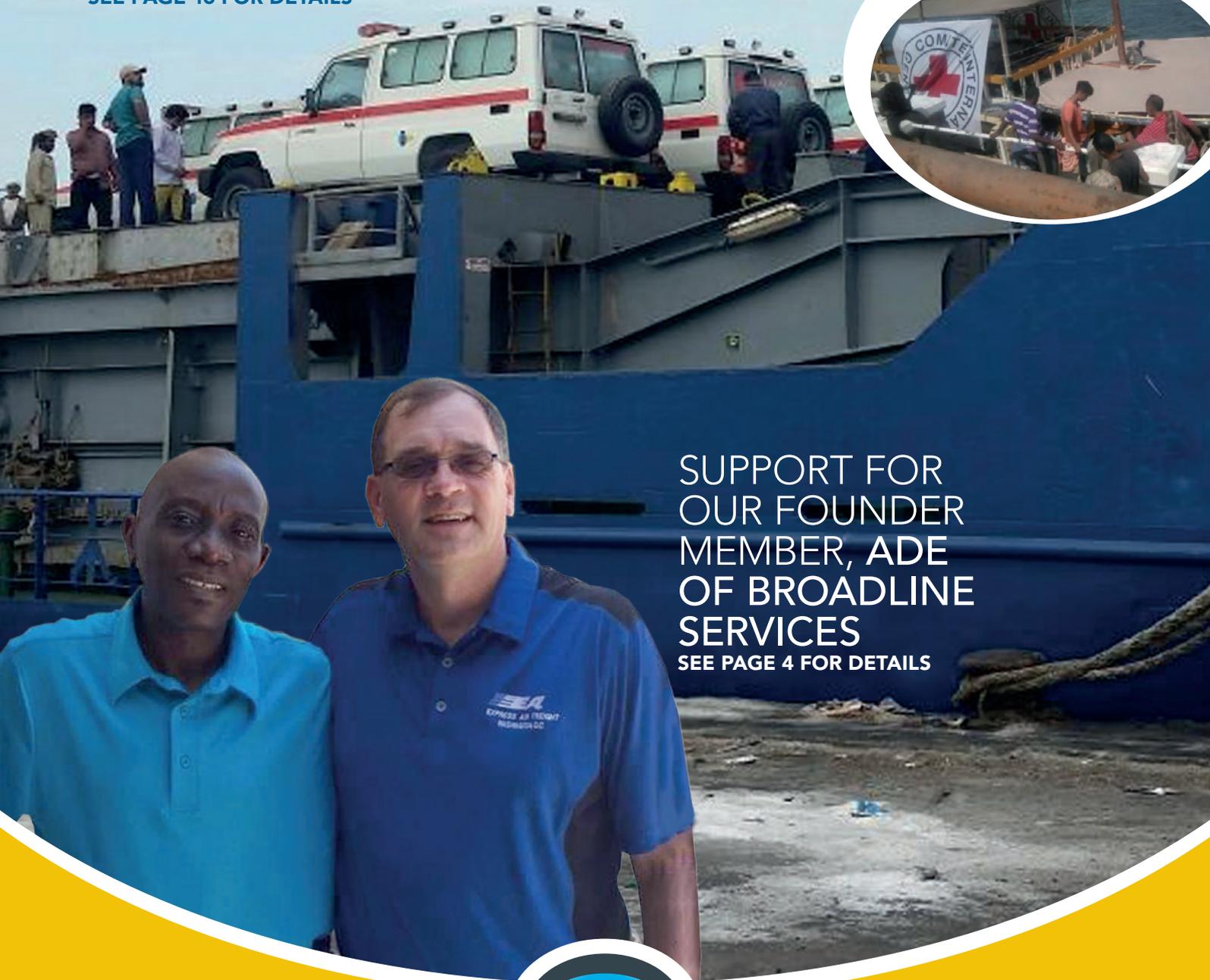


# INSIDE UFO

QUARTERLY NEWSLETTER OF THE  
UNIVERSAL FREIGHT ORGANISATION

ISSUE 74  
OCTOBER 2016

**WORLDLINK  
WITH HUMANITARIAN  
SUPPORT SERVICES IN YEMEN**  
SEE PAGE 16 FOR DETAILS



**SUPPORT FOR  
OUR FOUNDER  
MEMBER, ADE  
OF BROADLINE  
SERVICES**  
SEE PAGE 4 FOR DETAILS



**UFO**

# INSIDE

- 02 FROM THE PRESIDENT/C.E.O.
- 03 UFO PRESIDENT ABSEILS 100M TO RAISE FUNDS FOR THE DREAM TRUST
- 03 VERDI MADISON OF TRANS PACIFIC FEATURED IN 'VOICE OF THE INDEPENDENT'
- 03 WORLD FREIGHT INTERNATIONAL AWARDED TOP CARGO AGENT BY SILK AIR / SINGAPORE AIRLINES
- 04 HT LINE IN COLOMBIA AWARDED WITH BASC CERTIFICATION
- 04 SUPPORT FOR OUR FOUNDER MEMBER, ADE OF BROADLINE SERVICES
- 05 DARKA SUCCESSFULLY DELIVER EQUIPMENT FOR PEACE-KEEPING FORCES
- 06 2017 ANNUAL NETWORK MEETING
- 08 VESLAM SHIPPING LEAD THE CONSTRUCTIONS OF STS PACECO CRANE IN CONSTANTA PORT
- 09 WORLDLINK INTERNATIONAL EXPRESS: NEW UFO MEMBER IN YEMEN
- 10 DARKA LAUNCH NEW NVOCC SERVICE FROM PORT SUDAN
- 11 GREEN CHANNEL FORWARDERS WITH OVER-DIMENSIONAL PROJECT IN INDIA
- 12 GREEN CHANNEL ARRANGE BREAKBULK SHIPMENT FROM GERMANY TO INDIA
- 13 RECENT NEWS FROM TURK LOGISTICS IN BAHRAIN
- 14 DARKA ASSIGNED A BIC CONTAINER CODE
- 14 EXHIBITION COLLABORATIONS
- 15 WORLD FREIGHT AWARDED BY CATHAY PACIFIC AIRLINES
- 15 UNIVERSALLY FUNNY OBSERVATIONS
- 16 WORLDLINK WITH HUMANITARIAN SUPPORT SERVICES IN YEMEN
- 17 MEMBER INTERVIEWS: JAIME PONCE, FCS MEXICO

## UNIVERSAL FREIGHT ORGANISATION

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 125 independent freight forwarders located in 112 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:** Universal Freight Organisation  
[www.ufofreight.com](http://www.ufofreight.com)

**CONTACT:** [rachel@ufofreight.com](mailto:rachel@ufofreight.com)  
Tel: + 44 2392 425204

**COVER:** WorldLink with Humanitarian Support Services in Yemen.  
See page 16 for details.  
Photograph: WorldLink

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](http://www.ufofreight.com)



**UFO**



## FROM THE PRESIDENT/C.E.O.

It is great that so many requests for rates are exchanged within UFO. However, it can be frustrating when you go to great efforts to establish a required rate, only to lose the work. We understand that it feels like a waste of time and effort. However, agents are trying to obtain competitive rates and at the same time select the best matched company to work with for each individual shipment. As you are aware, this is the nature of freight forwarding.

To maintain good relations, it is essential to keep your fellow partners up-to-date during the pricing process. When you receive rates, please provide feedback even if they didn't get the shipment. So whether you reply with "the decision is pending" or "sorry, you didn't get the shipment this time" – it is essential that you do reply as a matter of courtesy.

Remember, we have added a Skype chat icon to each profile page so you can start a conversation directly from our website with just one click.

We are one of the world's only exclusive freight networks so we want to ensure that we maintain our strong reputation.

I am already counting the days until our 16th Annual Network Meeting! The event takes place from 7-9 May 2017 at the Prague Marriott Hotel, conveniently located in the Old Town providing easy access to many of the city's most notable attractions, including Wenceslas Square and Charles Bridge. Please see page 6 for details.

Enjoy this issue!

*Rachel Humphrey*

## UFO PRESIDENT ABSEILS 100M TO RAISE FUNDS FOR THE DREAM TRUST

UFO President/C.E.O., Rachel Humphrey, together with her two friends, Jane and Tania, raised over £4000 for The Dream Trust, by abseiling 100 metres down the Spinnaker Tower in Portsmouth, UK.

Rachel said: "The anticipation and waiting at the top was tough but the second I walked onto the platform was genuinely terrifying; I was petrified. Getting into position on the wall was equally frightening but then once I started the descent and felt in control, the fear left and I actually loved it. It was great to have the support of the UFO Head Office team, Judith, Sam and Wendy who were there to cheer me on."

The Dream Trust provides life-saving insulin to poor children. It costs GB £200 to pay for the insulin that keeps a child alive for 1 year and Rachel, Jane and Tania are delighted to have already raised enough funds to fund over 20 children.

Rachel added: "Thank you so much to everyone who sponsored and supported us!

[https://youtu.be/cRI\\_23N8mQU](https://youtu.be/cRI_23N8mQU)



## WORLD FREIGHT INTERNATIONAL AWARDED TOP CARGO AGENT BY SILK AIR / SINGAPORE AIRLINES

World Freight International (UFO members since 2003) were established in 1992 and have developed into one of the largest independent freight forwarders in Nepal. The company are once again pleased to share the news that they have been awarded by Silk Air / Singapore Airlines securing 1st position of Top Cargo Agent for 2015/2016.

The award ceremony took place at the Soaltee Crown Plaza in Nepal on the 5th July and pictures of the event are shown here.

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



## VERDI MADISON OF TRANS PACIFIC OF TRANS PACIFIC FEATURED IN 'VOICE OF THE INDEPENDENT'



Indonesian UFO member, Trans Pacific International Logistics have been featured in the August 2016 edition of Voice of the Independent.

Managing Director, Verdi Madison is interviewed on page 8 discussing the new terminals in Jakarta and the effects on the market and industry.

[www.transpac-logistics.co.id](http://www.transpac-logistics.co.id)



# HT LINE IN COLOMBIA AWARDED WITH BASC CERTIFICATION

HT Line have been our reliable UFO member representing Colombia since August 2012. They are a strong player in FCL, LCL and air freight imports.

General Manager, Henry Bernal says: "HT Line specialise in international and domestic logistics. Since inception, we have maintained the philosophy of personalised service and advice, allowing customers to find productive, profitable and efficient solutions to their logistics needs."

HT Line are pleased to announce they have been evaluated and approved in reference to BASC Standards in Cargo Consolidators & Shipping Agents under the scope of International Freight Forwarding in Bogota, Colombia.

BASC International Certification: COLBOG00820

All at HT Line are very proud of the achievement and will continue their commitment to offer the best, trustworthy and safe services.

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



## SUPPORT FOR OUR FOUNDER MEMBER, ADE OF BROADLINE SERVICES

Our good friend Ade of Broadline Services in Nigeria, who joined UFO as a Founder Member in August 2000, is currently receiving treatment in the USA for lung cancer.

John Bright of Express Air Freight has been visiting Ade regularly and has set up a "Go Fund Me" campaign to help Ade and his Family with the medical expenses as they are adding up very quickly.

John says: "I have known Ade as a dear friend and as a professional business associate for over 15 years. He is a man full of life, energy, and happiness.

He is always ready to extend a helping hand to his family, friends and charitable organizations. Ade is very involved in the Lions Club, in his home city of Lagos. He is currently the National President of the National Government Approved Freight Forwarders, and he has been making contributions both globally and locally in Nigeria.

However, it is now time for Ade's friends, business associates, and the global community to come together and support this wonderful man.

Ade is currently in the United States undergoing Chemotherapy Treatment for his Cancer with one of the best Oncologist attending to him. It has been a difficult road for Ade so far. He is far away from his family, relatives, and his home. He is doing his best to greet every challenge with that smile we all know so well.

Ade has many more obstacles to overcome during his fight with Cancer. August 3rd, he started his first round of Chemotherapy. This is to be followed up by at least 5 more rounds – perhaps more. Since Ade is a citizen of Nigeria, he does not qualify for much in the way of health insurance or U.S. Government assistance. He and his family have been dealing with the financial burden by themselves. Ade's Cancer treatments could exceed \$100,000.00. This is too much for him to bear alone.

This is where we can all help show support and join his battle by making a contribution to his Cancer Fighting Fund. I have told Ade to take one day at a time, and with faith he will cross that finish line and beat this horrible cancer. Please donate now to support the Adeyemi Family."

[www.gofundme.com/2hzm3rg](http://www.gofundme.com/2hzm3rg)

NEWSLETTER - ISSUE 74 OCTOBER 2016 : UFO

# DARKA SUCCESSFULLY DELIVER EQUIPMENT FOR PEACE-KEEPING FORCES

Darka for Trading & Services are the UFO member for Sudan and have recently successfully executed a project movement of peace-keeping forces equipment, from Kenya to Juba, in South Sudan. The cargo consisted of approximately 1000cbm of vehicles and generators, transported a distance of 1,600km by road from Mombasa port in Kenya and delivered to the site in Juba, South Sudan. The Darka team carefully coordinated and safely completed this sensitive project and have again proven to be a reliable logistics partner in East Africa.



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



Follow us on:

## 11<sup>th</sup> Southern Asia Ports, Logistics and Shipping 2016 Sri Lanka

**COLOMBO INTERNATIONAL MARITIME CONFERENCE - CIMC**  
SOUTH ASIA - PROPELLING GLOBAL TRADE

Galadari Hotel, Colombo, Sri Lanka  
Wednesday 21 to Friday 23 September 2016

Sponsored By

Technical Site Visit • 50 International Exhibition Stands • 30 International Conference Speakers • 300 International Decision Makers  
Cocktail Reception • Networking Welcome Reception • Farewell Gala Dinner • Local Delegates Only LKR30,000 •

For more information or to Register  
Tel. + 60 87 426 022 Fax. + 60 87 426 223 Email: [enquiries@transportevents.com](mailto:enquiries@transportevents.com) Website: [www.transportevents.com](http://www.transportevents.com) Follow us on:

## INDIA COLD CHAIN SHOW 2016

17-18-19 OCTOBER 2016  
BOMBAY EXHIBITION CENTRE GOREGAON (EAST), MUMBAI

### THE POWER CENTER OF COLD CHAIN INDUSTRY

COLD STORAGE COLD TRANSPORT COLD SUPPLY CHAIN

Co-located show: Supported By: Organised By:

For Details: Rohan Chopra | +91-9873201377 | [rohan.chopra@reedmanch.com](mailto:rohan.chopra@reedmanch.com)  
Contact: Bharani Prasad | +91-9871628542 | [bharani.prasad@reedmanch.com](mailto:bharani.prasad@reedmanch.com)

# 2017 ANNUAL NETWORK MEETING

## SUNDAY 7 May 2017

14:00-17:00 City Tour  
19:00-22.30 Gala Dinner

## MONDAY 8 May 2017

09:00-17:30 Official Meeting  
19:00-22:00 Dinner Excursion

## TUESDAY 9 May 2017

09:30-17:30 Official Meeting  
17:30 Meeting Ends

For full details of the meeting, visit:  
[www.ufomeeting.com](http://www.ufomeeting.com)

## DINNER EXCURSION

Our evening dinner excursion will be to Kolkovna Celnice, a local restaurant that accentuates the pride in the famous tradition of Czech beer brewing. Owned by the Pilsner brewery, the venue is decorated with period photos and brewing equipment. We will enjoy camembert cheese on white toast with cranberries, toasted almonds and rocket salad followed by grilled chicken with steamed broccoli and baked jacket potato with chive sour cream and finishing with homemade rhubarb cake with almond crumble and mint sour cream. Accompanying our dinner will be traditional Czech beer, wine and soft drinks.

OUR NEXT ANNUAL NETWORK MEETING WILL TAKE PLACE FROM 7-9 MAY 2017 AT THE MARRIOTT HOTEL IN PRAGUE.

## WELCOME RECEPTION & GALA DINNER

At 19:00 on Sunday 7 May we will gather to collect name badges, meet fellow delegates and enjoy a Welcome Reception. We will then settle at our tables for an elegant Gala Banquet with live music and a Marriott Open Bar.

We have selected Prague as the location for our 16th Annual Network Meeting. Regarded as one of Europe's most beautiful cities, the stylish capital of the Czech Republic is brimming with grand historical and cultural sights. The city's Gothic and Bohemian Baroque architecture provides a magical setting in which to experience Prague's

## ROOM RATES & AIRPORT TRANSFER

We have negotiated the following room rates which our guests can book directly with the hotel online booking system, 24 hours a day, 7 days a week.

- CZK 5200 (approx. US \$211) per standard room per night

This rate includes full American buffet breakfast, excluding VAT 15%. Double room supplement is CZK 350 (approx. US \$15) per night. Hotel amenities include 24-hour in-room dining, Wi-Fi access throughout the hotel, full business center, fitness center with a full gym, an indoor pool and a sauna.

## 1-2-1 MEETINGS

All registered delegates gain access to our online Meeting Manager program, developed especially for UFO so that 20-minute business meetings can be arranged prior to arrival. During these important sessions, delegates were able to introduce their company and highlight their specialist areas, discuss cross trade and potential collaborations as well as providing information regarding their country's regulations and requirements. These crucial meetings also provided an opportunity to share key import and export trade information.

## VISA REQUIREMENTS

The Czech Republic is a member of the European Union (EU) and of the Schengen area. Visas are not required for stays up to 90 days by citizens of many countries. However, as requirements will vary from nation to nation, we would suggest that you contact the local Czech Republic Embassy within your own country or a travel agent specialising in visa applications.

contemporary art, dining and entertainment. Over 65 airlines fly to Prague on regular routes from 140+ destinations worldwide.

The hotel is conveniently located in the Old Town providing easy access to many of Prague's most notable attractions, including Wenceslas Square and Charles Bridge.

Representatives from all major world markets are expected at our conference which will consist of a City Tour, Welcome Reception and Gala Dinner, Dinner Excursion and 1-2-1 Business Meetings.

## OPTIONAL 3 HOUR CITY TOUR

We will travel in groups of 30 guided by professional licensed English speaking guides.

The walking tour will start at our hotel and will include the Municipal House, Powder Tower, Na Příkopě Street, Theatre of the Estates. At the bottom of Wenceslas Square (Můstek) we will learn about the historic period between 1968-1989, then we'll go to the Old Town Square to see the famous Astronomical Clock, Týn Church, Monument of John Hus, Kinsky Palace and St. Nicholas Church. Then we will walk through Paris Avenue where we will learn about the Metronome on the other side of the Vltava River and then explore the Jewish Quarter where we will see the oldest synagogue in Central Europe.

We will then return to the Old Town past St. Nicholas Church and continue to Mariánské Square to see the City Library and the New Town Hall and then we'll go through the complex of Klementinum passing the Chapel of Mirrors and the National Library on the way to the Charles Bridge with beautiful views of the Prague Castle Complex, Straka Academy and the National Theatre. We'll cross over to the Lesser Town and walk to see the John Lennon's wall, French Embassy and the Church of Our Lady under the Chain.

Then we will walk through the Kampa Island along the Kampa Museum to Vítězná Street where buses will be waiting to take us on a round trip to see the Strahov area, passing the Royal Garden down to the river along the Bilek's Vila and back to the hotel. The tour is suitable for most people and there are no major hills.

With over 20 years' experience of organising international freight conferences, UFO management are aware that face-to-face meetings are integral in developing and maintaining business. Our online Meeting Manager system enables each delegate to schedule over 30 individual business meetings before they arrive.

## REGISTRATION

We aim to include as much in the Registration Fee as possible in order to keep each delegate's expenses to an absolute minimum. This year the fee of US \$790 per delegate includes all of the following:

- 3 Hour City Tour (Sun)
- Welcome Reception (Sun)
- Gala Dinner including Marriott Open Bar (Sun)
- Dinner Excursion including traditional Czech beer, wine and soft drinks (Mon)
- Meeting Room Hire including AV Equipment (Mon & Tue)
- Unlimited soft drinks and mineral water in the Meeting Room (Mon & Tue)
- Morning and Afternoon Coffee Breaks with Sweet & Savoury Snacks (Mon & Tue)
- Buffet Lunch including soft drink and coffee or tea (Mon & Tue)
- Conference Bag & Administration
- Access to Meeting Manager System
- Official Group Photograph

Upon receipt of your Registration Form, we will email you a link to the hotel booking system so that you can reserve your room directly with the Prague Marriott Hotel at our special group rate.

If you would like to bring your spouse or partner with you, they can join us for the 3 Hour City Tour, Welcome Drinks and Gala Dinner on Sunday and Dinner Excursion on Monday for US \$200. Please note that anyone attending our 1-2-1 Meetings will need to pay the full rate of US \$790. The Registration Fee is non-refundable. However, you may change the name of your representative at any time.

**INDIA LOGISTICS EXPO 2017**  
Robust Logistics to Enable "Make in India"

11.12.13 April 2017  
Bombay Exhibition Centre, Mumbai

**India's Definitive Event on Logistics**

Supported By:

Organised By:

Contact us: Mahit Bhadja +91-9999689235 / mahit@infinityexpo.in [www.IndiaLogisticsExpo.com](http://www.IndiaLogisticsExpo.com)

**India Warehousing & Logistics Show 2016** 17-18-19 OCTOBER 2016  
BOMBAY EXHIBITION CENTRE GOREGAON (EAST), MUMBAI

MATERIAL HANDLING | STORAGE | FLOORING | WAREHOUSING INFRASTRUCTURE  
AUTOMATION & IT | PACKAGING | LOGISTICS SERVICE PROVIDERS

**GATEWAY TO THE WAREHOUSING & LOGISTICS COMMUNITY OF WESTERN & SOUTHERN INDIA**

Co-located show:

Foundation Partner:

Organised By:

For Details: Ankit Chugh | +91-9711442341 | [ankit.chugh@reedmanch.com](mailto:ankit.chugh@reedmanch.com)  
Contact: Rohan Chopra | +91-9873201377 | [rohan.chopra@reedmanch.com](mailto:rohan.chopra@reedmanch.com)

Follow us on:

**12th TRANS Middle East JEDDAH 2016**

Park Hyatt Jeddah – Marina, Club & Spa, Jeddah, Saudi Arabia  
Wednesday 26 and Thursday 27 October 2016

Hosted By:

Official Local Partner:

Sponsored By:

• Technical Site Visit • 60 International Exhibition Stands • 30 International Conference Speakers • 400 Conference Delegates  
• Special Offer: Conference Delegate Registration for Shipping Lines, Port Authorities And Terminal Operating Companies only GBP55  
• Local Delegates Only SAR1800 • FREE Conference Delegate Registration for Shippers/Beneficial Cargo Owners (BCOs) •

For more information or to Register  
Tel. + 60 87 426 022 Fax. + 60 87 426 223 Email: [enquiries@transportsvents.com](mailto:enquiries@transportsvents.com) Website: [www.transportsvents.com](http://www.transportsvents.com) Follow us on:

**LogiSYM MALAYSIA 2016**

ASIA'S FUTURE SUPPLY CHAINS:  
**Imagining Tomorrow's Supply Chains, Today!**

OCT 12 - 13, 2016  
EMPIRE HOTEL SUBANG

**25% OFF**  
USE CODE: CCLOG25OFF

**REGISTER TODAY!**



# VESLAM SHIPPING LEAD THE CONSTRUCTIONS OF STS PACECO CRANE IN CONSTANTA PORT

Mr Ivan Ivanov, Manager at Veslam Shipping and Manning Ltd, tells us about a recent project...

"Imagine that you are the head of a large and challenging project. As in most cases you are under pressure from the beginning. We at Veslam Shipping confidently and professionally accepted the challenge to fulfill one of the largest and major works on the construction of port crane STS PACECO in Constanta port terminal SOCEP.

We started the preparation works in early July and the Vessel arrived at Constanta on 23 July. The discharging operations were completed on the 28 July with the total weight of the PACECO crane being 1200 tons.

The parts for assembling and mounting have a unit weight varying from 20 up to 200 tons. Handling of this part requires appropriate professional equipment. On the territory of container terminal SOCEP we delivered the cranes with lifting capacity of 100, 250 and 600 tons as well as special vehicles, trucks and dollies for transportation from pier to the worksite. The installation work will take about three months and in early November, the crane will be ready.

Under the management of Veslam Shipping were the following companies and teams: Maritza Manpower Bulgaria, ADD Cargo (UFO Member in Romania) and a team of 20 technicians for assembling the crane. Special additional equipment and tools from Turkey were delivered by trucks and containers to SOCEP terminal."

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



2nd Annual

## Inventory Management and Demand Planning

Using automated systems and cutting edge forecasting tools to surge demand and optimise inventory management

Melbourne | Australia | 21st & 22nd November 2016

The more inventory a company has, the less likely they will have what they need.

Talichi Ohno

All delegates attending this training will receive a copy of all materials along with templates and models that they can take back and apply to their own organisation. This will include an assessment tool that can be used to pinpoint the organisations' current position on Inventory Management and Demand Planning as well as track improvements as they are made.

Your Eminent Course Trainer:

**Andrew Downard**  
Managing Director  
AD Supply Chain  
Group Pty Ltd,  
Australia

All Attendees will receive 15 points per day for this training accredited by the Chartered Institute of Logistics and Transport Australia (CILTA)

Media Partners:



Endorser:



For more information and registration, please contact  
**Serena Pereira** Tel: +603 2723 6721 or  
Email: [SerenaB@marcusevanskl.com](mailto:SerenaB@marcusevanskl.com)



## 16<sup>th</sup> Intermodal AFRICA 2016

Follow us on:  
**LinkedIn**



Sarova Whitesands Beach Resort & Spa, Mombasa, Kenya  
Thursday 17 and Friday 18 November 2016

Hosted By



Sponsored By



• Technical Site Visit • 80 International Exhibition Stands • 30 International Conference Speakers • 500 Conference Delegates  
Special Offer: Conference Delegate Registration for Shipping Lines, Port Authorities And Terminal Operating Companies at only GBP595! Save GBP400!  
• FREE Conference Delegate Registration for Shippers/Beneficial Cargo Owners (BCOs) • Networking Welcome Dinner •

For more information or to Register  
Tel: + 60 87 426 022 Fax: + 60 87 426 223 Email: [enquiries@transportevents.com](mailto:enquiries@transportevents.com) Website: [www.transportevents.com](http://www.transportevents.com) Follow us on: **LinkedIn**

# WORLDLINK INTERNATIONAL EXPRESS: NEW UFO MEMBER IN YEMEN

We are pleased to introduce WorldLink International Express, as the new exclusive UFO member in Yemen. Their head office is located in Sana'a with a branch office in Hodeidah. The company are FIATA members and offer a wide range of freight and logistics services.

Established in early 2000, WorldLink International are able to cover all airports, seaports and border points in Yemen and they are well known for their high standards of services locally, regionally and worldwide.

Mohammed Ali Bawazeer (Business Development Manager): "WorldLink is currently the logistics provider for WFP, UNICEF, UNHCR & ICRC handling all the relief materials to Yemen for these organisations (some recent shipments are photographed below, along with cargo in the WorldLink warehouse) as well as supplying all the local aviation services, warehouse management, storage and supply management. Despite the tough war circumstances our country is facing, we are supporting the organisations to assist in getting the required relief support."

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



# DARKA LAUNCH NEW NVOCC SERVICE FROM PORT SUDAN

UFO member for Sudan, Darka for Trading & Services, have successfully launched a unique new NVOCC Service from Port Sudan to Jebel Ali.

Founder & CEO of the Darka Group of Companies, Eng. Alaeldin Mohamed Osman explains: "Due to the continuous growth of agricultural products, exported worldwide from Sudan, especially to the Gulf States and the Middle East, Darka has seen the opportunity to be the only Sudanese company managing our own fleet of containers to start this service from Port Sudan to Jebel Ali and back to Port Sudan. We are also managing the port agency and container handling.

This is the beginning of a large dream to cover the Red Sea, Gulf and East African ports in the near future. Plans to also add 2 MPV's on route are coming soon."

For more information, please contact Darka Shipping Manager, Mrs. Solafa Osman on [mgt.ship@darkasudan.com](mailto:mgt.ship@darkasudan.com) and for any bookings, please email [dcl@darkasudan.com](mailto:dcl@darkasudan.com).

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



**SEA FREIGHT**  
**AIR FREIGHT**  
**WAREHOUSING & CARGO CONSOLIDATION**  
**PROJECT CARGO**  
**OVERLAND TRANSPORT**

**DARKA**  
EAST AFRICA LOGISTICS SERVICES LTD  
SEA FREIGHT, OVERLAND TRANSPORT, AIR FREIGHT,  
CARGO CONSOLIDATION, PROJECT CARGO, WAREHOUSING  
A Subsidiary of Darka Group  
Mombasa Trade Centre, Southern Tower, 6th Floor,  
Suite 603, Mombasa - Kenya  
Email: [kemypoffice@darkasudan.com](mailto:kemypoffice@darkasudan.com)  
[www.darkasudan.com](http://www.darkasudan.com)

**Our Mission** We are committed to be the most innovative regional logistics company engaged in total global service provision, contributing our vital role to the global freight logistics.

**Our Vision** Our vision is to provide integrated freight solutions and services designed to redefine customer satisfaction, rationalize cost and bridge the gap between International practices and standards. We commit ourselves to offer innovative quality logistics services.

*Your Business is Our Passion*

**MULTIMODAL**  
West Africa, Lagos, Nigeria

Invited Event Patron  
Nigerian Ports Authority

Invited Host Ministry  
Federal Ministry of Transportation

ENJOY UP TO 15% DISCOUNT BEFORE 5 DECEMBER 2016

**24 – 26 January 2017**  
The Landmark Centre, Victoria Island, Lagos, Nigeria

Generate leads from 16 000 shippers and cargo owners via the Multimodal marketing campaign

Build relationships and pitch your supply chain solutions to C-Level attendees

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

TRANSPORT & LOGISTICS CONFERENCE AND EXHIBITION REPRESENTING ALL TRANSPORT MODES ACROSS EVERY LOGISTICS SECTOR

Secure contracts with orders from 2,500 cargo owners including:

CELESTINE GROUP, DANA, DANGOTE, DIAGEO, FMN, JUMIA, Leyentis, konga, Nestlé, R&G, SHOPRITE, SPAR, SKG, TATA, UACF/ODS

Fahri Sadiku: [fahri.sadiku@clarionevents.com](mailto:fahri.sadiku@clarionevents.com) | T: +44 207 384 7952 / +44 7824 310 539  
Jadesola Ogudiminegha: [jadesola@clarionevents.com](mailto:jadesola@clarionevents.com) | T: +234 818 117 6666

**eurasia rail**  
[www.eurasiarail.eu](http://www.eurasiarail.eu) Turkey

**7th INTERNATIONAL ROLLING STOCK, INFRASTRUCTURE & LOGISTICS EXHIBITION**

In conjunction with conferences & seminars...

**2 - 4 MARCH 2017**

Istanbul Expo Center HALL 9 - 10 - 11 | Istanbul / TURKEY

Organizer: ITE TURKEY UFI

THIS FAIR IS ORGANIZED UNDER SUPERVISION OF TOBB (THE UNION OF CHAMBERS AND COMMODITY EXCHANGES OF TURKEY) IN ACCORDANCE WITH THE LAW NO.5174



## GREEN CHANNEL FORWARDERS WITH OVER-DIMENSIONAL PROJECT IN INDIA

Indian UFO member, Green Channel Forwarders are pleased to share these photos (above) of a recent project, handled from Nhava Sheva Port, in India, to Chile.

The cargo consisted of 11 flatrack containers, all with over-dimensional cargo. Green Channel handled the transportation, port handling and customs clearance as well as obtaining the necessary permission and documentation from traffic police and port authorities.

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



BEYOND 2020:  
Connecting  
Supply Chains,  
Creating the  
Future

NOV 22 - 23, 2016  
SOFITEL DOWNTOWN DUBAI

**25% OFF**

USE CODE:  
CCLOG25OFF

**REGISTER TODAY!**

**AAPA**  
XXV LATIN AMERICAN  
CONGRESS OF PORTS  
MÉRIDA-MEXICO 2016

NOVEMBER 29<sup>TH</sup>  
TO DECEMBER 2<sup>ND</sup> 2016

**MÉRIDA - YUCATÁN - MEXICO**

25 YEARS  
AAPA  
LATIN AMERICAN CONGRESS OF PORTS

LOOKING TO THE FUTURE:  
THE AGENDA OF LATIN AMERICAN PORTS  
FOR THE NEXT 25 YEARS

CONVENED BY: **AAPA** American Association of Port Authorities  
Alliance of the ports of Canada, the Caribbean, Latin America and the United States

PUERTOS Y MARINA MERCANTE  
COORDINACIÓN GENERAL

PROGRESO  
COORDINACIÓN GENERAL DE  
PUERTOS Y MARINA MERCANTE

[www.aapa2016mexico.com](http://www.aapa2016mexico.com) | More information: [info@aapa2016mexico.com](mailto:info@aapa2016mexico.com)



# GREEN CHANNEL ARRANGE BREAKBULK SHIPMENT FROM GERMANY TO INDIA

UFO member in India since 2002, Green Channel Forwarders are an ISO 9001:2000 certified company, first established in 1960, and grown to be amongst the leading freight forwarding specialists in India. They offer great coverage with offices in Mumbai, Bangalore, Chennai, Cochin, Tirupur, Tuticorin, New Delhi, Pune, Kolhapur, Kandla and Kolkata.

In June, Green Channel arranged the breakbulk shipment, of the photographed 'roller shaft', weighing 58mnts, from Hamburg in Germany to Nhava Sheva, India.

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

The **Transport Evolution** series of expos and conferences offers you access to the right information, knowledge, partners and training to help boost ROI on projects of all sizes in Africa.

**ports**  
evolution

Take your place amidst West Africa's port pioneers and maritime industry leaders

**6 - 7 September 2016**  
Movenpick Hotel, Accra, Ghana

**AMERICAN**  
**rail**  
evolution

Maintenance and rehabilitation - Putting African rail back on track

**18 - 19 October 2016**  
Durban ICC, Durban, South Africa

**ports**  
evolution

The gateway to evolve Africa's ports and terminal development

**18 - 19 October 2016**  
Durban ICC, Durban, South Africa

**Book your place today!**

[lauren.hansen@hyopenica.com](mailto:lauren.hansen@hyopenica.com) for more information

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

hyopenica

**INTERMODAL  
EUROPE 2016**

**15-17 NOVEMBER 2016**  
AHOY ROTTERDAM



informa  
exhibitions

Follow us on:



**YOUR PLATFORM IN EUROPE TO MEET THE  
GLOBAL CONTAINER SHIPPING INDUSTRY**

Meet an  
international market

**5,000+**  
senior buyers

Discuss and  
debate

**30+**  
hours of free  
conference sessions

Be amongst the  
leading industry  
players

**140+**  
global suppliers

Network with  
peers from

**80+**  
countries

**90%**  
of visitors have  
decision-making power

For more information please call +44 (0)20 701 75112

[www.intermodal-events.com](http://www.intermodal-events.com)



Turk Logistics (UFO member representing Bahrain) are pleased to announce the following news:

- Turk Logistics have signed an agreement to become Cargo Sales Agent with Gulf Air, the national carrier of the Kingdom of Bahrain. The photo (above) shows the signing of the contract.
- Turk Logistics have been awarded ISO 9001:2008 certification which reflects their commitment to quality and to their customers.
- Turk Logistics have been awarded a contract by Olayan Kimberly Clark Bahrain, a joint venture between Kimberly Clark Saudi and Kimberly Clark International, to provide logistics services. The scope covers air & sea exports, customs clearance, local & international transportation, equipment supplies and handling, with a minimum volume of 200 containers per month.

## RECENT NEWS FROM TURK LOGISTICS IN BAHRAIN



[www.turktransport.biz](http://www.turktransport.biz)

**ARMSTRONG & ASSOCIATES, INC.**  
Presents

# 3PL Value Creation

Produced by  
**INFOCAST**  
The Leading Source

**15%**  
Discount:  
1635MEDIA15

October 18-20, 2016  
University Center Conference Chicago  
Chicago, IL

"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 Humphrey,  
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](http://m.freightbook.net) where forwarders and suppliers to the freight industry can be found quickly on mobile devices.

**UFO Members are eligible for free registration. Contact [wendy@freightbook.net](mailto:wendy@freightbook.net) for details.**



[www.freightbook.net](http://www.freightbook.net)



**freightbook**

LINKING TOGETHER INDEPENDENT FREIGHT FORWARDERS

# DARKA ASSIGNED A BIC CONTAINER CODE

Darka for Trading & Services are pleased to announce they have been assigned a certificate of registration of a container code from the Bureau International des Containers et du Transport Intermodal (BIC).

"In accordance with ISO Standard 6346, Customs Conventions and BIC Registration terms, The Bureau International des Containers hereby certifies that the BIC Code 'DAKU' has been duly registered by BIC and assigned to Darka for Trading & Services Co Ltd (Certificate No. DAKU-1416).

The registered code will only apply for containers owned/operated by Darka for Trading & Services Co Ltd and currently remains valid until 15th March 2017. In January 2017, a renewal notice will be issued.

Freight container prefix registration with BIC is required by ISO standard 6346 and by the National Customs Administrations according to both the Customs Convention on Containers (CCC-1972, revised 2008) and the Istanbul Convention (1990, revised 2010). This grants the benefits of free circulation and temporary admission for containers displaying the owner's code registered with BIC. Please see [www.bic-code.org](http://www.bic-code.org) for more information."

Darka for Trading & Services Co Ltd are the exclusive UFO member in Sudan.



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



## MAKING A SHOW OF OURSELVES



UFO has secured more exhibition collaborations. We now proudly collaborate in, and have a presence at, the following exhibitions (see left). If you are interested in discussing a partnership, please email us.

You can view all our current collaborations on our **Endorsed Exhibitions** page.



# WORLD FREIGHT AWARDED BY CATHAY PACIFIC AIRLINES

World Freight International are the exclusive UFO member in Nepal (since 2003) and are very pleased to report they have been awarded, by Cathay Pacific Airlines, for remarkable cargo business in 2015.

World Freight International secured 2nd place in the event, held at the Soaltee Crown Plaza on 16th June.

The photos show World Freight International collecting their award.

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



## UNIVERSALLY FUNNY OBSERVATIONS

### NETWORKING PLATFORM FOR THE WORLD'S TOP PROJECT CARGO SPECIALISTS

Project Cargo Network is proud of our Capped Non Exclusivity policy where we will not recruit more than 3 Members in each country (5 Members in Australia, Brazil, Canada, China, India, Turkey, UAE, and the USA). Our 5 year old network is built on mutual trust, shared knowledge, experience and resources.

For only £1005 per year we offer many membership benefits including access to a large online database of information; individual brochure websites; customised marketing brochures; dedicated PR/news service; online payment monitoring system; smartphone service and more.

**PROJECT CARGO NETWORK** provides heavy lift and project cargo specialists' access to a trusted worldwide network of agents who can handle their specialist shipments, whilst working professionally under strict Membership Rules.

**PROJECT CARGO NETWORK**

- Head Office in the UK
- ISO 9001 Certified
- ISO 14001 Certified
- 220+ Specialist Members
- 100+ Countries
- 15,000+ Staff
- \$2.9+ Billion Annual Revenue
- 800+ Worldwide Offices

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



# WORLDLINK WITH HUMANITARIAN SUPPORT SERVICES IN YEMEN

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

WorldLink International Express (UFO member in Yemen) is a local freight and logistics provider established in 2000.

The company is very passionate about supporting humanitarian services in the country. WorldLink contribute their advanced logistics services to the success of local customers, UN organisations, NGO's and all humanitarian organisations by providing outstanding total supply chain services in the current situation.

Mohammed Ali Bawazeer (Business Development Manager) continues: "In the current time and during the last period, we aspire to be brilliant supply chain experts, mastering all elements of business logistics and focusing on operations excellence.

We design, implement and operate complex, end-to-end contract logistics and freight management solutions for large and medium sized national and multinational companies.

Despite the current difficult situation in Yemen – logistics had been badly impacted as most of the main airports and sea ports are not functional and most of the major international airlines and shipping lines have stopped calling at Yemen's airports and seaports, WorldLink International have been able to provide the inbound solutions to our valuable customers and offer humanitarian logistics support in order to keep Yemen connected with the world.

As part of our humanitarian logistics services, WorldLink has been very supportive and also provided brilliant aviation services in the transportation of urgent relief materials and medicines and managed the logistics of major international humanitarian organisations in Yemen. During the last period and continuing in the present and future, we are giving all the required support to several organisations such as ICRC, UNICEF, UNHCR, WFP, MSF, IOM and Islamic Relief.

WorldLink International has also been providing UN organisations and humanitarian relief organisations, in transporting and distributing humanitarian relief items, and food



programs, to reach the needy and affected civilians, in the war areas and destructed regions of Yemen. We have managed to reach very highly inaccessible areas in Yemen, to enable to deliver life to the affected people.

With these achievements, we are proud that we are among the few freight and logistics service providers still operational in this period and our professional team is successfully and reliably rendering excellent services to our customers."



## MEMBER INTERVIEWS

INTERVIEWEE: **JAIME PONCE**  
COMPANY: **FCS MEXICO**  
COUNTRY: **MEXICO**



### HOW DID YOU FIRST GET INTO THE FREIGHT INDUSTRY?

18 years ago through a friend who is now my partner; who invited me to work at the company where he worked. 3 years later, we decided to start our own business with a total of only four staff, including us.

### TELL US ABOUT A PROJECT, SHIPMENT OR ACCOMPLISHMENT THAT YOU CONSIDER TO BE THE MOST SIGNIFICANT IN YOUR CAREER?

The first time we visited a gold mine in the USA, 10 years ago, to move the structure and equipment to a mine in Sonora, Mexico. We did not know the complexity and magnitude of the project. However, we were the only company that agreed to carry out the project, which was one of the largest and most important for our company. The project lasted just over 18 months, moving an average of 14 trucks (40 feet flat bed) per day, including Saturdays and Sundays, from the US to Mexico, along with numerous air shipments. Once the structure of the mine started working, we made a circuit of trucks (40 feet flat bed) from the City of Hermosillo, Sonora, to the gold mine (145 kms away). Eight trucks carrying supplies were circulated daily to the mine for more than three years.

### WHAT DRIVES YOU IN YOUR PROFESSIONAL LIFE?

God is my main and biggest motivation. Thanks to him I have everything that gives me happiness, peace and joy in life: My family, a home, health, and work. All personal and professional actions I commend him. Every day of my life, God is my greatest motivation!!

### WHAT ARE THE CURRENT TRENDS THAT YOU SEE IN TRANSPORTATION AS FAR AS MEXICO IS CONCERNED?

Mexico is a country that is growing quickly and steadily. Even when transportation of goods between the US and Mexico has increased a lot, mainly by land, trade with Asia (Import & Export) continues to be the main objective in the short and medium term. Regarding specifically export, the industry has grown favorably as Mexico has become a leading exporter in various production sectors, such as electronics and raw materials: Flat screens, world leader producer and exporter of flat screens; Coffee, Mexico is the largest producer of organic coffee in the world; Papaya, main producer with more than 120 thousand tons; Avocado, the main producer with over 1.2 million tons; Smartphone's, third largest exporter worldwide; Silver, world leader in silver production with over 162.2 million ounces of silver.

### WHAT DO YOU ENJOY DOING IN YOUR SPARE TIME?

Spending time with my family (wife and daughter), and friends (who are all part of our family: brothers, sisters, nephews, nieces etc.)

### IF YOU WERE AN ANIMAL, WHAT WOULD YOU BE AND WHY?

The elephant is very intelligent. They are usually very quiet, but with a huge potential to respond quickly and strongly to any situation.

### IF YOU COULD MEET A FAMOUS PERSON, WHO WOULD IT BE AND WHY?

I would like to meet a great world leader (President of a powerful nation) and tell him about Jesus, my Lord.

### WHAT IS YOUR BEST CHILDHOOD MEMORY?

Different trips with family and friends since childhood and up to 18 years approximately.

### IF YOU COULD TRAVEL ANYWHERE, WHERE WOULD YOU GO AND WHY?

I would like to visit Russia and Morocco, since they are two countries that I have never had the chance to visit and they seem very diverse, interesting places.

### WHAT IS A SKILL YOU'D LIKE TO LEARN AND WHY?

I would learn to sing. It has always caught my attention.



**3RD ANNUAL CONNECTING AFRICA: TRANSPORT INFRASTRUCTURE**  
a marcusevans event

**LSE**  
A MARCUSEVANS EVENT

24th – 26th October 2016  
African Pride 15 on Orange Hotel | Cape Town | South Africa

**MEDIA PARTNERS**  
UFO, MCE, PROJECT CARGO NETWORK, CARGO COMMUNITIES, Freightbook, MUNICIPAL FOCUS

**ENDORSER**  
ipfa International Project Cargo Association

**EXCLUSIVE 3RD DAY WORKSHOP**  
**Project Finance and Risk Management for Greater Infrastructure Productivity**  
Workshop Leader:  
**Anthony Pearce** Hon. Life Member and Former DG INTERNATIONAL ROAD FEDERATION, UK

**KEY PRESENTATIONS**

<b>De Buys Scott</b> Partner & Head of Global Infrastructure and Projects Group KPMG, SOUTH AFRICA	<b>Dr. Harry Evdorides</b> Senior Roads Executive Programme Leader UNIVERSITY OF BIRMINGHAM, UK
<b>Nozipho Sithole</b> Chief Operating Officer TRANSNET, SOUTH AFRICA	<b>Steve Lawson</b> Project Partnerships & Research Director INTERNATIONAL ROAD ASSESSMENT PROGRAMME (IRAP), UK
<b>Stanley Kamau</b> Director / Head of PPP Unit PPP SECRETARIAT – NATIONAL TREASURY, KENYA	

**REGISTER NOW**  
Tel.: + 603 2723 6745  
Fax: + 603 2723 6699  
Email: Maheswari@marcusevanskl.com

marcusevans large scale events

Register now at [breakbulk.com/middle-east-2016](http://breakbulk.com/middle-east-2016)

**WHO WILL YOU MEET AT THE SECOND ANNUAL BREAKBULK MIDDLE EAST?**

AAL SHIPPING - ABB GROUP - ABU DHABI PORTS - AGILITY GLOBAL INTEGRATED LOGISTICS - AIR LIQUIDE - ALLIED SHIPPING - ALMAJDOUIE LOGISTICS CO. - APM CAMEROON S.A. - ASIL CELIK - A.T. KEARNEY - BAHRI SHIPPING - BSC CHARTERING - BECHTEL - BOSKALIS OFFSHORE - CEEKAY SHIPPING SERVICES - CGC HOUSE LTD - CHR MAMMOTH OILFIELD - COMETTO INDUSTRIE - DEUGRO - DOLPHIN ENERGY - DP WORLD - ENRATES STEEL - ENERPAC INTEGRATED SOLUTIONS - EXPRESS GLOBAL LOGISTICS - FAWAZ ALI ALSHAMMARI EST. FOR TRANSPORTATION - FAYMONVILLE - F.H. BERTLING - FILOG - FLEET LINE SHIPPING - FLUOR - FORTUNE GLOBAL SHIPPING & LOGISTICS - GAC DUBAI - GE POWER - GLODIS WILSON - GOLDHOFER AKTIENGESELLSCHAFT - HAREKET - HLI - HOLMAN FENWICK WILLAN LLP - HOLMATRO - HOUCON CARGO SYSTEMS - HODCH AUTOLINERS - INSTAR PROJECT LOGISTICS MIDDLE EAST - INTERMARINE - KANOO SHIPPING - MARTIN BECHER GROUP - MARTRADE SHIPPING & LOGISTICS - MAMMDET - MAXX ARABIA - MCDERMOTT INTERNATIONAL - NEED - MERSIN INTERNATIONAL PORT - MODULIFT - NATHLEELA LOGISTICS - NMT INTERNATIONAL SHIPPING DUBAI - NYK LINE - OLAM - OVERSEAS PROJECT CARGO ASSOCIATION - PANALPINA WORLD TRANSPORT - PENTAGON FREIGHT - PETROFAC - PORT OF DUBAI - PRONK MULTISERVICE - RICKMERS-LINIE - RITCHIE BROTHERS AUCTIONEERS - S CUBE TRANS CONTINENTAL GROUP - SABELTRANS SHIPPING - SARENS GROUP - SARJAK CONTAINER LINES - SAUDI ARAMCO - SEASHELL LOGISTICS - SEATECH SHIPPING & PROJECTS - SHARAF SHIPPING - SHENZHEN HUAYUAN INT'L LOGISTICS - SNC-LAVALIN - SNS INTERNATIONAL - STAR SHIPPING - TECHNIP - TECNICAS REUNIDAS - TGS - THE GRAB SPECIALISTS - TH SALES - UNITED HEAVY LIFT - VALLOUREC - VARAMAR - WWLALS

**Breakbulk MIDDLE EAST**  
23-26 OCT 2016 | ABU DHABI

Exhibition and Conference for the Project Cargo Industry  
23-26 October - Abu Dhabi National Exhibition Centre (ADNEC)  
Abu Dhabi - UAE

Free entrance to exhibition. Gold & Silver passes for exclusive networking opportunities.



**28th**  
International Air Cargo  
Forum & Exhibition 2016  
Paris, France  
October 26 - 28, 2016  
Paris Expo Porte de Versailles  
[www.tiaca.org](http://www.tiaca.org)

**FREE REGISTRATION**

Over 3,000 supply chain decision makers are expected to visit over 200 exhibitors and take part in a series of interactive discussions and workshops aimed at tackling the issues affecting us all.

"ASIA PACIFIC REGIONAL WATER CONFERENCE AND EXHIBITION"

**3rd APRWC**

**BEN CPD APPLIED**

**FIRST ANNOUNCEMENT**



"Growing Demand for Water & Wastewater Technology"

In-conjunction with **TTRE**  
Innovating Technology & Renewable Energy  
for Water And Wastewater Industry

**BOOK NOW!**

**2nd - 4th November 2016**  
**IMPACT Arena, Bangkok**

[WWW.APRWC.ORG](http://WWW.APRWC.ORG)

Organized by:  Co-organized by:  Supported by:   Event managed by:  

For more information, please contact +603 - 6150 8952 or email to [info@worldexasia.com](mailto:info@worldexasia.com)



**UFO**

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

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

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