

INSIDE UFO

QUARTERLY NEWSLETTER OF THE
UNIVERSAL FREIGHT ORGANISATION

ISSUE 80
APRIL 2018



L&L VISIT ABM OFFICES

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UFO

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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)

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www.ufofreight.com



UFO



FROM THE PRESIDENT/C.E.O.



We love it when Members visit each other's offices during the months between our Annual Network Meetings. Recently Emiliano Leal of L&L International de Colombia and his family visited ABM Logistics in Panama. ABM's General Manager, Alberto Burgos said "We held a meeting to talk about business between our companies. After a tour of our offices, we visited The Panama Canal with our families."

Both Emiliano and Alberto will be attending our 17th Annual Network Meeting which takes place from 13-15 May in Danang, central Vietnam (see page 11) and will be the sole representatives from their countries due to our exclusivity policy. Since UFO was founded in 2000, the freight networking sector has grown exponentially and today there are more than 300 organisations, almost all of them non-exclusive. Non-exclusive networks are often looking for sheer numbers but at UFO, we offer exclusive membership to a small number of committed companies. This has fostered a friendly and professional unity within our group and we love seeing the profitable business relations that this policy generates.

Our next Digital Newsletter will be packed with photos from our upcoming event where we look forward to announcing a new membership development strategy as well as the exciting venue of next years meeting ... watch this space!

Rachel Humphrey

INNOVO MYANMAR ENJOY COMPANY TRIP TO NGWE SAUNG BEACH

UFO representative in Myanmar, Innovo Shipping & Logistics recently organised a company trip to the beautiful Ngwe Saung Beach for their team retreat programme!

Ngwe Saung Beach is located on the west coast of Myanmar, 245km away from day-to-day business in the country's commercial capital, Yangon. The Innovo team spent two nights and three days together and enjoyed team games, great seafood and visiting the beautiful Ngwe Saung coastal area.

"The trip was memorable for all team members and it was a great recharge to welcome 2018!"

Shown here are some photos from the trip.

www.innovologistics.com



MAX AT DESTINY SHIPPING AGENCIES AWARDED WITH HONORARY DOCTORATE DEGREE



Managing Director and C.E.O. at Destiny Shipping Agencies (UFO representative in Sierra Leone), Corneilius Adeyemi Max-Williams (Max) is pleased to announce he has been awarded an Honorary Doctorate Degree in Shipping and Port Management by the Commonwealth University in the UK and the London Graduate School.



Max commented on the achievement: "The Bible says in Proverbs 22:29 – Seest thou a man diligent in his business? He shall stand before kings; he shall not stand before mean men."

Pictures from the ceremony, held last month, are shown here. Congratulations to Max from the UFO Head Office!

www.destinyshipping-sl.com





WIRTZ SHIPPING IN BELGIUM SHOWCASE THEIR VARIED 2017 WORK

Wirtz Shipping & Co NV in Belgium is a family company, owned and run by Didier Wirtz, founded in 1960. With a long history of excellent freight forwarding services and handling complex shipping projects, they ensure operations run as smoothly as planned.

They are very pleased to showcase some of their varied 2017 work in the above gallery.

Wirtz Shipping & Co have been our valued and reliable UFO representatives in Belgium since 2004.

www.wirtz.be



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NEW AFRICA CARGO FREIGHTERS AWARDED BY UGANDA REVENUE AUTHORITY

New Africa Cargo Freighters in Uganda have emerged as the Best Performing Customs Agent in Key Performance Indicators awarded by the Uganda Revenue Authority.

The key indicators and parameters that were considered by the Uganda Revenue Authority in awarding New Africa Cargo Freighters as the best performing in 2017 included:

- The total taxes collected in 2017 by the government of Uganda using the services of New Africa Cargo Freighters
- Total volume of cargo handled in 2017 - New Africa Cargo Freighters handled over 2,839 consignments in 2017
- The least number of hours taken to clear cargo out of customs and deliver to clients

- The excellent staff training programs conducted by New Africa Cargo Freighters during the year
- Good management of customs transit bonds
- Being members of the Uganda Clearing Industry and Forwarding Association and Federation of the East African Freight Forwarders Association
- Being an efficient customs agent in terms of tariff usage and customs declarations

New Africa Cargo Freighters would like to extend their sincere appreciation for the continued support of UFO members. Congratulations from the UFO Head Office!

www.newafricacargo.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.

ALLSTA COMPETENTLY HANDLE LOGISTICS OF SPECTACULAR STAGE SHOW

ALLSTA Express Spedition is an international logistics provider with an office at Vienna International Airport in Austria. They have a very competent logistics team and have been handling the forwarding requirements of corporate and private clients for over 25 years, by land, sea and air as well as customs matters. Their assignments usually exceed the standard procedures and are completed with care and efficiency.

ALLSTA actively support international events of all kinds and Wolfgang Vytisk (Managing Director) describes a recent project below involving the logistics of the spectacular stage show, 'Masha & the Bear on Ice' in Abu Dhabi, UAE (photographed right).

"Inspired by a Russian fairy tale, Masha & The Bear is well known to children around the globe and in Abu Dhabi, enthusiastic fans were looking forward to the wonderful ice show. More than 30 ice-skaters, dancers and acrobats, a spectacular stage design, scene transitions, melodic sound and enchanting props (up to 10m high) bring the breathtaking show to life – a perfect staging that inspired the audience. But the success of an ice show cannot be measured by applause alone – professionalism is the magic word in all areas. Our Viennese logistics company, ALLSTA has been working in event logistics for many years and knows the challenges of the international industry. It was our job to handle the exciting journey of the ice show from Bratislava to Abu Dhabi."

There was a lot of work to do to ensure that all the equipment for the ice show, from the cute bear's masks to the heavy steel structures, arrived on time at the event location in Abu Dhabi. In addition to cargo management, the experienced and reliable ALLSTA team had already assisted with all aspects of planning and customs documentation.

"Four of the higher 40' cube sea freight containers were selected for some of the bulky stage constructions and proper loading was ensured. Afterwards, the containers were to be transported by truck to Vienna railway station and from there by train to the Italian port of Trieste. In order to enable faster customs clearance in the receiving country, four ATA carnets should have been created for the temporary export of the ice show equipment by the Bratislava customs office. However, one container was forgotten by the state railroad at the station and the customs office forgot to list and stamp some parts of the ATA carnet as provided for the customs regulations. The ALLSTA supervisor was on site for the loading in Trieste and was able to clarify everything personally, quickly and flexibly. The missing container arrived late in Trieste and only through ALLSTA's excellent contacts with all those involved at the port, we were able to ensure the containers were loaded onto the ship on time meaning all cargo arrived punctually in the destination harbour and from there, they were transported by truck to the event location in Abu Dhabi."

"Event logistics is similar to a live performance – the logistics must be planned precisely, right down to the very last detail. The logistics artists need to give their passion in everything they can and if something doesn't go smoothly, the audience shouldn't notice it. We work discreetly, professionally and quickly on a solution until the logistics show is over!"

ALLSTA are valued UFO members representing Austria and Germany.

www.allstaaustria.com



UNIVERSALLY FUNNY OBSERVATIONS



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HEART KIDS: EVEREST MARATHON FUNDRAISER

It may have been a few years since you've seen Colin Chapman (probably at the Hong Kong meeting). He is a co-owner of 360 Logistics (our UFO representative in New Zealand), mostly due to the fact that Adrian Doyle, more often represents 360 at our meetings these days.

You will see, from the link below, that Colin has set himself an immense challenge – to run the highest marathon in the world, on Mount Everest! If that wasn't enough he is using the event to raise awareness and funds, for the charity 360 have been supporting for the last few years, Heart Kids NZ, and they have set themselves a lofty target of 250k.

On the right is an excerpt, with a bit more background and info, taken from the web site, that has been set up for the fundraising event. But for full details and to donate, to this worthy and ambitious endeavour, please visit the web site below. Thank you.



“TENZING HILLARY EVEREST MARATHON

Over a quiet beer one day, four adventure loving mates were discussing their various mountaineering, endurance event achievements. Likening themselves to extreme adventurers, once you have accomplished a large 'bucket list' item you naturally set your sights for a higher-level challenge to achieve. After much discussion and hydration, they decided they needed to go high, really high, and long distance, "Let's run around Everest!"

Introducing – Colin 'Chappy Fair Play' Chapman, Russell 'Humpty' Simpson, Paul 'Chicken Legs' May and Colin 'HMC' Thomson. Four mates that have set their sights on completing a Full Marathon on the heights of Everest! Spending a long period of time in very close proximity to your team mates means there's no time for ego's and each team member has had to prove they have the right attitude towards the challenge and their fellow team members to make the cut.

Since 2003 the Tenzing Hillary Everest Marathon is conducted to commemorate the first successful ascent of Everest by the Late Tenzing Norgay Sherpa and the Late Sir Edmund Hillary on 29th May, 1953.

This adventure starts in Lukla, a half hour flight from Kathmandu, where entrants will set off on a 10 Day trek to Everest Base Camp. The altitude in Lukla is 2860m.

The Full Marathon then starts from the Everest Base Camp at the Khumbu Icefall at 5356m altitude, and finishes at Namche Bazaar. The measured distance of the marathon is 42.195 km over rough mountain trails.

The level of fitness required for this event is in the extreme range, as not only are runners negotiating ice, snow and rocky terrain, they are also running at high altitude. Not a day trek through the Rimutakas that's for sure.

As part of this challenge, the team are fundraising to support Heart Kids, a charity that supports children all around New Zealand that are born with broken hearts. The numbers are large, it is in fact New Zealand's highest occurring serious birth defect with 12 babies born every week with this condition.

A heart kid is someone who is born with one or more life threatening heart defects. These can range from a hole in the heart to complex conditions where one half of the heart doesn't work, or the valves are not formed properly. A lot of heart kids will never get the chance to take part in an adventure like this.

Their hearts wouldn't be able to cope with the pressure or lack of oxygen – they deal with that challenge every day. For many even attending school camp isn't an option.

In addition, sadly around 40 babies a year lose their battle and become heart angels.”

”



www.runningeverestforheartkids.co.nz

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JETWELL LOGISTICS IN CHINA SHARE THEIR 2017 DATA

Jetwell Logistics (UFO representatives in Qingdao, China) have great pleasure in sharing some of their data from 2017.

"In 2017, we handled 399 bills of shipments with 24 UFO members. Out of these, 211 bills of shipments were from UFO members and 188 bills of shipments from Jetwell. We look forward to seeing all members at the 2018 UFO Annual Meeting in Vietnam!"

Pictured right is the Jetwell team at the recent annual party where they evaluated their 2017 data.

The UFO Head Office would like to thank Jetwell for their continued efforts to be an active member!

www.jetwell-logistics.com



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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

08:00-14:00 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

After a busy day in the meeting room we will relax with our new and old friends at the Nam Long Restaurant, nestled between the romantic paddy rice field and the Thu Bon river. We will be greeted by a Welcome Lion Dance and then enjoy a delicious dinner with open bar (house wine, soft drink, local beer, mineral water & juice) and be entertained by a Drummer Band.




MY SON SANCTUARY TOUR (OPTIONAL)

On 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 Chăam 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 14:00.



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