

# INSIDE UFO

QUARTERLY NEWSLETTER OF THE  
UNIVERSAL FREIGHT ORGANISATION

ISSUE 78  
OCTOBER 2017

VVM & EAF  
WITH FIRE ENGINE  
SHIPMENT  
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CRONOS LOGISTICA: CHILE  
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FAIRPLAY HANDLE  
CO<sub>2</sub> PRODUCTION  
EQUIPMENT

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UFO

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

Welcome to the latest issue of our Digital Newsletter.

I would like this opportunity to remind you of some of the marketing tools you can use in your promotional campaigns. Our **Brochure Websites** are customised for each Member and you can make a note of your unique URL by going to [ufofreight.com/brochure/list](http://ufofreight.com/brochure/list).

Our **Company Video** provides viewers with a clear visual message of the quality and services that our 100+ Members offer. We encourage you to link the video to your website and email signature to show your clients that you belong to a high quality network and have excellent overseas partners worldwide: [ufofreight.com/video/general1.htm](http://ufofreight.com/video/general1.htm).

We have designed a customised **World Map** for you to use as a sales tool when at meetings, on your website, etc. Upon request, the map will be customised with your company name and country and then emailed to you in PDF format. Additionally, our **Marketing Brochure** is an effective marketing aid, designed with the aim of raising your profile within your local marketplace – email the UFO Head Office for details.

Thank you for your time and enjoy this issue..

Kind regards,

Rachel Humphrey

### 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

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See page 14 for details.  
Photograph: Fairplay Shipping

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



**UFO**

# VVM & EAF WITH FIRE ENGINE SHIPMENT

Representative in Paraguay, VVM Cargo has just made their first shipment in cooperation with their fellow UFO member in the USA, Express Air Freight (EAF).

The shipment involved a fire engine moved from the Port of Seattle to Asunción in Paraguay on a 40' flat-rack, as photographed (right).

Congratulations from the UFO Head Office to VVM and EAF on the beginning of another successful relationship between members!

[www.vvmcargo.com](http://www.vvmcargo.com), [www.expressairfreight.com](http://www.expressairfreight.com)



## WORLD FREIGHT INTERNATIONAL AWARDED BY CATHAY DRAGON AIRWAYS

Nepalese members, World Freight International are pleased to announce they have been awarded by Cathay Dragon Airways as the 'Number One Cargo Sales Agent' for 2016-2017.

The photo (above) shows World Freight International Managing Director, Prakash S. Karki (centre) receiving the award. Prakash says: "We feel great pleasure to share this good news with all the members of UFO. World Freight has always placed itself amongst the top freight forwarders in the Kathmandu market, providing reliable services for over 22 years."

World Freight International have been our UFO member in Nepal since 2003.

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

## ANOTHER SHIPMENT SUCCESSFULLY HANDLED BY THE INNOVO TEAM

Innovo Shipping & Logistics are the exclusive UFO member in Myanmar and have recently successfully handled a project shipment for the construction project of a new Mercedes showroom in Yangon.

The Innovo team managed the delivery of the branding material with a diameter of 4m and crate dimensions of 4.10 x 2.12 x 3.62.

The shipment was carefully handled from the Ahlone International Port Terminal (AIPT) and safely delivered to the Mercedes premises in Yangon, Myanmar.

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





## MORE DETAILS OF OUR HIGHLY ANTICIPATED NEW eLEARNING PLATFORM

We were delighted to recently launch our highly anticipated new eLearning Platform ([ufotraining.com](http://ufotraining.com)) and our first comprehensive online training program – Heavy Transport.

Why heavy transport? Independent forwarders know that there is a ceiling when it comes to earning revenue from sea, road and airfreight shipments. Although the thought of branching into heavy lift and project cargo is appealing due to the often-healthy margins, the market is very different and the risks are far higher.

The clear and highly effective video based training includes narration, graphs, diagrams, video footage and photographs. When completed, the user will understand the practical, operational and engineering aspects of heavy transport and lifting projects. Please visit the web site below to view an outline of the subjects covered.

The training is ideal for staff who are at the beginning of their career, offering employers a time saving and low-cost alternative to workshops and seminars. However, as the training is comprehensive, senior level professionals will also benefit from the practical, scenario and video based course as it will encourage reflection on current practices.

Our global organisation covers over 105 countries so our affordable and easily accessible training is available to staff in emerging markets. The program enables everyone to compete on an equal footing with the top industry experts when it comes to learning the theoretical side of heavy transport, heavy lift and jacking & skidding.

Each registered user receives a personal log-in so that they can train at their own pace and track their advancement through each module via a progress bar with a certificate awarded upon completion of the course. Besides the benefits of not having to travel to workshops and seminars, there are additional advantages to our eLearning Platform such as being able to stop and start the training at the users' convenience.

The eLearning platform is provided at heavily reduced rates and upon completion, the user will receive a Certificate via courier.

- 1-2 Participants: £250 per user
- 3-5 Participants: £200 per user
- 5+ Participants: £150 per user

To enrol, please visit the website below.

Future plans include training related to general cargo as well as other specialised areas.

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

### TRANSLOG connect congress

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### Apply for the 5<sup>th</sup> CEE Logistics and SCM Excellence Award!

TEG, the organiser of TRANSLOG Connect Congress announced the call for applications for the 5<sup>th</sup> Central Eastern European (CEE) Logistics and Supply Chain Management Excellence Award.

The winners will have the unique chance to put their most outstanding products, services or best practices in the spotlight, by presenting their projects to an audience of over 500 logistics and supply chain management professionals and senior decision makers from over 30 countries aiming to raise their visibility on the horizon.

**Do not miss the event that shapes the future of the industry and collect a well-deserved recognition for your team!**

Find out more: [www.translogconnect.eu](http://www.translogconnect.eu)



### 2<sup>nd</sup> FUTURE RAIL INDIA SUMMIT

7 - 8 DECEMBER 2017 | NEW DELHI



## Fostering the futuristic trends of National Rail Plan of Indian Railways



# McCALLUM CARGO

## JOIN UFO IN SRI LANKA WITH AN IMPRESSIVE SCOPE OF SERVICES



**We are pleased to introduce McCallum Cargo Pvt Ltd as new representatives in Sri Lanka. Located in Colombo, they offer an impressive scope of freight forwarding services for a range of different cargo. The company are FIATA members and are joining UFO as "...we needed a freight network which will directly bring benefits amongst all the members. We think UFO is the right network for us and the exclusive membership per country is key. We look forward to working with our UFO partners!"**

Heresh Fernando (Head of Freight & Operations) states: "Since 1998, McCallum Cargo has been in the business of exceeding customer expectations in total logistics solutions. Exceptional services and partnerships with leaders in the apparel, automotive, toys, electronics and technology industries has earned us international recognition as a premiere freight management company."

McCallum Cargo recently successfully completed a massive laundry project with cargo shipped to Sri Lanka from the Czech Republic, China, India and the USA. McCallum managed the cargo from the origins right up to the installation of the machines at site. Many challenges were faced but the McCallum team impressively handled the project within the given timeframe.

Heresh Fernando explains further: "The project involved a very large quantity of laundry equipment for a

hotel complex. The cargo was mostly containerised, however, there was also OOG and airfreight machinery included in the project. We had to move the cargo from several countries (Czech Republic, China, India & the USA) and it was our responsibility to bring it to Sri Lanka. The most challenging parts of the project were the inland logistics transportation to the site (which was 125km away from the port & airport) and the positioning of the machinery at the site.

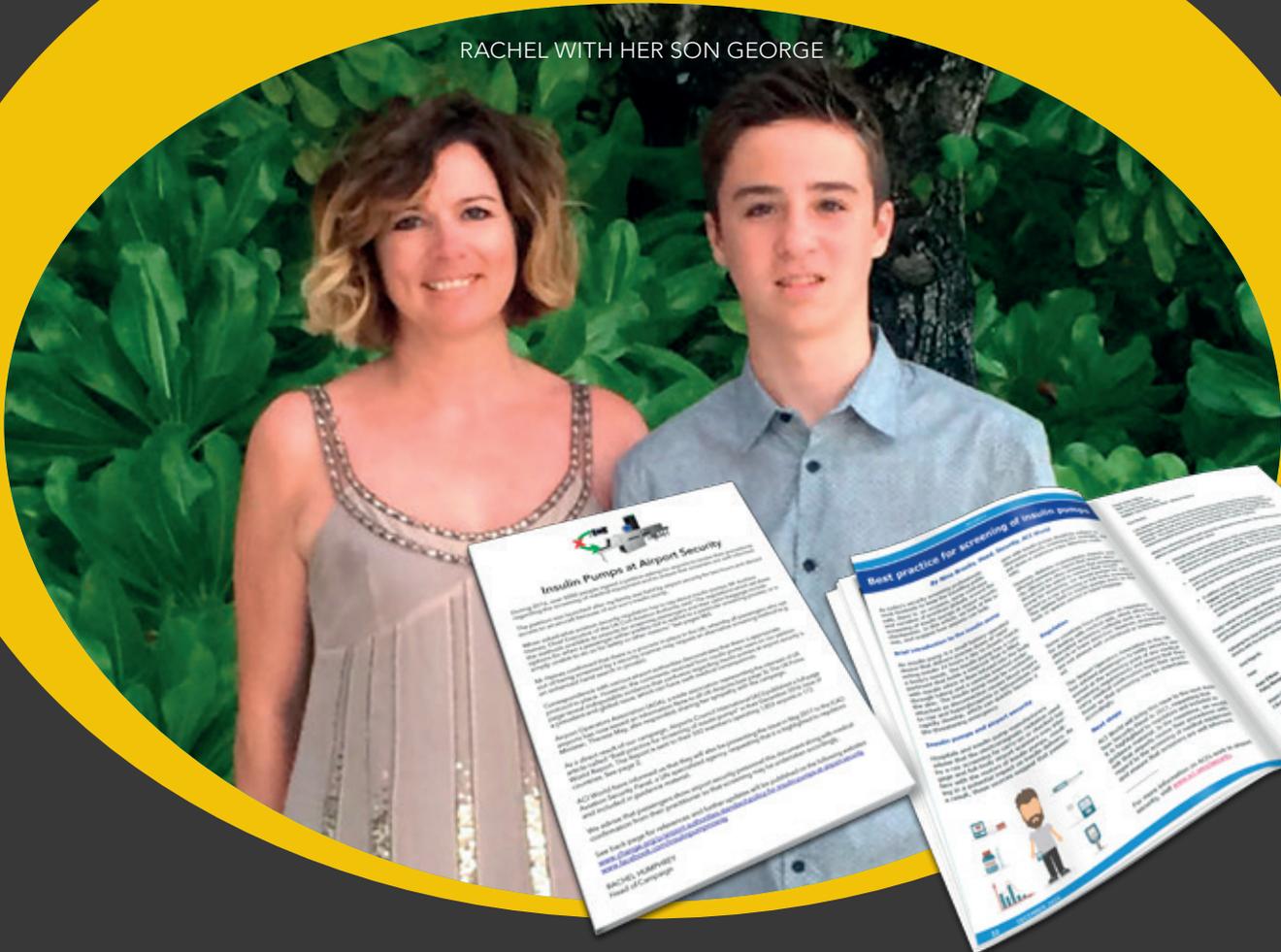
The OOG cargo had to be moved to the site at night with a police escort. Unfortunately, on the day of the move to the project site, there was heavy rain and the ground was inundated with water. We faced a major challenge to move the heavy trucks as the ground was so muddy with a few trucks stuck in the mud. Therefore, it took us a few days to move the vehicles as we had to use special vehicles to pull the trucks out of mud.

The cargo arrived at the site as planned as per the client's requirements. However, the site's construction was not ready to accept the machinery. Therefore, as our own warehouse was at full capacity at that time, we had to look for a very large warehouse space to unload all 75 containers as well as the other cargo. Luckily, one of our sister companies have a very large covered warehouse complex which we could use to store the cargo until the project site was ready to accept it."

"Even with so many challenges faced, we delivered the cargo safely and securely as we knew it was such valuable and precious equipment to our client. Our work was much appreciated & we received very satisfying compliments from our client for our services rendered!"

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

RACHEL WITH HER SON GEORGE



# RACHEL'S CAMPAIGN FOR BETTER INSULIN PUMP SCREENING AT AIRPORTS IS SUCCESS

**Rachel Humphrey, UFO CEO, started a petition for airports across the world to have a better protocol put in place for people with Type 1 diabetes who are dependent on insulin.**

And after months of campaigning, updated guidance material is now being sent to 1,853 airports in 173 countries.

Rachel said: "This is a major achievement for our campaign. I cannot believe how far we have come in just 12 months. I would like to sincerely thank all those who have supported us and helped really make a difference by signing and sharing our petition. I would also like to thank the Airport Operators Association, International Airport Review, UK Civil Aviation Authority, UK Department for Transport, Diabetes UK, Diabetes.co.uk, JDRF and of course Airport Council International World."

Rachel started her campaign after being stopped at Dubai airport last year with her son George, who has Type 1 diabetes. A security guard asked George to remove his insulin pump for an X-ray scan but

Rachel argued it was not safe for him to remove it. She said the radiation could pose dangerous interference with the pump's motors.

As previously reported in The News, the family were detained at the airport for

two hours, which inspired Rachel to start her campaign.

She contacted the Airport Council International who fully supported the campaign by publishing an article 'Best practice for screening of insulin pumps,' in their world report. More recently Nina Brooks, head of security at ACI World, presented the issue to the International Civil Aviation Organisation, a specialised UN agency and the member states of the Aviation Security Panel, which advise on global standards and practises. Ms Brooks said: "Updated guidance material will be included in the 10th edition of ICAOs security manual, which is due for release this year."

The guidance material will note that airports should be able to provide alternative screening methods with the same security outcomes and should not require the removal of a medical device. It will also suggest how they should take into account documentation provided from doctors as well as manufacturers discussing the sensitivity of devices to equipment.

Rachel added: "After this success I will be continuing my campaign and petition by working with organisations more. I want insulin pump users to have a stress-free and safe experience at airports."



# 15<sup>th</sup> Annual Clinical Trial Supply East Coast 2017

October 18th – 19th 2017, Princeton, New Jersey



The 15th Annual CTS East Coast event builds on last year's conference, Arena's biggest East Coast CTS event to date. To do this we have added a one day stream covering the emergence and adoption of innovative technology to find solutions for your clinical trial supply problems, whilst also offering a larger variety of sessions covering all the essentials in clinical supply, from maximising forecasting software to managing a yo-yoing workforce and uncovering what is driving supply outsourcing.

## Key agenda highlights 2017:

- Exploring how working with preferred partners to establish development standards can improve your use of IRT
- Customizing current technologies to improve pharmaceutical supply chain management and improve efficiency
- Uncovering what is driving supply outsourcing; how and why are traditionally in-house capabilities being externalized
- Exploring what supply chain complexities arise from using biologics

## Key agenda highlights 2017:

- Carla Reis, Senior Manager of IRT/Randomization, Bristol-Myers Squibb
- Rey Bacchus, Clinical Trial Supply Manager, Janssen
- Rocco Barone, Associate Director Operations, Merck
- Brian Rogers, Packaging Project Management Head, Sanofi
- Anthony Orosz, Assistant Director, Pharmaceutical, Health and Chemical Center of Excellence and Expertise, US Customs and Border Protection

To register, please visit: <http://www.arena-international.com/ctseastcoast> and quote code: **MK-ACAD** or email us at: [events@arena-international.com](mailto:events@arena-international.com)



**Marine  
Offshore  
Oil & Gas  
Forum**

**BAHRAIN & KSA  
CHAPTER**

Date: 18th October 2017  
Venue: Gulf Hotel, Bahrain

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<http://bizzevents.com/bahrain-symposium-marine-offshore-oilgas-forum.php>

## LPG Europe 2018

Lisbon, Portugal - 7th & 8th March

Exploring Current & Future Business Opportunities

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**Exclusive CLC/Galp Energia Site Visit**



During the afternoon of Tuesday 6th of March 2018, a **limited number of conference delegates** will receive a unique opportunity to visit **CLC/Galp Energia plant in Aveiras**.

There is **no extra charge** to attend the site visit, but spaces are limited and allocated on a first come - first served basis. We would strongly suggest to book your place early to avoid disappointment.

**Key Topics**

- A 5 Year Outlook on LPG Supply & Demand Trends: Comprehensive Analysis of Market Needs
- LPG Industry in the Global Context: Assessing Current & Future International Market Shifts
- Evaluating Current & Future Market Status of Key LPG Regions in Europe
- LPG as a Crucial Alternative for Developing Markets: Expanding Future Business Opportunities
- The Importance of LPG Competitiveness & Further Market Expansion: Making LPG More Attractive to Customers
- Keeping LPG Industry Integrated & Independent: Avoiding Market Disorganisation
- Assessing Key Market Applications of The Future
- Exploring Technology Advancements
- Assessing The Future of Bio LPG Production in Europe
- LPG Supply Chains: Analysing Current Status of Terminal Capacities Projects in Europe & New Projects in Europe

**Agenda Committee**

Renzo Bee, **WLPGP**  
 Peter Lewes, **Interfax**  
 Borut Socic, **Petrol d.d**  
 Guray Isikguner, **Petrol Ofisi**  
 Alan Corner, **Chevron**

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**Commercial & Sponsorship Opportunities:**  
 Alexandre Chrikishvili  
 T: +48 (0) 616 46 7059  
 E: alex@acieu.net

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 Mado Lampropoulou  
 T: +44 (0) 203 141 0607  
 E: MLampropoulou@acieu.net



## RECENT SHIPMENTS BY **INNOVO** IN MYANMAR

Myanmar member, Innovo Shipping & Logistics have recently handled a shipment of machine parts for a concentration heating chamber as part of a spray dryer process production line. Innovo's client is one of the well-known coffee and tea mix brands in Myanmar. The shipment was successfully handled from the Asia World Terminal and safely delivered to the consignee's industrial premises.

Innovo have also successfully delivered another shipment of mobile workshop equipment to the warehouse of CCAM as well as a recent project cargo shipment of oil tanks delivered to a Vietnamese job site.

The Innovo team's knowledge and assistance in successfully handling these shipments was acknowledged and praised by their international clients. Innovo Shipping & Logistics in Myanmar are ready to provide their quality, careful and timely services for any international or local projects.

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

SMI Group Proudly Presents... 

# MARITIME INFORMATION WARFARE

6th - 7th December 2017, Copthorne Tara Hotel, London, UK

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[www.koreamat.org](http://www.koreamat.org)

Korea Int'l Materials  
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## KOREA MAT 2018

APRIL 17(TUE.) - 20(FRI.) 2018  
HALL 10, KINTEX 2

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# UFO HEAD OFFICE'S THOUGHTS ON TRAINING PROGRAMS TO THE INDUSTRY

To manage a project well, one needs to know the practical and technical aspects to avoid surprises, or worse ... a disaster.

Universal Freight Organisation recently invested in both professional training from an industry expert and a new bespoke eLearning Platform (**ufotraining.com**) to provide their Members with a comprehensive training program. See our online brochure for the schedule of modules and sessions.

It is true that in the past, training was obtained 'on the job', but this is in part, because appropriate courses were not available. It is unwise to think this is how it should still be done today. UFO's online training provides theory, physics and principles which should be applied 'on the job' – we don't believe it should be the other way around.

As there is no formal education or schooling that prepares staff for the world of heavy lift and transport, many individuals have merged into the industry without having been properly trained or educated. Some have been in this industry for decades and do not know the physics laws of Newton or Archimedes. No disrespect to those individuals, they were the front-runners of the industry and worked with what they had and knew.

Another important aspect of our comprehensive training program is its ability to help users retain information so that it can be retrieved in a situation where it is required. When learning, students remember an image more than a formula or a piece of text, so we have made sure that there is an image on every single one of our slides. It makes the associated theory or calculation quicker and easier to understand.

Let's face it, nobody (few exceptions) likes to memorise formulas, but we need them to understand, prepare and execute our work. UFO's online training makes it easier to recall the crucial information when needed.

To provide the world-class training, UFO commissioned industry expert, Marco J. van Daal who has over 20 years' experience extending to more than 55 countries on 5 continents. He is Author of the heavy transport textbook 'The Art of Heavy Transport' in addition to being a contributing member of the American Society of Mechanical Engineers and the European Association of Abnormal Road Transport and Mobile Crane. The International Cranes & Specialized Transport magazine frequently publishes his articles.

Marco adds: "It gives me tremendous joy when experienced project and heavy lift forwarders approach me after training and say, 'I have been doing this for 30 years and now I know why'".

We are delighted to announce that since its launch just 2 months ago, over 80 users have already signed up. Each user receives their own personal log-in so that they can train at their own pace with no deadlines.

We hope you find this a valuable addition to your UFO membership.

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



MARCO J. VAN DAAL



## Offshore SYMPOSIUM 2017

7th November 2017 | Dusit Thani, Abu Dhabi

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## 6<sup>TH</sup> EDITION SUPPLY CHAIN & LOGISTICS CONGRESS

November 15<sup>th</sup> - 16<sup>th</sup> 2017  
The Westin Mumbai Garden City, Mumbai, India  
[www.eurasiayan.com](http://www.eurasiayan.com)

Supply Chain Series by **eurasiayan**

# VVM HANDLE TRANSPORT OF COIN CURRENCY IN PARAGUAY

VVM Cargo have recently transported 5 x 20' containers filled with 25 million coins for the Central Bank of Paraguay.

VVM moved 5 trucks from Paraguay ports to the Central Bank depot and as well as the transportation, their services included surveyor work in Montevideo and Asuncion ports and arranging the police escorts in the port's yards and during the journey. The cargo value was 5 million USD.

This is the second shipment handled by VVM moving currency money from Chile to Paraguay. Shown (right) are some photographs of the operations.

[www.vvmcargo.com](http://www.vvmcargo.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.

SMI's 3rd annual...

# MARITIME RECONNAISSANCE AND SURVEILLANCE TECHNOLOGY

30 - 31 JAN 2018 | ROME



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- DISRUPTIVE TECHNOLOGY
- CYBER SECURITY
- THE FUTURE OF SHIP DESIGN

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[www.shiptek2018.com](http://www.shiptek2018.com)

# BIBBY INTERNATIONAL LOGISTICS ACHIEVE ISO 9001-2015 ACCREDITATION

Our UFO agent in the UK, Bibby International Logistics are pleased to announce they have achieved the ISO 9001-2015 standard certification which is proudly displayed at their head office.

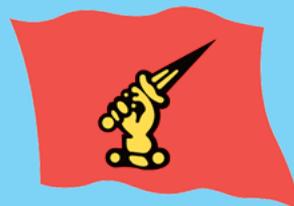
Tim McFarland (General Manager): "We are delighted to advise all of our loyal & valued partners and clients that Bibby International Logistics Limited have now achieved the BS ISO 9001-2015 standard accreditation awarded to us through SGS. We undertook a six-month journey which reviewed and honed our existing

processes and procedures to the highest level. This should assist us in delivering the highest of service levels to all our partners and clients alike.

In addition, we are soon to be applying to HM Revenue & Customs in the UK with a view to starting another journey to become an approved AEO

# BIBBY

INTERNATIONAL LOGISTICS



(Authorised Economic Operator) and we will keep you duly informed."

Congratulations to all at Bibby from the UFO Head Office on this important accomplishment!

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



## REGISTRATION IS NOW OPEN FOR OUR 17TH ANNUAL NETWORK MEETING

As we visited a European city this year, we thought we'd take you to a tranquil stretch of white sandy beach in Southeast Asia next year...

We are delighted to announce that registration is now open for our 17th Annual Network Meeting which will take place from 13-15 May 2018 (plus optional excursion on 16 May) in central Vietnam.

Our chosen venue, the Hyatt Regency Danang Resort & Spa is an ideal base to explore the exotic charms of Central Vietnam. Conveniently located just 15 minutes from Danang International Airport, 30 minutes from Hoi An and only a few minutes from the Montgomerie Links and BRG Danang golf courses, our venue offers guests the opportunity for easy access to nearby attractions including the Marble Mountains, Cham Museum and Han Market.

Representatives from over 70 countries are expected at our gathering which will consist of a Gala Dinner, 1-2-1 Business Meetings, a 'Heritage Night' Dinner Excursion plus an optional visit to the UNESCO World Heritage site, My Son Sanctuary.

Please visit our web site for full details and to register.

### RELAX AFTER THE HARD WORK

Why not book a few days to rest after our meeting? Our venue, the Hyatt Regency Resort and Spa has fantastic reviews on TripAdvisor and May is known for being a fantastic time for tourists to enjoy the sun-sea-sand in Danang, when temperatures fluctuate between 25 and 31 degrees. We have arranged for our guests to have access to our special room rates (from US \$180) from 11-17 May.

We are already very excited about our next gathering and look forward to seeing you all!

# GLOBAL CARGO CANADA VISITS EUROGATE IN POLAND



Eurogate Logistics in Poland are pleased to report the President of Global Cargo Canada, Margaret Janczak has visited their office in Gdynia. During the visit at the end of August, the two UFO partners spent the whole day discussing business and life helping to strengthen their professional and personal relationships.

Pictured above is a photo from the day featuring from left to right: Angelika Najdowska (Eurogate Sea Department); Magdalena Michalak (Eurogate Sea Department); Margaret Janczak (Global Cargo Canada President); and Grzegorz Ocipka (Eurogate Managing Director).

The UFO Head Office is very pleased to see our valued members meeting face-to-face and cementing firm relationships! Remember to register for our 2018 Annual Meeting taking place in Vietnam on 13-15 May providing an excellent opportunity to meet with fellow members.

#### Margaret comments:

"It was my great pleasure to meet our partner Eurogate at their office in Gdynia during my trip to Poland. I would like to express my special thanks to Mr. Grzegorz Ocipka, Managing Director of Eurogate, who arrived from Warsaw especially for the occasion to introduce me to his Gdynia team personally. In fact, this introduction was made a long time ago during our regular business dealings by sending emails and making phone calls so I was very happy to see the entire team face-to-face and to personally thank them for their dedication and fantastic service.

During our meeting, I had a chance to speak with their ocean, air and trucking divisions, learning more about Eurogate's accomplishments and their success stories. The Eurogate office is located in the heart of Gdynia port and through their office windows, I could see the loading of vessels at my fingertips.

After working hours, we celebrated our business relationship and friendship by having a great dinner with Angelika Najdowska, Magda Michalak and of course Grzegorz Ocipka at the most elegant beach restaurant in Gdynia. Thank you to Grzegorz, Angelika, Magda and all at Eurogate for your great hospitality and making my visit a memorable experience. I had a wonderful time!"

#### Grzegorz comments:

"It was a big honour for us to host Margaret at our office in Gdynia and we very much enjoyed the lovely day. Even though we have known each other for a number of years now, I am sure the meeting will help to strengthen our relationship. Logistics relies on people and relationships are key.

Many thanks to Margaret for her time and we hope to meet again soon!"

[www.eurogate.co.uk](http://www.eurogate.co.uk)  
[www.gccanada.com](http://www.gccanada.com)

## FAIRPLAY WITH SHIPMENT TO ALGERIA

Fairplay Shipping (UFO Denmark) have recently delivered cargo for the food industry in Algeria. The shipment was part of a ongoing project being handled by Fairplay.

The over-dimensional cargo was collected by special trucks in Alonte in Italy and transported to La Spezia Port through Fairplay's partner in Italy. It was then loaded onto 2 x 40'FR and 3 x 40'HC containers, lashed, secured and covered in tarpaulins to ensure the goods were not damaged before timely shipping to Algiers, Algeria.

The OOG pieces measured as follows:

- 3 x 10.23 x 2.28 x 2.50m at 3,533kgs each (loaded into 3 x 40'HC)
- 2 x 12.84 x 2.30 x 2.50m at 5,137kgs each (loaded onto 2 x 40'FR)

[www.fairplay-shipping.dk](http://www.fairplay-shipping.dk)





# FAIRPLAY HANDLE CO<sub>2</sub> PRODUCTION EQUIPMENT

Danish member, Fairplay Shipping are pleased to share these photos of a recent project involving CO<sub>2</sub> production equipment for the food industry in Algeria.

The cargo was delivered from the factory in Denmark to Bremen in Germany in special trucks before being lifted and placed on the quay for shipping as breakbulk to Algiers, Algeria.

The OOG pieces measured as follows:

- 2 x 18.02 x 3.30 x 3.35m – 28,000kg each
- 1 x 7.21 x 3.55 x 3.55m – 20,000kg
- 1 x 2.84 x 2.36 x 2.20m – 1,065kg

Fairplay Shipping were established in 1973 and have been our exclusive UFO member in Denmark since 2006.

[www.fairplay-shipping.dk](http://www.fairplay-shipping.dk)

# RENEWAL OF OUR ISO 9001 & ISO 14001 CERTIFICATION

Earlier this month, the UFO Head Office was visited by ISOZert as they carried out ISO 9001 Quality Management System and ISO 14001 Environmental Management audit inspections.

Renewal of the certifications require continual development and improvement of business processes and we were delighted to pass with flying colours!

It was particularly important for us to renew the ISO 14001 certification as part of our on-going commitment to minimise environmental impacts and as many of our Members are working in the renewable energy field.

These certifications give us the assurance that we have an excellent foundation to carry building on and confirm the continued progress of our international network.

## INTERESTED IN ISO CERTIFICATION FOR YOUR COMPANY?

We encourage Members to incorporate the above certifications into their own future business plans. Our affiliation with ISO-ZERT enables Members to obtain ISO certification at attractive rates. Please see [www.isoziert.de](http://www.isoziert.de), or for further details contact Christian on:

[christian.dischke@isoziert.de](mailto:christian.dischke@isoziert.de)





# KMS VISIT INNOVO

Universal Freight Organisation is delighted to report that KMS Logistics (UFO Singapore) visited Innovo Shipping and Logistics (UFO Myanmar) last week. Innovo and KMS have been working together on both inbound and outbound shipments between Myanmar and Singapore for the past few years.

**Mr Aung Myat Htut,**  
Managing Director of Innovo Shipping and Logistics said:

"It has been a great opportunity working together and supporting each other through the UFO network. We really value the support from KMS Logistics and it has been great we both met with our customers together in Yangon. Our strong partnership made us feel more confident! We really appreciate KMS team visit to Yangon and we hope to work more closely on more businesses together in future."

**Dorothy Chan,**  
Director from KMS Logistics (Singapore) added:

"It was a great and fruitful trip in Yangon. We appreciated Mr Aung, Moe and his team very much for the hospitality and took care of us so well throughout the trip. We are indeed working very well with Innovo Shipping and we are very glad to have such a good partner in UFO. We are confident that we both will continue to grow together with our strong tie between Yangon and Singapore."

[www.innovologistics.com](http://www.innovologistics.com)  
[www.kmslog.com.sg](http://www.kmslog.com.sg)

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## 12<sup>TH</sup> ARCTIC SHIPPING SUMMIT

21<sup>ST</sup> - 22<sup>ND</sup> FEBRUARY, 2018  
MONTREAL, CANADA

**KEY TOPICS:**

- Growing Changes in Arctic, Compliance & Market Updates
- Expectations, Growth & Sustainability of the Canadian Arctic Cruise Industry
- Effectively Increasing Efficiency & Profitability through Arctic Corridors
- Developments In Arctic Technology to Enhance Polar Shipping
- Measures in Reducing Risks & HFO in the Arctic
- Developments & Investments into the Arctic
- Implications of the Polar Code as a Component in Risk Assessment
- Ship Design Options & Solutions to Aid in Arctic Operations
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**+44 (0) 203 141 0606 or [mahsan@acieu.net](mailto:mahsan@acieu.net)**

# DEDICATED TO TRANSPORTATION: CRONOS LOGISTICA IN CHILE

**We are pleased to announce new representation in Chile with Cronos Logistica Ltda. With offices in Santiago and 20 employees, the company offer a full range of air, ocean and land services as well as project cargo, customs brokerage, insurance, laboratory shipments and follow ups.**

Managing Director, Karla Benavente states: "We are a Chilean logistics company dedicated to the international trade and transportation industry with over 30 years of experience in air, ocean and ground freight. At Cronos, we are focused on personalised and dedicated customer service. Since our beginning, customer service has been at the core of our foundation and continues to be. As well as our expertise in transportation and international shipments, we also act as consultants for our clients to develop custom-made logistic solutions.

Our highly professional and skilled staff are ready to assist and we look forward to working with UFO partners."

Photographed below is a recent project handled by Cronos of currency shipped from Chile to Paraguay (10tns) and Argentina (17tns). This is the 4th shipment of the kind performed by Cronos. They hired a part-charter from the shipment and also coordinated with DGAC (governmental airport security entity), received the cargo at terminals, and delivered it to the aircraft with guards accompanying at every stage. Karla comments; "We needed to stay with the cargo at every moment and due to the nature of the shipment, it must be moved out on the same day it comes into the airport as it is forbidden to stay longer for security reasons".

[www.cronoslogistica.cl](http://www.cronoslogistica.cl)



# The 14<sup>th</sup> China Air Cargo Summit 2017

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An Event By: **Bricsa Consulting**

## 2<sup>nd</sup> Annual Trans Freight Logistics 2017

23<sup>rd</sup>-24<sup>th</sup> October 2017  
Marriott, Riyadh - Kingdom of Saudi Arabia

The Kingdom of Saudi Arabia is currently developing its transport infrastructure, for which it has laid the National Transformation Plan under the "Saudi Vision 2030". Kingdom of Saudi Arabia aims at transforming itself into a global logistic hub led by a comprehensive supply chain and logistics network with almost \$ 190bn to be invested in the sector to facilitate trade within GCC and the Globe.

**Highlight of the conference to name few**

- National Transformation Plan : Saudi Vision 2030
- Discussion on demand and need for mobility of freight and transportation
- Improving the strategies and planning
- Use of better technology to enhance the transport sector
- Encouraging Public Private Partnership to develop world class Transport Infrastructure

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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)

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# 2018 ANNUAL NETWORK MEETING



## SCHEDULE OF EVENTS

**Sunday 13 May 2018**

18:00-19:00 Welcome Reception  
19:00-22:00 Gala Dinner

**Monday 14 May 2018**

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

**Tuesday 15 May 2018**

09:00-17:00 Official Meeting

**Wednesday 16 May 2018**

08:00-13:00 My Son Sanctuary Tour

**Our 17th Annual Network Meeting will take place from 13-15 May 2018 (plus optional excursion to UNESCO World Heritage site, My Son Sanctuary on 16 May) in Danang, Vietnam. The event will be held at the Hyatt Regency Danang Resort & Spa situated on a tranquil stretch of white-sand beach, between the Marble Mountains yet just 15 minutes from Danang International Airport.**

Representatives from all major world markets are expected at our gathering which will consist of a Gala Dinner with Traditional Band, 1-2-1 Business Meetings, a Dinner Excursion plus an optional visit to the UNESCO World Heritage site, My Son Sanctuary.

With over 15 years' experience in 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 their own 1-2-1 individual business meetings before they arrive.

## GALA DINNER

On Sunday 13 May at 18:00 we will gather to collect name badges, meet fellow delegates and enjoy a welcome drink. We will then enjoy a Gala Dinner and be entertained by a Traditional Band with 5 musicians including drums, flute, monochord, zither and erhu. We aim to include as much in our Registration Fee as possible in order to keep each delegate's expenses to a minimum so we have arranged for beer (Tiger), red wine (Lindemans Shiraz Cabernet), white wine (Lindemans Semillon Chardonnay), soft drinks and mineral water to be included from 18:00-22:00.

## 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.

## DINNER EXCURSION

On Monday 14 May, our dinner excursion will be a chance to unwind with new and old friends after a busy day in the meeting room. We will travel together by coach to a waterfront restaurant and enjoy a 3-course dinner of delicious Vietnamese dishes before returning back to our hotel. Located by the Han River, the restaurant designers have created an interior that is fresh and modern, yet balanced with an Asian ambience. The drinks included are Classic Mojito and Cosmopolitan Cocktails, Peroni Beer (Italy), Cabernet Sauvignon (France), Brut Reserve Sparkling (Australia), Sauvignon Blanc (France) as well as soft drinks and juices.



## MY SON SANCTUARY TOUR (OPTIONAL)

On Wednesday Wednesday 16 May, you have the option to relax with fellow delegates and visit the UNESCO World Heritage, My Son Sanctuary, the unique and beautiful site of the ancient Châm religion. It is one of the foremost Hindu temple sites in South East Asia and the remaining structures conjure images of the majesty of the Champa Kingdom. For the Cham civilization that ruled Central Vietnam from the 2nd to the 13th century, My Son was an important religious site and place of worship. We will leave our hotel at 08:00 for an hour's drive to the My Son Holy Land. On arrival we will be guided around the complex of 20 monuments in a valley surrounded by mountains and overlooked by the impressive Cat Tooth Mountain. We will learn about Cham culture, architecture and civilization and enjoy a Champa musical performance. We will then have lunch with local food before returning back to our hotel at 13:00.



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**23<sup>rd</sup> Tuesday - 24<sup>th</sup> Wednesday, January 2018**  
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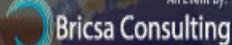


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# 2<sup>nd</sup> Annual Trans Freight Logistics 2017

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**Highlight of the conference to name few**

- National Transformation Plan : Saudi Vision 2030
- Discussion on demand and need for mobility of freight and transportation
- Improving the strategies and planning
- Use of better technology to enhance the transport sector
- Encouraging Public Private Partnership to develop world class Transport Infrastructure

# 3<sup>RD</sup> EUROPEAN DREDGING SUMMIT

28<sup>TH</sup> FEBRUARY - 1<sup>ST</sup> MARCH 2018 - BREMEN, GERMANY

*Collaborative strategies for efficient and environmentally beneficial operations in a changing climate and economy*

#### KEY TOPICS:

- Looking to the future of the dredging sector: market projections and economic outlooks
- Case studies: lessons learned from projects completed and challenges overcome
- Discussing the next level of cooperation needed to adapt to a changing climate
- Management and beneficial reuse of sediment and dredged materials
- Effectively drafting contracts to streamline projects and avoid disputes
- Fostering stakeholder collaboration and communication for mutual benefit
- Reducing emissions and environmental impact
- Innovative techniques and technology for precise, efficient and cost-effective dredging

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#### MORE INFORMATION OR REGISTRATION:

Mado Lampropoulou  
MLampropoulou@acieu.net  
+44 (0) 203 141 0607

# 6<sup>TH</sup> SHIP RECYCLING CONGRESS

24<sup>TH</sup>- 25<sup>TH</sup> JANUARY 2018 - LONDON, UK

#### KEY TOPICS:

- Updates on European Recycling
- Developments of the Hong Kong Convention
- Steps in Achieving a Level Playing Field
- End of Life & Delivery of Vessels
- Overcoming Ship Owner Struggles
- The Crucial Role of Cash Buyers/ Brokers
- Advancements in Ensuring Ship Recycling Standards
- Developments in Latest Green Recycling Options in Asian Facilities
- Updates & Developments in Correct Selection Shipyard
- Has the EU Approved Yards list enhanced the use of European Ship Recycling Facilities
- Safe Steps to Sustainable Ship Recycling to Enhance Safe & Environmentally Friendly Methods & Practices

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#### COMMERCIAL OPPORTUNITIES

Sam Cormack  
samc@acieu.net  
+44 (0) 203 141 0626



#### MORE INFORMATION OR REGISTRATION

Mado Lampropoulou  
MLampropoulou@acieu.net  
+44 (0) 203 141 0607



**UFO**

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

**T:** + 44 (0) 2392 425204  
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