

ISSUE 99

MARCH 2024

eMAGAZINE



UNIVERSAL FREIGHT ORGANISATION

NEWS & UPDATES

ABOUT UFO

UFO is an ISO 9001 (Quality Management) and ISO 14001 (Environmental Management) certified association built on a foundation of mutual trust, shared knowledge, experience and resources to help each Member company grow their business by either referring one another or doing business directly with one another. With 100+ independent freight forwarders located in 95+ countries, we are proud to be an exclusive network with a 'Two Members per Country' policy (with the exception of USA and China).

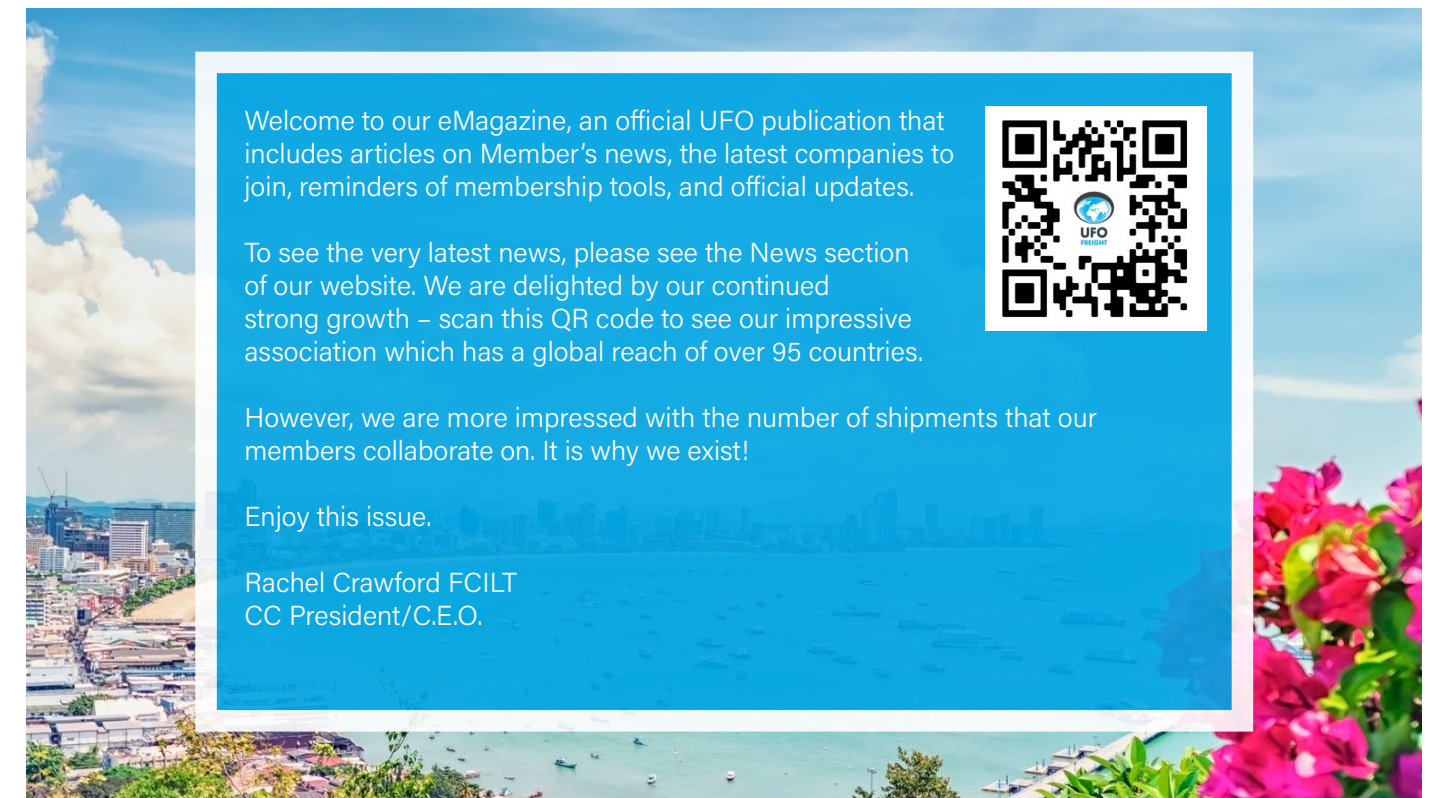
MEETING HUB

Good communication is extremely important which is why UFO has invested in a bespoke Meeting Hub where our Members can connect virtually using the platforms that have now become an essential part of daily life including Zoom, Google Meet, Skype, and WhatsApp. Watch this video to see how the system works.

Publisher: Universal Freight Organisation
Website: ufofreight.com
Online Training: ufotraining.com
Meeting Hub: ufomeetinghub.com
Contact: rachel@ufofreight.com
Tel: + 44 7305 092930

Cover: 2024 Network Meeting in Thailand

Universal Freight Organisation 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.



MEMBER SUPPORT

Judith manages the network on a day-to-day basis, assisted by Wendy. Together they ensure that all systems are up-to-date and are the first stop for any Member queries. In addition, they also secure collaborations with the **world's top industry exhibitions**.

RECRUITMENT

Sam manages membership recruitment, selecting companies who will become active Members. His current aim is to expand our global coverage filling our **vacant territories** and emerging markets.

EVENTS

Emily organises and supports Rachel at our **Network Meetings** from sourcing locations to managing the registration process.

NEWS DESK

Tom runs our **News Desk**, publishing our **online articles**, supported by Sam who manages the company social media including **X** and **LinkedIn**.

PUBLICATIONS

George is responsible for the production of our **colourful eMagazines** (packed with Members news!) and all brochures, marketing and sales material available to Members.

FORBES DIAMONDS



Diamenty Miesięcznika
Forbes
2024



SUCCESS OF EUROGATE LOGISTICS POLAND IN THE FORBES DIAMONDS 2024 RANKING

Eurogate Logistics (UFO members in Poland) have great pleasure in announcing they have once again been honoured as a laureate of the esteemed '**Forbes Diamonds 2024**' ranking.

The 16th edition of the ranking, made in collaboration with the Forbes Editorial Team and Dun & Bradstreet Poland, is the compiled list of **the most dynamically developing companies in Poland**.

The Forbes Diamond title is undoubtedly a reason to be proud, especially since Eurogate were distinguished in the category of companies with revenues exceeding PLN 250 million. The success is the result of the **joint effort, commitment and determination** of the entire Eurogate Logistics team in creating the best logistics solutions and delivering the highest quality services in the dynamically changing market. It is also proof of solid financial results and business stability.

Grzegorz Ocipka, Vice-President of Eurogate Logistics Poland, said; "The title of Forbes Diamond is a great honour for us. This confirms our belief that we have been on the right path over the last years. We treat it as additional motivation to continue working and improving the services we provide.

We would like to thank all our employees for their everyday hard work, our clients for their trust and loyalty and our business partners for fruitful cooperation. Without you, this achievement would not have been possible."

JETWELL LOGISTICS IN CHINA SHARE THEIR 2023 UFO DATA

Members in China, **Jetwell Logistics** are delighted to share their UFO data for 2023.

Macarena Wang (Group Operation Manager at Jetwell) explains; "It is the time to share the happiness with you again! In 2023, we handled a total of **261** bills of shipments with 13 UFO members. Out of these shipments, 146 were from fellow UFO members and 115 from Jetwell.

As always, we would like to take this opportunity to give our many thanks to the UFO network and it's members for the usual great support!

The UFO Head Office gives thanks and congratulations to Jetwell Logistics for continuing to be such a reliable and active member!

The Jetwell team is pictured at their annual party.



The World's Largest Project Cargo
and Breakbulk Event

BREAKBULK

EUROPE

21-23 May 2024 | Rotterdam, Ahoy

BOOK A STAND

europe.breakbulk.com

IATA WORLD CARGO SYMPOSIUM

Hong Kong, SAR China
12 – 14 March 2024



Host Airline

CATHAY CARGO

Host Airport



JOIN US AT THIS YEAR'S **IATA WORLD CARGO SYMPOSIUM**

DRIVING SUSTAINABLE AND INCLUSIVE GROWTH

Celebrating our 17th anniversary, the IATA's World Cargo Symposium is the go-to event for thought-provoking sessions, engaging speakers and informative program topics. Embark on a journey of discovery as we delve into this year's World Cargo Symposium theme: 'Driving sustainable and inclusive growth.'

REGISTER NOW ON IATA.ORG/EVENTS

For more details please contact: iatawcs@gl-events.com



UFO NETWORK MEETING 2024 - EVENT SUMMARY

More than 70 CEOs & Senior Managers from over **45 countries** joined together for our **21st Network Meeting** held at The Royal Cliff Hotel in **Pattaya, Thailand** on February 18th-20th.

*Thank you to all those who attended our recent gathering! Our Network Meeting significantly saved our members valuable time away from their offices and reduced substantial travel expenses by facilitating **P2P meetings in a single location**.*

The group gathered on Sunday evening at the stunning Sky Aquarium Infini Pool overlooking the Gulf of Thailand to enjoy a Welcome Drink by sunset and then settled down to a delicious International Buffet. A private DJ helped us enjoy the ambience and the evening crescendoed with a spectacular waterside fireworks display!



Our CEO, Rachel Crawford, set the tone for the official meeting proceedings by extending a warm welcome to delegates and emphasising the paramount importance of unity amidst global conflicts. She reiterated our collective commitment to transcending political and religious differences in pursuit of a common goal: fostering collaboration and support within our global family.

Rachel said: "We have sadly witnessed a great deal of global conflict over the past two years. When we tune into the news during these troubling times, our first worry is the safety and welfare of our network friends. As I've always said at the beginning of our gatherings, we are a global family with the single aim of uniting you, putting our political and religious differences to one side. I always take immense pride in our ability to assemble in one space, representing various cultures and backgrounds, all with no other objective than to find ways to work together. So, thank you for your care and your support for each other."

Our **Online Heavy Transport Training** has proved to be incredibly popular since its launch in 2017 and was not only the proud Finalist in HLPFI's 'Training of the Year' but so far has also been used by Kuehne+Nagel, Bertling, Schenker, Panalpina and DHL as well as companies in over 50 countries.

UFO thrives on innovation, but what truly drives us is the opportunity to provide our members with valuable benefits that can significantly enhance their business. Therefore, we are proud to be launching an exclusive collection of new training videos. In general, stability often entails lengthy calculations that typically require an engineering degree. Nevertheless, we have condensed this complex subject into a single fundamental concept. What's crucial is that we can achieve this through graphical representation, sidestepping the need for intricate calculations.

Naturally, this approach can never replace the role of engineering, but it provides genuine insight into why one scenario succeeds while another falters.

The expertise obtained from the videos can be applied to your daily work immediately and illustrate that stability in the various domains: transporters, cranes, and barges, essentially boils down to the same underlying principles of nature.

To the best of our knowledge, there has been no precedent for explaining the transport, lifting, and maritime stability concepts as an integrated whole. All UFO Members will have free access to the course and delegates were provided with a handout with QR codes for each of the 5 videos.



The **winners of our Awards** were presented with their trophies. For 2024, we put the power in Members' hands by inviting them to nominate their favourite members across six categories. This new approach provided members with an opportunity to highlight and nominate the most exceptional companies within our network. Each award stands as an acknowledgment of the dedication and contributions made by our outstanding members.

2024 Regional Award: Middle East & Africa
Intraspeed South Africa

2024 Regional Award: The Americas
Express Air Freight

2024 Regional Award: Asia & Pacific
Apex International

2024 Regional Award: Europe
Eastway Global Forwarding

2024 Member Contact of the Year
Abdul Shukoor of BGL Cargo Express

2024 International Member of the Year
Euro Cargo Express





Delegates then got down to business and held numerous 1-2-1 meetings with each other, aided by our Countdown Clock and their pre-arranged Meeting Hub schedules. The system not only promotes environmental sustainability but also provides the unique advantage of real-time scheduling.

This means that delegates could spontaneously arrange new meetings during the event (useful if an existing one is cancelled), ultimately optimising their time and ensuring they have the opportunity to connect with as many companies as possible.

Amidst the hustle and bustle of meetings, our **Chill Out Zone** provided a relaxed setting for friendly competitions and photo ops, fostering new relationships and strengthening existing ones.

After a busy day in the meeting room, it was time to relax with an exclusive Thai/European Group Dinner & Disco. The delicious dinner was washed down with an open bar with a surprise performance from **Barbara Hiebendahl** of **ECX Global Logistics** who wowed us with her puppeteering skills. The evening provided the perfect opportunity to relax together with many enjoying the opportunity to dance with new and old friends.

Gratitude is extended to our sponsors, **Scanlog** and **CargoWise** for their support and a heartfelt appreciation to all who contributed to our charity **SOS Childrens Villages**.

As we reflect on the success of this gathering, we eagerly anticipate our **next rendezvous** at the Azia Resort & Spa in **Paphos, Cyprus** on **27-29 April 2025**, where we'll continue to foster connections, drive innovation, and celebrate the strength of our global network together.

We hope to see you all there!



INTRALOGISTEX

19th & 20th MARCH 2024 | NEC BIRMINGHAM

SHOWCASING THE SMARTEST MOVES IN WAREHOUSING & LOGISTICS

- 350+ EXHIBITORS
- 8,000+ KEY BUYERS
- 60+ EXPERT SPEAKERS

REGISTRATION IS **FREE** FOR THE UK'S
LARGEST WAREHOUSING & LOGISTICS EVENT

#ILX24

WWW.INTRALOGISTEX.CO.UK

For all your needs
to and from Scandinavia.





Software that moves your freight forward.

Execute complex logistics transactions and manage your end-to-end operations with CargoWise.

Powered by advanced technology, automation and analytics, enjoy deep visibility and control from one, easy to use software platform.



Protect your business with comprehensive global compliance capabilities.



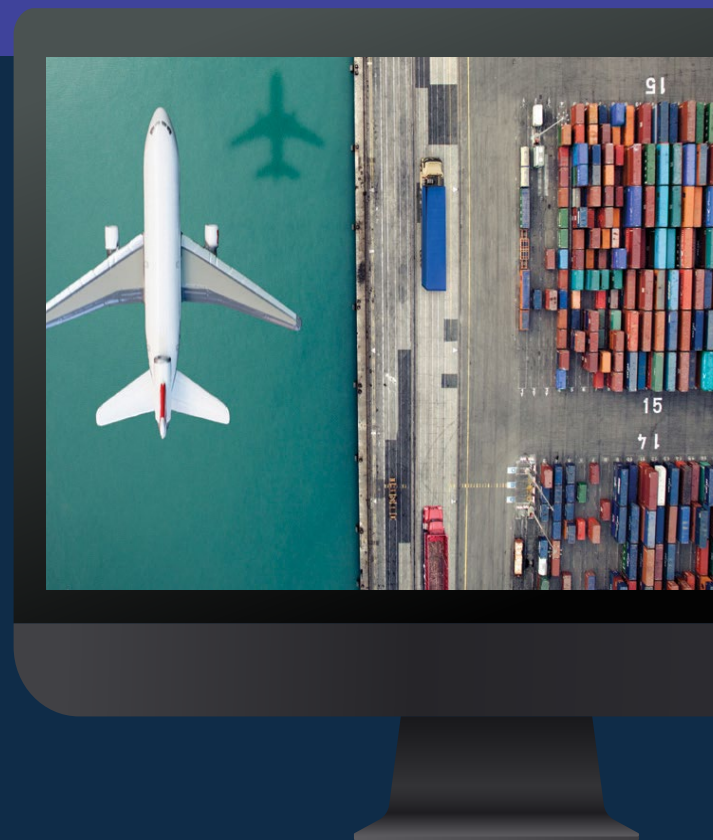
Streamline shipment processes with deep integration interfaces.



Increase productivity and operational efficiency with real-time data visibility.



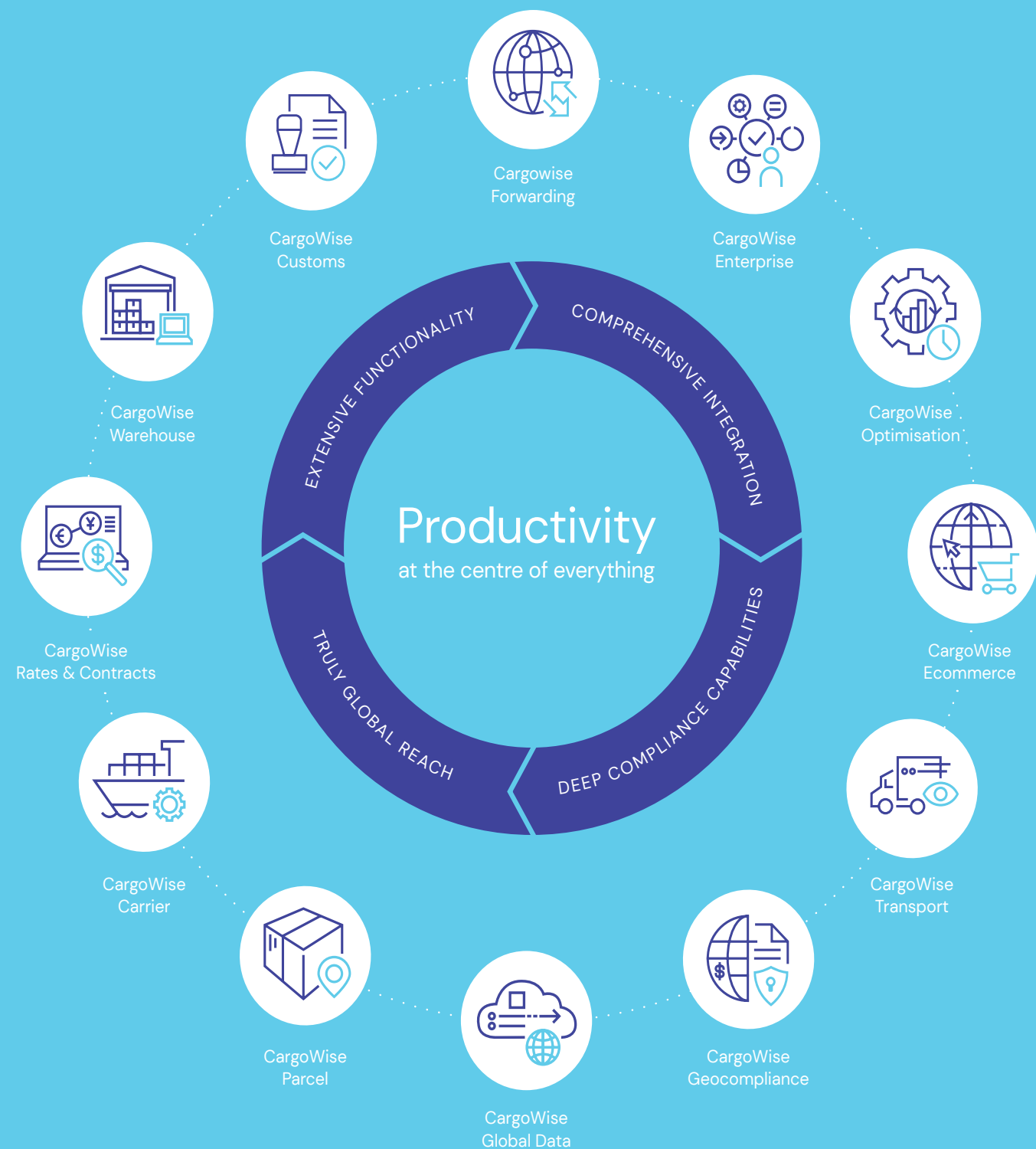
Licensed across 174 countries and available in 30 languages.



For us to have just one global application is great, because a global application helps you to really show that the quality of your service is the same everywhere.

- DHL Global Forwarding, Freight

Our single-platform system automates and optimises processes throughout your business – giving you total transparency and control over all your operations.



EXCLUSIVE DISCOUNTS AND BENEFITS AVAILABLE TO MEMBERS

To learn more, come and say hello to our CargoWise representative or visit cargowise.com