.

In 2002 employers locked out dockworkers when negotiations hand ground to a halt. The move forced President George W. Bush to invoke the Taft-Harley Act and order ports to re-open.Ⓢ

"In some situations the slowdowns have caused unexpected shifts in retail and e-tail customer needs in certain markets and we have put limits on customer volumes in order to ensure we meet our service commitments."

BOUTIQUE Logistics Networking

For some people boutique might sound strange. It is something that should be different and unfamiliar.

Why?

It sounds unfamiliar and different because it has not been used to describe a logistics networking conference. However, in January 2015 we will see that X2 Logistics networks will be offering what we have termed as a “boutique logistics networking” experience.

Why create a “boutique” experience?

We want to create it because it doesn't exist. The logistics networking conference experience has largely been the same tired mill of arriving, mingling, exchanging business cards, having short meetings, and then going home. Attendees don't feel special or that the organizer cares for their enjoyment beyond the fee that is paid for entering and having a seat during the meetings between members.





Why now?

Why not now? Many of the serious networks are growing old and tired. X2 is new and has the energy and drive to pursue a different approach to logistics networking. We have a young team that is dynamic and knows that something different must be done to ensure that the industry doesn't fail and leave the freight forwarders struggling to find what networks offer them.

It is true that there are some members who might not be ready for a different experience and are hesitant to discover something new, which they may very well love and be looking forward to as soon as the conference finishes. We believe that they will come around and realize that this difference matters. It's more than just pretty pictures and catchy phrases. There is substance behind the boutique logistics conference experience.

This author encourages members and those are interested in X2 but have been hesitant to commit to take action and become a stronger part of X2 or at least an entry level member. Yes, there are a few roadblocks that one must overcome within any network, but we want to minimize that and instead bring pleasure and enjoyment to the experience of attending a conference.🌍

X2 wants to change that.

We are utilizing our strengths and the strong yet not overgrown size of our X2 Logistics networks to provide our members with an experience that is like no other and will ensure that the attendees/members know that they are important and that the members are truly who makes X2 Logistics networks.

X2 Logistics Networks is like no other and our X2 Conference shares those same traits.

CONFERENCE ATTENDANCE

- CHECKLIST -

This is a brief checklist of items that can be done to ensure a pleasant and stress free transition from traveling logistics networking conference attendee to happy guest on a secluded and private getaway near Phuket, Thailand.

There are a total of 6 items on the checklist and none of the 6 items are particularly difficult to accomplish and all are for the benefits of the individual attendees.

PAYMENT

This should be the first taken and is a basic responsibility. As an attendee you have made your commitment through a booking. We must receive payment to completely secure your seat at the 2015 X2 Conference. Many attendees have completed this process, however there are a few who have held on to the invoice and are showing some irresponsibility to honoring commitments.

SHIRT SIZE

As part of our Delegate Welcome Pack, we will be providing a shirt. We want it to fit well.

PASSPORT COPYSCAN/SCAN

This item is particularly important for those attending and plan to fly from Bangkok to Phuket via the X2 Flight. In order to check-in early and quick transfer through the airport and to the gate of the awaiting plane.

WAIST SIZE

Just as with the shirt, we want the shorts that we will be providing delegates to also fit well.

ITINERARY

We have requested this from members so that we can arrange timely transportation from the airport to the conference location.

PREFERRED NAME

This for us to know how delegates would like for their name to appear on delegate badges, the registration list, and other items using attendee names.

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Strikes in Belgium May Affect Shipments

This fall, the Belgian Unions organize regional work stoppages and a national Strike. Here is what to expect:

12-01-2014 Strike actions in the provinces of Namur, Liege, East and West Flanders. Over 700 companies in these regions are involved. Also there will be no activity the port of Ghent and in all industries in the vicinity.

12-08-2014 Strike actions in the provinces of Flemish Brabant, Walloon Brabant and Brussels. Brussels Airport will be put on inactive.

12-15-2014 Strike across Belgium. Amongst other instances, there will be no activity in the Port of Antwerp and at Brussels Airport.🌐

WEST COAST SLOWDOWN MEANS CHEAPER TREES

Over the past week X2 Logistics Networks has been publishing news about the dockworkers' slowdown that has caused a bottleneck at some American west coast ports. Much of the timely information we have received has been courtesy of X2 Elite members American Worldwide Agencies (AWA) International Freight Transport (IFT).

What the updates haven't included, is news that at this time of year Christmas trees are exported out of the United States throughout the world. However, the current slowdown has been beneficial to those in the US wanting a Christmas tree for their home. Why? Christmas trees are now cheaper due to the backup of shipments that have been due to leave the United States but have been held up due to the slowdown.

At the Port of Tacoma,

productivity has dropped to about 40% of the same levels last year. As a result, at this one port alone perishable items are piling up container by container packed full of items. Unfortunately for some tree farmers, this drop in prices is coming when the industry was expected to be exiting a slump of oversupply that forced multiple companies to shut down.

For the ports along both the American and Canadian Pacific coasts, workers have been without a contract since July 1. In Seattle and Tacoma container movement has been slowed, crews walked out of Oakland in the middle of their shift, and cranes have not been operating in Los Angeles and Long Beach.

For tree growers, exporters of beef, and other agricultural products the port dockworker slowdown has become a thorny and

urgent issue. Multiple associations have banded together and issued a written appeal to US President Barack Obama because of the economic impact they were facing and also express how their own businesses could be destroyed by this action, or rather, inaction by dockworkers. A tree grower in Washington currently has 2,214 trees sitting in a container that was due for export to Hong Kong 2 weeks ago. However, today that container hasn't moved and the owner fears that next year he will have lost his customer.

This has become an important issue for AWA and IFT. For any of our members outside of the USA, how have you been fairing with this slowdown? Perhaps some of our members throughout the Western Pacific are feeling the effects of the slowdown being done by dockworkers.



EARTH LINK FREIGHT & MARKETING (EGYPT)

is an International freight and Logistics company located in Cairo Egypt established at year 2008 , our focus is to build a fruitful mutual business with all worldwide logistics service provider companies and we aim to be Premier Middle east company seeking perfection on service and professionalism in building successful business via our own network of faithful agents that we are carefully selected and our qualified staff to offer the unique service to customers according to the individual need of them. Our integrated services are:

- Air/Ocean -Import /Export services
- FCL /LCL
- Inland transportation &Transport insurance
- Custom clearance brokerage
- Warehouse service (labeling &packing) Provide Warehouse & Collecting & Consolidating service.
- Break bulk shipments
- Perishables consignments
- Over dimension cargo
- DGR (Dangerous Goods)
- DDP &DDU services.
- Full documentation services.
- Bonded Transit Services.
- Project Cargo Handling.

Our Certificates E.I.F.F.A E.C.A.A. F.I.A.T.A I.A.T.A. (Under progress) X2Elite (as sole agent in Egypt). As one



of achievements, we have opened a new branch at Cairo International airport to serve export and import air shipments offering custom clearance which we believe it's a part of the integral logistics service. We are planning to:-

- Having our own sea freight consolidation which is currently in progress.
- Due to business extension, we are moving to another location with a close warehouse allows us offer much warehousing & packing service perfectly more than current.

Our goal is to give best rates and best services, our hopes will arrive the clouds and would not stop ever.☺

Address: 10, El Shams Buildings, end of Mostafa El Nahas St., Nasr city, Cairo - Egypt, Postal code 11371

Contact Details:
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Fax: +2 02 247 311 44
Phone (Out of hours): +201280000403
Email: earthlink@earthlinkegypt.com

ASIA-PACIFIC MEMBERS: DID YOU KNOW?

This might be something that many, if not all of our X2 members from the Asia-Pacific region are aware of the United Nations Economic and Social Commission for Asia-Pacific and that one of the body's emphasis is the development of transportation infrastructure within the region, which is not limited to only roadways but also includes railways and maritime transportation.

The mandate of the transportation section of this UN commission is to take every aspect of the Asia-Pacific culturally, economically, historically, and many other ways and combine these factors into a frame work for the region and guided by the pursuit of the United Nations Millennium Development Goals.

UNESCAP has made a few large-scale projects the focal point of its transportation related efforts within the region. Essentially all of the projects supported by the commission are oriented towards moving both people and also moving cargo throughout the region. Some of the primary projects of the Commission are:

- Asia Highway
- Trans-Asian Railway
- Dry Ports and Intermodal Transport Linkages
- Transport Facilitation Connecting Subregional Logistics Networks
- Transport Logistics
- Financing and Private Sector Participation
- Sustainable and Inclusive Transport
- Inter-Island Shipping



For those X2 Logistics Networks members who will be attending the 2015 X2 Conference and are arriving a few days prior might like to know that on 21 and 22 January, Bangkok, Thailand will be the host of the Asia-Pacific Forum on Public-Private Partnerships for Transport Infrastructure Development.

The focus of the meeting will be to look at and determine the actions to take in a region that is seeing substantial growth and an increased demand for transport infrastructure while services and infrastructure maintenance are constrained by limited budgets and the capacity to borrow. Much of the meeting dialogue will be directed towards the sharing of experiences and also discussing how to efficiently involve the private sector in the funding and financing of infrastructure projects as well as in infrastructure maintenance.🌐

For more information about the Asia-Pacific Forum on Public-Private Partnerships for Transport Infrastructure Development, please visit UNESCAP.

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MEMBER SPOTLIGHT

Plane 2 Sea International



Ana Tavares

Director / Development



Anthony Bugeja

National Forwarding Manager

In each newsletter, we will be highlighting one of our members of the X2 Logistics Networks within our new interview segment. For this issue, X2 had the opportunity to chat with Ana Tavares and Anthony Bugeja of Plane 2 Sea, about his thoughts on logistics, the opportunities and challenges of the industry, and much more.

X2: Please tell me a little bit about yourself.

Ana: My name is Ana Tavares and I've been in this industry for over 30 years – I've been doing it for quite a long time. I've worked for some small freight forwarders and I've worked up from some international companies. We decided to start Plane 2 Sea 4 years ago, myself and Jodie; we went into a smaller niche within freight forwarding and here we are 4 years doing quite well - we've got representation Australia-wide as an Australian based company.

X2: You said you are in niche market – how do you mean by that?

Ana: Plane 2 Sea was started after both

Jodie and myself were working for a company that went belly up. We decided that we were going to take the bull by the horns and we started Plane 2 Sea International. We decided we would do airfreight, sea freight like normal, but we also do mining equipment and what's called, 'Just In Time'.

Some of our accounts operate abrasive equipment, seatbelts, and parts for cars – different industrial things where we've got to pick and pack the product, we've got to ship it, and its either got to go to Korea or Spain or Australia - or say, at the moment we're doing a huge project from China to Thailand – but, it's all components that have got to arrive in a certain time frame.

We've got one project at the moment from Germany to Freemantle - and its digging up roads and laying all different sewers and lanes, all the groundwork underneath the roads, the drainage, etc. First of all, you need to bring in the excavators, and they've all got to arrive by a certain time. Two days later, you've got to bring in the pipes, four days later you've got to bring in grills, etc. With 'Just In Time' projects, you've got to work to a 'Just In Time' theory and 'Just In Time' time frame.

X2: Would you say then that this is one of your greatest challenges or greatest strengths?

Ana: It's one of our challenges because freight forwarding in general is straight moving cargo from A to B. You're not reinventing the wheel; you're just either exporting or importing, or doing clearances. But 'Just In Time' projects really is a strength because you've got to meet with suppliers, providers, airlines, shipping lines, and truck drivers – it's a 24/7 operation, and there is no let up, it's a real specialized field.

X2: As you mentioned, Plane 2 Sea started about 4 years ago – what are some challenges you faced then versus now?

Ana: First of all, the company started with only four people. There was quite a bit of money invested into the company, but it was only four people, and those four people were women, and some of those women were mothers. The challenges were meeting obligations and working to a time frame that suited moms as well. Believe it or not, now we've got 10 people here – and its only two guys, eight are mothers. It's a business run by women and, well, you'd be amazed by how

many men say, 'What? A business run by women? How did you succeed?' I think it just understanding that we aren't physically moving the cargo, it's all the mental work.

X2: Would you say that is also one of Plane 2 Sea's strengths as well?

Ana: It is one of our strengths. We understand different challenges and, believe it or not, I would say there is a care factor. The staff that we've had, we've had almost since the beginning, none have resigned. We've got a good retention of staff and really good and caring people. Even on the projects, its women that are working the projects; the mining companies, the roads, the engineers. It's actually quite good.



X2: Where do you see Plane 2 Sea going in the next 2 to 5 years?

Ana: We take each growth year as it comes. We've got a plan for 2015 but not for the next five years, because the industry does change so quickly and the demands change so quickly – the world is ever changing. We are now currently looking at setting up an ecommerce business where we are looking at electronic business interests in Australia. In 2015 we're also looking for growth in the airfreight division where Anthony has come on board. Anthony works on the air freight side of business and the international side. We're looking to cement some really good relationships overseas, especially for our 'Just In Time' side of the

business which is an ever growing side of our business - that's our plan for 2015.

X2: If I was one of your customers, what would I have to say about Plane 2 Sea?

Ana: Hopefully you would say some really good things. We have not lost one customer because of service or because of rates. I can honestly tell you that in the last four years, we've only lost business because companies had merged and had gone with another freight forwarder because of the previous structure of their business. But, we're flexible and you can always get the managers. All the managers are approachable, because we care and we're a hands-on company; we look for a partnership with the clients. We don't want to just be your freight forwarder; we want to be their logistics arm.

We're an extension of our client's, especially with projects. As I told you, with 'Just In Time', it doesn't always just come from Sydney or go to Sydney. We've got stuff that's going from China to Indonesia; we've got stuff that's going from Germany to Hong Kong. These need to be done in a special time frame. Anthony and I are actually working Christmas Day – it's part of the development, its part what has to happen.

X2: What would you say you enjoy most about what you do at Plane 2 Sea?

Anthony: They're real good, they care – [Plane 2 Sea] is the right business and they treat it like it's their own business – it's a family business. The interaction we have with the staff, and seeing the end results with our customers when need something to be delivered urgently and we meet their time frame. This helps them pick up more

contracts which make our job easier. And, to be honest, seeing our customers happy and meeting their expectations is good too. A lot of the businesses we work with had only one or two people – because we've been able to help them grow, we've been able to grow too.

X2: What are your thoughts on networking?

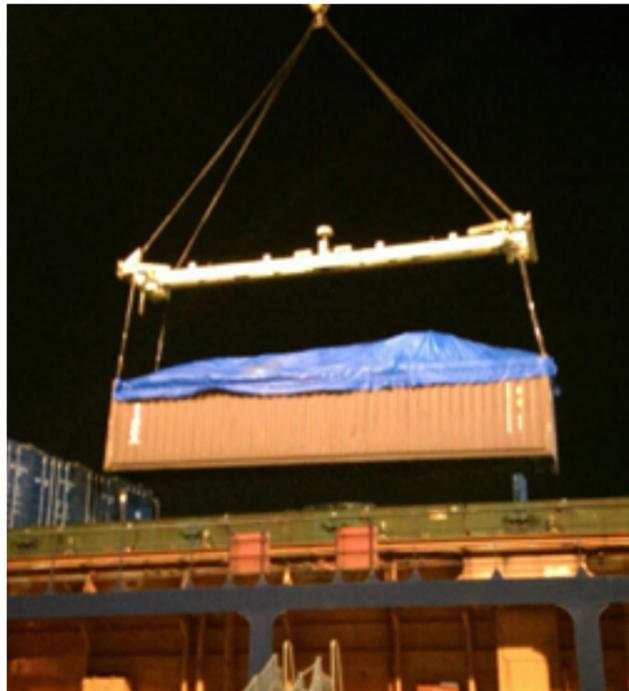
Ana: I'm new to international networking, but Anthony has been doing it longer than me. I was in a network prior to X2 Elite that I didn't find very rewarding, but I must admit I have found X2 to be really good. Richard's been a good problem solver... he will go out of his way to help. He's got a good team, an active team – and has active members in X2. If someone is not functioning or not performing, they are made sure that they clean up their act – it's a good quality network; you don't need a thousand people doing nothing, just a hundred good members.

Anthony: I've been in the industry for 25 years. I've been overseas traveling for the last 12 to 15 years. Previously we were working with part of a network which is where I worked with Richard, the WCA. After the WCA, it was Lognet which I was member of with my previous company. Richard approached me and told me he was doing his own thing with X2. And, because Richard has been so good, both with work and on a personal level, I had no hesitation in joining – his word is his word. Plane 2 Sea is a founding member and we attended the first conference. The numbers were good and it was very proactive; and as Ana was saying, Richard and his team are very active. Anything we ask gets done, nothing we ask is too.☺

FROM INDIA TO UKRAINE:

Counting on Farcont from Afar

X2 Elite Member Farcont, from their Mariupol Office recently managed an out of gauge shipment delivery from India POL Nhava Sheva to Ukraine, POD Mariupol (Azov Sea) - the largest port in Eastern part of Ukraine.



This multimodal shipment was realized with in the connection of one chain: global carrier, leased container equipment from 3rd part supplier, feeder operator and handling agent in port - transshipment.



The routing also included transshipment formalities and operations in Turkey's Istanbul Port.

Despite the armistice and recent events pertaining to Ukraine, Farcont has yet again proved their capabilities in the face of recent challenges, providing services and services to their customers from around the world.🌐



CORRUPTION

c o r • r u p • t i o n
noun

k r pSH()n/:

Dishonest or fraudulent conduct by those in power, typically involving bribery. Perversion of integrity.

The very mention of the word CORRUPTION elicits loathful grimaces and putrid feelings. Still it abounds across the world in unabashed and, often, stout forms. The word was first used by Aristotle and later by Cicero who added the terms bribe and abandonment of good habits (courtesy: Wikipedia).

We face corruption in different hues – bribery, embezzlement, fraud, extortion, blackmail etc. Across the logistics function, the most common experience of the rot is bribery. Based on gravity and scale, corruption can be classified as petty, grave or systemic. Irrespective of the form, corruption is a demoralizing effect that erodes trust, faith and credibility in individual, organisation, government and society as

a whole. But why, in the first place, do we deviate from ideals to engage in practices inimical to our core values? The most prevalent answer lies in systemic deprivation. Despite tough anti-corruption laws, existing or being enacted, enforcement is often lax and riddled with loopholes. The net result is getting sucked in the unethical vortex, to get things moving or to get work done without hindrances.

At LinkedIn Logistics Partners Pvt Ltd (LLP), our core values envisage operating with honesty and integrity, in compliance with laid down laws in the various countries we operate. These values are instilled in our employees at the outset who, in turn, propagate our belief to our valued customers. We fully understand that falling prey to corrupt practices not only increases cost of doing business but, also sets a trend that causes irreparable damage to our brand equity. We discourage and abhor the use of unethical practices that hurt and adversely impact everyone in the long run.

Because, we believe, WHEN WE GIVE IN TO A WRONG, WE BECOME A STAKEHOLDER IN THAT MISDEED. Can we wipeout this immorality? It may not be possible to avoid the scourge in entirety. However, if we condition our mindset to enforce the values of ethical practices, despite the barriers in doing business smoothly, it is largely avoidable. The conviction to fight corruption has to evolve and grow from within. In this endeavour, organizations involved in logistics activities need to join hands, take a stand, and expect unflinching support from the governing bodies in the logistics industry and clients. Together we can make it happen!





Globalization Is Recovering

Researchers have recently concluded an in-depth study and have come to the conclusion that globalization is recovering and has nearly reached the same state as it had been prior to the Global Economic Crisis. Researchers measured data related to cross-border trade flows, capital, the transfer of information, and the movement of people. Protectionism was also a factor, however it was determined that it affected the depth of trade and not the interconnectedness of trade.

Although the connections and movement of people and goods in comparison to results from a year ago show momentum, the depth of trade has been limited due to protectionist policies. The study also concluded that this depth continues to stagnate with the result of trillions lost in trade opportunity.

The researchers also noted that economic activity has shifted to the emerging markets of Asia. However, some of the markets with the most substantial growth were outside of the region and within the

top 10 biggest growth over the past year were Jamaica, Burundi, and Mozambique. For those in the developed economies, the same is not true. Unfortunately, the more developed economies of the world have remained outside of the emerging markets and have failed to wrangle some of the growth to their own benefit and instead have continued exchanging between developed countries.

An example of the lag associated with developed economies is the USA. According to the research

the USA ranked 23rd in a list of 140 countries despite being the most connected countries of the Americas and ranking 1st in capital and information factors. In Europe The Netherlands is the most connected country of Europe.

There are few studies that take a look at global trade in a three-dimensional matter such as what is seen above. Based upon the findings of the researchers, it does appear that the globe is returning to the state of interconnectedness that existed prior to 2007, however what has changed is that the gravity of economies has shifted to the East and is now found in Asia where consumers have increased as well as economies that have seen significant growth even in

the post-crisis years.

Europe and North America remain the most connected regions, however the developing economies of Asia and some in Africa are seeing high rates of growth and in turn are increasing

their connectedness. The one area that is stagnating across the globe is the depth of trade between states and if this can be increased, then it's expected that economies would find even more growth.☺





Dear fellow X2 Elite members,

Gate4EU Belgium has shipped thru 100 % daughter company a fantastic project namely **'THE GREAT EUROPEAN CARNIVAL'** from Antwerp to Hong Kong. 19 used fairground rides were loaded on 19 around the world chassis, weighing in at 519.8 Metric Tons and measuring 3.095 m3.

A further 6 chassis were shipped out of Bremen and a further 31 chassis out of Southampton.



All these rides will be mounted on the world famous Hong Kong's harbour front. The carnival opens on the 20th of December 2014 and will remain open till 19th of February 2015. All rides have been carefully selected for Hong Kong from across Europe.



Some 60.000 visitors per day are expected, so in total well over 1.000.000 visitors for the duration.

The Carnival will employ some 110 international specialists whom will be consuming some 8.000 hotel nights during the period, some 400 local staff will be employed and trained.

We will also take care of the return shipment to Europe. The Carnival will return to Hong Kong for 3 consecutive years. We are very proud to be part of this exiting event.🌐



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- Transport Project Analysis & Management

Denmark

Denmark is the most southern of the Nordic countries and is kingdom that not only includes the sovereign state of Denmark but also includes two constituent states that are autonomous; the Faroe Islands and Greenland. It was once the seat of Viking raiders and evolved into a major north European power. Today Denmark is a modern and prosperous nation that has participated in the integration of Europe.

The modern Danish economy is a prosperous mixed economy with a ranking of 21st in the world based upon GDP per capita and 10th in the world based on nominal GDP per capita.





Interestingly, Denmark has developed an acclaimed labor market model that is referred to as “flexicurity”. The flexicurity model allows employers to hire and fire as they please, which offers flexibility, but those who are between jobs receive very high unemployment compensation, which offers the security. Another point of credit that has been given to the Danish economy is the listing of Denmark by the World Bank to be the easiest place in Europe to do business.

Denmark is not a country that has only seen economic and power changes through its existence, but it has also seen a remarkable change in the composition of its economy over the past 60 years. In 1945 the Danish economy was nearly half agricultural, but since then the industrial sector has grown at a massive rate and today less than 2% of the Danish economy is composed of agricultural activities.



The Danish tax rate for businesses is 25% and for expatriates there is special time-limited tax regime.



Denmark is not a country that has only seen economic and power changes through its existence, but it has also seen a remarkable change in the composition of its economy over the past 60 years. In 1945 the Danish economy was nearly half agricultural, but since then the industrial sector has grown at a massive rate and today less than 2% of the Danish economy is composed of agricultural activities.

This Scandinavian country has also become the location of many global brand headquarters. Some of which are very familiar to those in the logistics industry, with companies such as A.P. Moller-Maersk Group making its home here.

Denmark is a member of the International Renewable Energy Agency, and has been shifting towards alternative energy sources to power its cities and economy. Despite the country's large oil and natural gas deposits that provide it with the position of being ranked as 32 in the list of largest oil producers, the country is looking into intelligent batteries and plug-in vehicles for transport. Also, just recently the country has become home to the largest wind turbine to have been built. The large turbine is a crowning addition to its status as a leader in clean renewable energy.

Of course not everything is perfect for Denmark, and like any country it does have its own challenges to face. Due to the very high registration tax and VAT, a new vehicle is very expensive and many new models are out of reach for an average Danish family. As a result, Denmark has recently seen an upsurge of older less energy efficient models of cars that have been imported from Germany on the roads. In response the government has decreased the taxes and fees associated with energy efficient vehicles, and as the growth of personal vehicles on Danish roads continues greater challenges will be faced by the government.

Despite the challenges to transportation involving private vehicles, the road and rail transportation within the country itself is sophisticated and achieves some extraordinary feats. One of those feats is the Great Belt Fixed Link that connects Zealand to Funen and in turn allows for travel from Frederikshaven to northern Jutland and on to Copenhagen without leaving the motorway. Also, DB Schenker Rail provides freight train transport. Additionally, many

areas of the country are linked by ferries that criss-cross the waterways of Denmark.

Denmark, the home of our X2 Elite and X2 Projects member Nielsen Freight is a nation with a strong and highly evolved economy that has not only integrated itself in many ways with Europe but has also been able to do so while witnessing dramatic yet prosperous shifts in its economical composition and production. Denmark is a Scandinavian nation to watch as it faces private transportation challenges while also being seen as a leader in renewable and clean energy sources.🌍

They are also joined by companies such as:

- Vestas
- Carlsberg
- ECCO
- H. Lundbeck
- Novo Nordisk
- Coloplast
- Danfoss
- Grundfos
- Lego Group



BRELOG

Brelog - Specialist in handling liquids in bulk (harmless) in flexitanks brelog receiving about every 2-3 weeks tankervessel in our station in bremerhaven where 20' container are being equipped / installed with flexitanks prior to tanker arrival (20000 up to 24000 litres, depending on commodity and its weight / volume ratio). Possible commodities for shipping liquids in bulk are basically all harmless liquids, sub to approval of msds or testing, for example: fishoil, technical oils, wine, than we pumping directly from vessel into flexitanks / containers. After weighing / labeling shipping to about a dozen oversea destinations.

Flexitanks are being manufactured according to client / commodity needs. We talking about filling approx. 50 to 100 containers / flexitanks per tanker arrival for these clients we are full logistic provider by:

- having flexitanks manufactured for specific needs
- installations into container
- receiving tankervessel and pumping / filling directly into flexitanks / containers
- weighing / labeling / return to carriers departure terminals
- shipping to various oversea destinations including door delivery

Unique is that we are one of very few companies who is able to load directly from vessel into flexitanks / containers and eliminating in between storage in landside tanks.

This brelog system working for several years already for sellers and buyers satisfaction.☺



Forwarders Blamed For Air Freight Delays

Claims were made at the Air Cargo Handling Conference that was held in Milan that companies have tried to cut as much as 48 hours off of transit times for air freight shipments, but find efforts futile due to forwarders sit on cargo for several days.

David Ambridge, a member of IATA's Cargo Operations Advisory Group, or COAG, claimed that IATA and COAG within the group has done everything possible to reduce complexity, because it is at the heart of a simple business.

He then continued to say, "We really need to change if we want to be successful; we need to talk to our customers, we need to embrace e-commerce companies like Alibaba, eBay, and Amazon and get some of their cargo onto our planes rather than with the integrators."

One of the primary reasons that Ambridge detailed about the quicker transit times of integrators was due to integrators pre-cleared over 95% of their shipments. Also, when later asked by Glyn Hughes, the head of cargo for IATA about what could be done to shave off 48 hours of transit time. Ambridge responded indicating that the most COAG can do at this point in time is to support the vision and better understand the causes of extended times.

Ambridge pointed out that the longest flight was between 16 and 17 hours and cargo handling agents needed about an additional 8 hours for processing at each end of the shipment.



Combined the total time required is 24 hours in contrast to the 6 or 7 days that it often takes for an air shipment transit. Ambridge then asked, "So what about the other days?" He then followed up his initial question with another by asking, "Why does cargo get delivered two days before shipment or collected two days after the shipment arrives?"

A delegate from IBS, a technology provider, mentioned that he observed the main reason for this was that freight forwarders were holding on to cargo so that they could be consolidated into a shipment.

One person asked if freight forwarders would be invited into COAG. Ambridge responded that he believes they all know where the problem is and they will be inviting freight forwarding representatives to come to them.

There was at least one person who defended the position of freight forwarders. The individual specified that it is necessary for freight forwarders to do because they need to provide customers with affordable options. If freight forwarders don't consolidate or hold cargo until a cheaper flight, then costs will go up and shipments will be less affordable. In the end, such a situation isn't good for anyone.

Do you have an opinion on this? The X2 Elite Team recommends continuing the discussion in our LinkedIn Group.🌐

Are you facing the increasing number of customers from countries of Central Asia and you are addressed to solve the issue regarding transportation to these countries?

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operate groupage trucks to above destinations on a weekly basis from our warehouse in Olomouc where is the consolidation of all shipments not only from the Czech Republic but also from Europe and overseas ongoing.

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For express deliveries of small shipments as well as FTL shipments inside of the above countries we use our own fleet car park when the shipment is collected from the shipper and delivered directly to customs warehouse or to the warehouse of the consignee.🌐



JSL GLOBAL, QATAR.

Qatar Based, JSL Global have successfully handled destination Services of Customs Clearance and delivery of 2059MT of Steel plates within 2 days and 115 trailer trips from Doha Sea port. Client Petroserve was

very impressed with our arrangement of deliveries. Clients' expectation was to complete the 115 trips in 4 days but with proper planning and vehicle arrangements, completed the task in 2 days.



Football Stadiums in making

COMPANY INFORMATION

We “JSL GLOBAL AFF OF JASSIM CUSTOMS CLEARANCE & FREIGHT CO.” a Total Logistics Service Provider registered in Qatar. We are among the top 3 customs broker companies in Qatar having our own Custom Brokerage License from General Directorate of Customs (Ministry of Economy & Finance). We offer complete Supply Chain Management, freight forwarding, Chemical Logistics & Project Logistics services through our direct and associated representations all over the world.

The group, since its inception, has developed a wide market connectivity with huge clients and associates settled in the worldwide markets.

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QATAR HOST FIFA 2022:

A couple of years ago, if you'd asked any football fan to list 50 countries most likely to host a World Cup in the next 20 years, it's probably safe to say that very few of them would have considered the gulf state of Qatar. So, when FIFA President Sepp Blatter announced that Qatar would host the 2022 tournament, it was only the supremely confident Qataris who weren't really that shocked.

The capital city Doha exploded in a spontaneous city-wide celebration that lasted for two days. Traffic ground to a halt as locals took to the streets in their cars and SUVs, standing on rooftops and waving massive Qatari flags. Hastily spraypainted messages on the sides of the vehicles declared love for Qatar at the expense of pricey bodywork, and more than a few engines were damaged irreparably by the deafening symphony of

revving and backfiring.

For Qataris, winning the right to host the 2022 World Cup was about so much more than football: it was the moment that their nation arrived on the world stage. But their joy was not just due to national pride; football is by far the biggest sport in the country and Qataris certainly love their football.🌐

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“American Worldwide Agencies (AWA) is about serving our clients and partners across the globe, whether they are next door to us in Los Angeles, New York, Alaska, Hawaii or across the world. AWA knows that to successfully serve customers, forwarders need partners that not only understand the costs of doing business, but also the importance of communication and putting as much care into a shipment as our forwarding clients do.

The US is a large and complex market that needs not only expertise, but also creative solutions to service international markets. Knowing how to route freight across the US in a manner that keeps our client happy is what AWA does best. With coverage across the US AWA knows the best Airport,

CFS, Port or Ramp that suits the transit and cost demands of every client. We handle general cartons and pallets but our staff and leadership loves and thrives on the challenges associated with project cargo. Whether it be time definite over seize air, sea, or whole vessels our teams have the knowledge and expertise. Handles from our projects HQ in Houston Texas and expanding to our corporate location In Long Beach where we sit on some hallowed ground where McDonnell Douglas built their aircraft in their day.

2014 has been a great year for our projects team from, barges, tows, air charters, complete project logistics we have covered all. Hawaii, East Africa, Australia, and all other far reaches of the globe you can imagine. We would like to thank our clients and partners for a great 2014 and looking forward to a fun, challenging and successful 2015.”🌐

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