

INSIDE UFO

QUARTERLY NEWSLETTER OF THE
UNIVERSAL FREIGHT ORGANISATION

ISSUE 81
JULY 2018



2018 ANNUAL MEETING IN VIETNAM

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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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COVER: 2018 Annual Meeting in Vietnam
See page 4 for details.
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UFO Head Office

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FROM THE PRESIDENT/C.E.O.

With our gathering in Vietnam now over, we are already looking forward to our next meeting in ... Botswana. Despite Africa's robust growth, there is still much untapped potential for exporters, importers and therefore freight forwarders. We want to provide the opportunity for UFO Members to understand, explore and secure business in this rapidly expanding marketplace. See page 11.

To make getting there easier (and very exciting!) we are currently organising a luxury coach transfer option from Johannesburg (OR Tambo Int Airport) at 10:00 on Sunday 28 April so that we can travel together whilst taking in some amazing sights on the 4/5 hour journey. The cost is approximately USD 90 per person return including air conditioning, fridge, on-board toilet, reclining seats, undercarriage luggage storage compartment. More details to follow!

As mentioned during my Opening Session during our recent Annual Meeting in Vietnam, this summer we are carrying out a Membership Audit, which will result in some changes but more importantly more business growth, more inspiration and more creativity for our network.

For UFO to move into this new, exciting and stronger stage, we will be replacing some companies. As we are one of the world's only exclusive networks, we need to ensure that each company who occupies an entire country can service that country and are motivated to actively develop relationships within our network. Further details can be found in our Members Area and we will keep Members fully informed and up-to-date with developments.

Exciting times ahead!

Rachel Humphrey

THE LOVE FOR FOOTBALL BRINGS THE WORLD TOGETHER!



It is true that the love for football brings the world together as UFO Members prove this week...

Katerina Bogdanova, Assistant to the General Director of MBB/Delta Cargo in Moscow says: "Robert Mrencevski of Spark Global Logistics came to Russia specially for the World Cup. We watched the 1st opening game between Russia and Saudi Arabia and then Rob moved to Kazan for the game between Australia and France."

"But the main game – Australia and Russia – UFO was the winner!"

Katerina added: "It is really amazing to have such a good opportunity to see each other not only during our Annual Meetings, but also share the emotions! Thank you, Rachel, for these established bridges among us, who became not only colleagues, but friends."

Pictured from left to right are Robert Mrencevski (Spark Freight) and Ilya Maslennikov in the MBB/Delta Cargo office before they left to watch the game.



2018 ANNUAL AWARD CEREMONY

Results from our 2018 Annual Award Ceremony with trophies collected by those in attendance:

International Member of the Year Award:
ALLSTA Spedition (Germany)

Regional Award for Asia & Pacific:
KMS Logistics (Singapore)

Regional Award for the Americas:
ABM Logistics (Panama)

Regional Award for Europe:
Eastway Global Forwarding (Ireland)

Regional Award for the Middle East & Africa:
Barshan International (Israel)

President's Award:
Vision Freight (Zimbabwe)

A certificate was also presented to Cronos Logistica (Chile) for a free registration to next year's meeting to acknowledge the furthest distance travelled to attend our gathering. Delegates then settled down to the private, pre-arranged 1-2-1 meetings where they discussed current business, highlighted their specialist areas and discussed cross trade. The sessions also allowed them to provide information regarding their country's regulations and requirements and to share key import and export trade information.



CRONOS FROM CHILE VISIT APEX IN JAPAN

Recently, Chilean members, Cronos Logistica visited the offices of Japanese members, Apex International!

The 2 UFO partners shared a great, beneficial meeting – Karla Benavente (Managing Director) and Georg Schneider (General Manager) from Cronos Logistica are photographed above with the Apex management team.

Apex and Cronos had recently met at the UFO 2018 Annual Meeting in Vietnam where they cemented their working relationship and friendship. The UFO Head Office loves hearing news of our members visiting each other!

www.apexintl.co.jp, www.cronoslogistica.cl



2018 ANNUAL MEETING IN VIETNAM

Our 17th Annual Network Meeting took place from 13-15 May 2018 at the Hyatt Regency Danang Resort, situated on a stretch of white-sand beach, between the Marble Mountains and 20 minutes from Danang International Airport.

C.E.O.s and Senior Managers from more than 40 countries attended the gathering which consisted of a Gala Dinner, 1-2-1 Business Meetings, a Dinner Excursion plus a visit to the UNESCO World Heritage site, My Son Sanctuary.

On Sunday 13 May 2018, we gathered to meet fellow delegates and enjoy a welcome drink with uninterrupted views over the sea to the Son Tra Peninsula. We then enjoyed a Gala Dinner with live music. During the evening we had fun with our Twitter frame and selfie props. There was also a Twitter competition

(details on page 7).

During the Opening Session on Monday 14 May, President/C.E.O. Rachel Humphrey gave a brief synopsis of air cargo's recent growth by region and industry forecast, an account on the importance of the network's exclusivity policy and vision, a review of the recent Membership Audit, as well as introducing the new Membership Development Strategy, which is due to take place over the next 12 months. If you missed it, the narrated presentation is available in our Members Area. The Award Ceremony followed (details on page 3).

After a busy day in the meeting room, delegates were taken to the fantastic Nam Long Restaurant, where they were greeted by a Welcome Lion Dance and

then enjoyed a delicious dinner with open bar and were entertained by a traditional Drummer Band.

At the end of the 2-day meeting, delegates also had the option to visit the UNESCO World Heritage, My Son Sanctuary together.

The event raised over £1000 for the SOS Children's Village, which started its work in Da Nang in 1993. Communications & Fund Development Director, Nguyen Vo Truc Giang said: "We thank you very much for your offer to organize fund raising during UFO's meeting in Da Nang this May 2018. Your kind initiatives will help us a lot in taking better care for orphans, abandoned children and giving more support to children from struggling families around Da Nang and Quang Nam area of Vietnam."

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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 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 for details.



www.freightbook.net



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AIRCARGO AFRICA 2018 16-17 FEBRUARY 2018 FOR BOOKING, CONTACT: info@aircargoafrica.com	Uplift Africa FOR BOOKING, CONTACT: info@upliftafrica.com	GREENPORT Congress 16 MAY 2018 18 JUNE 2018 Convention Centre
GETTING THE MOST OUT OF MORE POSITIVE MARKETS	Clinical Trial Supply Nordics 2018 12-14 June 2018 Copenhagen, Denmark	LNG Conference 2018 7-8/6/2018 www.lngconference.eu
Clinical Trial Supply West Coast 2018 20 & 21st MAY 2018, BIRMGHAM, UK	ASEAN POWER GRID SUMMIT 21 - 23 May 2018 • Crowne Plaza, Vientiane, Lao PDR Enhancing APG Investment Towards Regional Energy Optimization	Rail Expansion Asia 2018 21-23 May 2018
International Smart Logistics and Supply Chain Congress APAC 2018 June 20-21, Singapore	POLISH LNG CONFERENCE 14-15/11/2018/WARSAW	BALTIC PORTS CONFERENCE Szczecin, Poland, 6-7 September 2018 Discover more: www.bpoports.com
RAIL FESTIVAL 13-14 NOVEMBER 2018 AMSTERDAM INNOVATION, EXPERIENCE, DIGITAL FOR THE GLOBAL RAIL INDUSTRY	WAREHOUSING 21-22-23 JUNE 2018 Pragati Maidan, New Delhi INTERNATIONAL EXHIBITION & CONFERENCE ON WAREHOUSING MATERIAL HANDLING STORAGE AUTOMATION LOGISTICS & SUPPLY CHAIN	PORTS 4.0 Tallinn, Estonia 17/05/2018
Maritime Standard 15-16 NOVEMBER 2018 AMSTERDAM INNOVATION, EXPERIENCE, DIGITAL FOR THE GLOBAL RAIL INDUSTRY	Asia COLD CHAIN SHOW 2018 BANGKOK 15-16 NOVEMBER 2018	SILBARCELONA expo & congress 5-7 June 2018 // B2B The Leading Exhibition of Logistics, Transport, Distribution & Supply Chain of South of Europe
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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.



2018 ANNUAL MEETING TWITTER COMPETITION ENTRIES!

During our 2018 Annual Meeting in Vietnam, we held a fun Twitter Competition! The competition ran through the entire event and we received some great entries showing both the hard work and the social fun with the hashtags #ufofreight and #logistics.

The 1st prize of an Annual Fee was deservedly won by Jackie Tai of Winfull Transportation in Shenzhen (China) and both Sabby of Swift Connections in Oman and Emiliano Leal Acevedo of L&L International in Colombia took the runner-up prizes of a free registration to the 2019 Annual Meeting in Botswana.

Please take the time to view all entries from Twitter at the link below and check out the main 2018 Annual Meeting story online for some more fun photos with the Twitter frame!

www.twitter.com/UFOFreight





EFFICIENCY, ACCURACY & EFFECTIVENESS FROM YSL TRANSPORTATIONS

YSL Transportations are our new member in Cambodia! The company are located in the country's capital, Phnom Penh and were recommended by 2 current UFO members in their application.

Operations Manager, Mr. Theara (Donal) states: "YSL Transportations is one of the leading shipment companies in Cambodia. We offers wide range of global logistics services to meet varied requirements including freight forwarding by air, sea and land, customs

brokerage, 3PL services and shipment consulting services. Our professional and experienced team works with efficiency, accuracy and effectiveness with reasonable rates and always delivering on-time. We also have excellent relationships with the best air and ocean freight carriers in the world."

YSL have recently completed the air import of 1tn of fabric and garment accessories from Shanghai International Airport in China to Phnom Penh International Airport as pictured.

Donal explains: "After receiving the request, we carefully coordinated all cargo handling, booking, packing and transport in cooperation with our partner and client. We also handled all documentation and our team worked closely with customs to ensure all processes were fully completed. The cargo was successfully delivered to the consignee's door safely and on-time to the satisfaction of our client and pride from the YSL team!"

www.yslcam.com



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ALPHA MARITIME SERVICES WIN BIG ATC SHIPMENTS

Member in Italy, Alpha Maritime Services are proud to announce they have won some big shipments in Africa, Canada and the Maldives.

Alpha Maritime Services are specialised in ATC systems for national civil aviation and are working on the following projects:

AFRICA:

- **Somalia:** 19 new airports in collaboration with ICAO
- **Ethiopia:** 5 new airports
- **Kenya:** 5 civil airports plus equipment for the Kenya Air Force
- **Morocco:** 2 airports
- **Sudan:** 1 airport
- **Djibouti:** 1 airport

MALDIVES:

- **Malè:** 1 airport

CANADA:

- 39 airports

Massimo Corte (President & C.E.O.): "The projects will involve air freight, breakbulk, aircraft chartering and containers. In the last year we have performed:

- 15 chartered aircrafts to Africa
- 2 full bulk carriers
- 8 part cargo shipments in breakbulk
- 450 air freight shipments
- 185 containers"

"Alpha Maritime Services is now well trained and experienced in ATC carrying systems."

www.alphamar.it

UNIVERSALLY FUNNY OBSERVATIONS



"WHICH SIDE IS THE FUEL FILLER ON AGAIN?"

COLIN CHAPMAN OF 360 LOGISTICS ENTERING EVEREST MARATHON FOR HEART KIDS NEW ZEALAND!

As reported in the previous issue of Inside UFO...

360 Logistics Group have been our UFO members in New Zealand since 2003 and many of you will have met their Director and Major Shareholder, Colin Chapman at our past Annual Meetings. Colin has a passion for adventure racing and entered the highest marathon in the world which took place on Mount Everest! In addition to the challenge of the marathon itself, Colin and 360 used the event to raise funds for their chosen charity, Heart Kids New Zealand.

Colin and 3 friends departed New Zealand on the 14th May destined for Lukla Airport in Nepal with one of the most dangerous landing strips in the world. From there, they started a 10-day trek to Everest Base Camp at 18,000ft where the marathon began on the 29th May. This date was significant to commemorate the first successful ascent of Everest by Sherpa Tenzing Norgay and Sir Edmund Hillary in 1953.

"We are using the adventure to raise money for Heart Kids and have set ourselves a huge target of NZ \$250,000. The Heart Kids charity was set up nearly 40 years ago to help the 12-13 babies (and their families) that are born in New Zealand every week with life threatening heart complications. Tragically, 30-40 babies a year become heart angels."

"We have come up with a unique way of fundraising and are seeking to sell 42 'wish flags' for a minimum of NZ \$3500 each (after tax deductions, a net cost to your company of NZ \$2520). The team took 42 individual wish flags with them to Base Camp on Everest and flew them on the eve of the marathon. Each wish flag represented 1km of the marathon we competed in.

You could have purchased one or more wishes with your logo printed on the flag along with the child's wish. Now the adventure is complete and your wish flag has returned from Everest, it will be framed along with a photo of it flying at Base Camp and sent to you."



"Please visit: www.runningeverestforheartkids.co.nz and click on the supporter's page for to get an idea of the challenge as well as photos, training updates, details on the fundraising campaign and most importantly, to donate!"

"We deeply appreciate any support and spreading the word amongst your family, friends and colleagues. A big thank you to Rachel Humphrey who has already pledged a donation on behalf of the UFO Head Office."

All at the UFO Head Office are looking forward to seeing updates from Colin's brave adventure!

www.runningeverestforheartkids.co.nz
www.360lg.co.nz
www.heartkids.org.nz

2019 ANNUAL NETWORK MEETING



SCHEDULE OF EVENTS

Sunday 28 April 2019

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

Monday 29 April 2019

09:00-16:00 Meeting Room
17:00-22:00 Mokolodi Reserve

Tuesday 30 April 2019

09:00-17:00 Meeting Room
19:00-22:00 Dinner at Boma

We are excited to announce that our 18th Annual Network Meeting will take place from 28-30 April 2019 at Gaborone International Convention Centre (GICC) at The Grand Palm Resort in Botswana.

IATA reports that global air freight is growing at its fastest rate since 2010. Last year, Africa posted the strongest growth among all regions, up 24.8%, with Africa-Asia trade increasing by more than 64% following an increase in the number of direct flights between the continents and driven by ongoing foreign investment into Africa.

Despite Africa's robust growth, there is still much untapped potential for exporters, importers and therefore freight forwarders. We want to provide the opportunity for UFO Members to understand, explore and secure business in this rapidly expanding marketplace.

Botswana is considered one of the safest and most stable countries in Africa. Botswana has a small population of 2.2 million; however, it has the potential to leverage its position in the region to serve as a gateway to the southern African market. Botswana is a member of the Southern African Development Community (SADC), a regional intergovernmental organization of fifteen African states. The SADC Trade Protocol is an agreement between Member States to reduce customs duties and other barriers to trade on imported products.

We look forward to announcing special guests for our Opening Session – watch this space!

GETTING THERE

Please note that we are currently organising a luxury coach transfer option from Johannesburg (OR Tambo Int Airport) at 10:00 on Sunday 28 April so that we can travel together whilst taking in some amazing sights on the 4/5 hour journey. The cost is approximately USD 90 per person return including air conditioning, cup holders, fridge, on-board toilet, reclining seats, undercarriage luggage storage compartment.

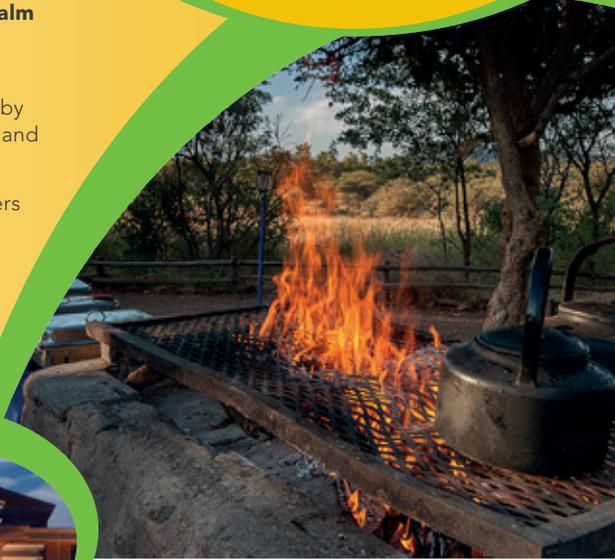
Additionally, the Grand Palm offers UFO Members complimentary airport transfer from Sir Seretse Khama International Airport (GBE) which is just 12km from Sir Seretse Khama International Airport (GBE). There are direct flights to Botswana from OR Tambo International Airport (JNB), Johannesburg and Cape Town International Airport (CPT). Please check Skyscanner or Expedia for flight options.

WEATHER

April is a wonderful time to visit Gaborone! It is start of the dry season, with very little rain and an average temperature of 25.0°C (77°F).

HOTEL FACILITIES

The Grand Palm Hotel Casino and Convention Resort contains 2 Peermont hotels, Casino with 150 slots and 16 tables, Curio Shop, Hair Salon, Bird & Nature Trails, Gym, 4 Restaurants, Olympic Size Swimming Pool, Camelot Health & Beauty Spa, Gym, Volleyball Pitch and Tennis Courts, Live Entertainment, and more!



BUSH BRAAI DINNER AT MOKOLODI NATURE RESERVE

We will start with welcome drinks at the Mokolodi Game Reserve Reception and then enjoy a one-hour game drive in a safari vehicle, followed by a Bush Braai dinner and an extra special treat will be an added element of traditional Botswana fair with Ditshwene Traditional Dancers. The evening ends with a slow night drive back to the front gate and then return to the hotel via coach.

TUESDAY GROUP DINNER AT THE BOMA

We will enjoy a spectacular finale to our special event with an exclusive group dinner at The Boma ... a wonderful outdoor setting adjacent to a picturesque lake where a feast will be enjoyed whilst seated around a blazing bonfire under the African sky.



2019 ANNUAL MEETING IN BOTSWANA TO RAISE FUNDS FOR **SENTEBALE**, SUPPORTING YOUNG PEOPLE AFFECTED BY HIV

As UFO's 18th Annual Network Meeting will take place from 28-30 April 2019 at The Grand Palm Resort in Botswana, we have chosen to support Sentebale, a charity founded in 2006 by Prince Harry and Prince Seeiso, to support children and young people affected by HIV in southern Africa.

Sentebale's flagship programme takes the form of monthly Saturday clubs and residential weeklong camps, which help children to accept their HIV status amongst peers in safe environment, addressing their mental health and wellbeing, improving their adherence to medication and allowing them to lead healthy, happy lives.

In 2017, Sentebale launched its Let Youth Lead advocacy programme, aimed at encouraging all youth in sub-Saharan Africa to know and manage their HIV status by 2020.

The charity also provides vulnerable children throughout Lesotho with bursaries to enable them to achieve their secondary education, and grants to community-led organisations caring for the needs of orphans and vulnerable children.

Sentebale's website says: "We help the most vulnerable children in Lesotho and Botswana get the support they need to lead healthy and productive lives. Sentebale works with local grassroots organisations to help these children – the victims of extreme poverty and the HIV/AIDS epidemic. Together, we're making a big difference to these children's lives. We can do even more with your help."

www.sentebale.org



Photo credit: Sentebale 2017



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WIRTZ SHIPPING HANDLE TWO ROTORS FROM BELGIUM TO FRANCE

Recently, Wirtz Shipping handled 2 rotors weighing 235tn and 245tn.

The rotors were shipped from Antwerp in Belgium to Le Havre in France by coaster and Wirtz were responsible for the handling in Antwerp and the coaster agency.

Check out the photos above. Wirtz Shipping have been our valued member in Belgium since 2004.

www.wirtz.be



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23-24 October 2018
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7th-8th November 2018, Rotterdam - The Netherlands
Discussing Technological Advancements and Regulatory Change within the Ballast Water Industry

KEY TOPICS INCLUDE:

- IMO Updates and Crucial Developments at the MEPC
- Retrofitting of Vessels and Solutions for Ship-owners
- US Guidelines: USCG Criteria and Gaining System Approval
- Meeting Training Requirements and Guaranteeing Crew Competence
- The Future of the Ballast Water Industry
- Port State Control Inspections

WITH THANKS TO OUR SPONSORS



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UFO FOUNDATION: FUNDRAISING

THIS YEAR

SOS CHILDREN'S VILLAGES, DANANG, VIETNAM

Our 17th Annual Network Meeting raised funds for the SOS Children's Village, which started its work in Danang in 1993. Today, the SOS Social Centre offers a family strengthening programme to members of the surrounding communities, which aims to identify struggling families and provide all the support they need so that their children will be safe and healthy and can attend school.

The village cooperated with local authorities and organisations in order to reach out to 420 children this year and aim to support as many vulnerable, at-risk, abandoned or orphaned children from the neighbourhood surrounding the SOS Children's Village as possible. For parents who are struggling to look after their children, SOS provide monthly grants so that they can meet basic needs. They also offer health counselling and psychological support.

For another 117 children who are no longer able to live with their parents, 16 SOS families can provide a loving home. In each family, they live with their brothers and sisters, affectionately cared for by their SOS mother.

Together with children from the neighbourhood, they go to the SOS Kindergarten, where 199 children are taught. The SOS Hermann Gmeiner School with its 27 classrooms, laboratories, a library and a canteen offers classes up to secondary level. It is now serving 1032 students. Both the kindergarten and the school are open to children from the neighbourhood with additional scholarships for 80 students from poor families.

115 young people from the SOS Children's Village usually move on to the Youth House and/or SOS Youth Programme when they start a vocational training course or go on to higher education. With the support of qualified counsellors, they develop perspectives for their future, learn to shoulder responsibility and increasingly make their own decisions. At Danang, SOS also offer young people workshops for basic technical training.

Communications & Fund Development Director, Nguyen Vo Truc Giang said "We thank you very much for your offer to organize fundraising during UFO's meeting in Danang this May 2018. Your kind initiatives will help us a lot in taking better care for orphans, abandoned children and giving more support to children from struggling families around Danang and Quang Nam area of Vietnam."



PREVIOUS YEARS



2017: RESCUE AT SEA APPEAL

Members at our 2017 Annual Meeting raised £1550, for the Rescue at Sea Appeal, run by Save the Children, and the amount was increased to £2000 by the UFO Head Office.



2016: TANZANIA DIABETES ASSOCIATION

Headquartered at Muhimbili National Hospital, Dar es Salaam and supports 30 Type 1 Diabetes clinics throughout the country. \$3000 raised.



2016: THE DREAM TRUST

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



2015: NEPAL EARTHQUAKE RELIEF

UFO Head Office collected clothes, blankets, torches, toiletries, sleeping bags, sanitisers and toys from the local community, and sent them to where needed.



2015: DOCTORS WITHOUT BORDERS (MSF)

At our 2015 Annual Network Meeting, we raised US \$2360 (£1585) towards Doctors without Borders work, in response to the Ebola outbreak.



2014: THE DREAM TRUST

From 2012-2014, we raised over \$7800 for The Dream Trust in India. The main object of the Trust is to help poor children with Type 1 Diabetes as most Indians are not medically insured.



2012: LUKE'S BEACH WHEELCHAIR

Over \$1200 Raised via Dreams Come True. UFO raised funds towards the cost of a dream for a 9 year old boy called Luke, who has Spina Bifida and Hydrocephalus.



2010: SALA TESSA SCHOOL

Sponsored Zorb raised \$4300 for the Sala Tessa School in Cambodia, so that the school were able to buy new tables and chairs and provide each of the children with a school uniform.



2009: KINGS WAY EDUCATION

US \$3,320 was generously raised by a raffle, at our 2009 Annual Meeting, in Cambodia, which paid for school fees, for two students, for two years.



2008: ST EUPHRASIA'S GIRLS HOME

UFO Members generously raised over \$2500, by a raffle held at our 2008 Annual General Meeting in Cancun for St Euphrasia's Girls Home in Sri Lanka.



2007: LAGOS GENERAL HOSPITAL

Over \$1500 raised, from a Sponsored Walk, for a Bore Hole. With help from the late Oluwole Adeyemi (Broadline) who raised funds for local causes, inc. the Hospital.



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Adrian Radulescu of ADD Cargo in Romania missed our meeting in Danang as his wife Daniela gave birth to the beautiful Andrei. We wish Adrian and his family many years of good health, love, and happiness.



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UFO IS AN OFFICIAL MEDIA SPONSOR AT THE FIATA WORLD CONGRESS 2018



Wendy Schuller, a valued member of the UFO Head Office team has been busy setting up many partnerships with industry exhibitions (see page 6).

We are delighted that UFO is an Official Media Partner at the FIATA World Congress 2018, which will take place from 26-29 September at the Pullman/Novotel Hotel, New Delhi, India.

FIATA President, Babar Badat says: "For many centuries Delhi has been a dominant trading & commercial centre in northern India. This tradition as well as Delhi's important role in the economy of modern India makes it a perfect place for FIATA members from all over the world to gather, meet & greet, explore business opportunities and update their knowledge on global logistics, freight forwarding & connectivity issues.

The increase of global production and acceleration of urbanization created a demand for more investment and amplified capacities in logistics. More roads, railways, airports, bridges, ports, and logistics centres are needed, the sustainability, efficiency and effectiveness of which to be brought about by intelligent IT solutions. Investment into our industry's human resources must ensure that freight forwarders are prepared to meet future challenges. All these objectives and dynamics are condensed into our Congress theme 'The Future Starts Here'."

The UFO logo is displayed on FIATA World Congress 2018 website & brochure:

www.fiata2018.org/media.php

We hope that our collaboration with FIATA and other events will continue to raise UFO's profile to a growing worldwide audience of industry executives.

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