

# INSIDE UFO

QUARTERLY NEWSLETTER OF THE  
UNIVERSAL FREIGHT ORGANISATION

ISSUE 79  
JANUARY 2018

## 3 NEW MEMBERS

L&L INTL: COLOMBIA

TRINITY SOLUTIONS: BURKINA FASO

E&S SHIPPING: GHANA

**SEE PAGES 5, 8 & 10  
FOR DETAILS**

## CROSS OCEAN DELIVER TWO MOBILE CRANES

SEE PAGE 6 FOR DETAILS



**UFO**

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**See you in Danang!**  
**The countdown**  
**has begun...**  
go to page 11



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

We hope that this first issue of the year marks a wonderful beginning to a happy, healthy 2018 for you.

It goes without saying how incredibly proud I am of our exclusive family of forwarders. You can be reminded of the many events we have held over the past 18 years (wow! 18 years!) by visiting our photo albums on Flickr.com (search for Universal Freight Organisation under 'People' and click on Albums). Together, we have created many memories and our meetings have laid the foundation for many business partnerships.

During 2017, we proudly maintained our 97% renewal and also warmly welcomed 8 companies to the UFO family, launched [www.ufotraining.com](http://www.ufotraining.com), renewed our ISO 14001 and ISO 9001 certificates, launched our company video combining video footage with animation, initiated a Staff Exchange Program, raised £2000 for the Rescue at Sea Appeal run by Save the Children, secured collaborations with over 100 industry exhibitions including IATA and many more in the process.

We could not be more excited about what's in store for UFO in 2018 and to continue working with all of you. We are also looking forward to our 2018 Annual Meeting in Central Vietnam which takes place in May – see you there!

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)

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**COVER:** Cross Ocean Deliver Two Mobile Cranes  
See page 6 for details.  
Photograph: Cross Ocean  
Freight Logistics

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



**UFO**

# VVM CARGO & ALAINE OVERSEAS TRANSPORT FIRE ENGINES

VVM Cargo are our representatives in Paraguay and they are delighted to report a new vehicles shipment working together with UFO partners in France, Alaine Overseas.

The cargo of fire engines which were donated to the local volunteer fire brigade were transported from France to Paraguay.

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



## UFO APPROVED BY **IATA** AS AN OFFICIAL MEDIA SPONSOR OF THEIR WORLD CARGO SYMPOSIUM

Wendy Schuller, a valued member of the UFO Head Office team has been busy setting up many partnerships with industry exhibitions. We are delighted that for the 5th year running, UFO has been approved by IATA to be an Official Media Sponsor of their World Cargo Symposium, which will take place from 13-15 March 2018 in Dallas, Texas.

Over 1,000 air cargo decision-makers and experts across the entire air cargo supply chain are expected to participate in plenary sessions, workshops and executive summits, tackling aspects related to Technology & Innovation, Security & Customs, Cargo Operations, and Sustainability.

The UFO logo features on the event website and marketing material:

[www.iata.org/events/wcs/pages/index.aspx](http://www.iata.org/events/wcs/pages/index.aspx)

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



# ISO 9001 14001

## ALLSTA GERMANY EXTEND ISO 9001 & 14001 CERTIFICATIONS

ALLSTA Express Spedition have been valued members in Germany since 2005 and are pleased to announce they have received new ISO 9001:2015 and ISO 14001:2015 certifications.

Martin Zeller (Managing Director) comments: "We are delighted to inform all our UFO partners that the ALLSTA offices in Germany's ISO 9001 and 14001 certifications have been extended to the year 2020 following an appropriate audit. The audit was carried out at our German sites in Frankfurt, Bremen, Stuttgart and Kirchheim. All of the team at ALLSTA Spedition Germany look forward to continued good cooperation."

The UFO Head Office congratulates ALLSTA on maintaining and improving their high standard!

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

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# L&L INTERNATIONAL DE COLOMBIA BECOME UFO MEMBERS

We are pleased to approve a new member: L&L International de Colombia Ltda. Located in the country's capital, Bogota, the company were recommended for UFO representation by a current member. They offer a wide range of freight forwarding, logistics, customs, storage and packing services.

General Manager, Emiliano Leal:  
"L&L International de Colombia is a freight forwarding company founded in 1994 specialising in all matters relating to national and international logistics for imports and exports. We believe this is a great opportunity to work with UFO members, increase our network and show our quality, efficiency and professionalism."

"We are very pleased to become a UFO member and be part of one of the most important networks of quality freight forwarders."

Photographed below is a shipment handled by L&L of spare parts moved from Colombia to Panama. Emiliano explains: "A mistake from a carrier meant our agent in Panama had 2 containers in Manzanillo in Mexico which were meant to be in Manzanillo in Panama. The carrier did not operate a service to Panama but did operate to Buenaventura in Colombia. Therefore, we offered a solution to receive the containers in our country, strip them and arrange the shipment with a new carrier to the final destination in Panama

including all processes with customs and police authorities.

The commodity was spare parts with the initial origin of China and final destination of Balboa, Panama. We found the handling a very interesting operation as the cargo was shipped from Mexico to the Free Trade Zone in Buenaventura and from there we coordinated for it to be sent to the PSA Panama International Terminal. The operations ran safely and successfully and our Panama agent was very pleased with our solutions and services."



[www.lylinternational.co](http://www.lylinternational.co)



Fiji members, Cross Ocean Freight Logistics have successfully managed the delivery and customs clearance of two mobile cranes.

The cranes were shipped from Yokohama in Japan to Lautoka in Fiji for Cross Ocean Freight's client, Classic Interiors Furnishing & Constructions.

Managing Director, Chandar Narayan: "Our client was very happy with our services and handling from wharf to yard. This is a major project handled by our Cross Ocean Freight Logistics team in Lautoka, Fiji."

Please visit the online version of this story for some videos of the mobile cranes.



# CROSS OCEAN FREIGHT LOGISTICS DELIVER TWO MOBILE CRANES

## MAKING A SHOW OF OURSELVES

The collage includes banners for the following events:

- SHIP RECYCLING CONGRESS (24-25 JANUARY 2018 - LONDON, UK)
- Operational Excellence Best Industry Practices - A Comprehensive Workshop (November 1, 2017 - Grand Convent Hotel, Jakarta)
- LOGISTICS & DISTRIBUTION WILL YOU JOIN US? (7-8 NOVEMBER FERIA DE MADRID)
- DISCOVER THE LATEST CONSTRUCTION TECHNOLOGIES & INNOVATIONS (14-15 NOVEMBER 2017)
- THE XPO IN ODESSA (30 MAY - 31 MAY)
- 25 - 27 July 2018 JIExpo Kamsoran, Jakarta
- 3rd China AIR LOGISTICS Conference & Expo 2018 (28-29, March | Beijing, China)
- India Warehousing & Logistics Show 2017 (16-17-18 NOVEMBER 2017)
- compack INDIAN PREMIER PACKAGING EXPO (14-15 FEBRUARY 2018)
- KUNMING FIRE 2018 (2018.4.16-18 | KUNMING, CHINA)
- Marine Data Infrastructure (12 - 13 February 2018 | Dubai, UAE)
- LAST MILE 2018 GLOBAL SMART LOGISTICS CONFERENCE (17-18 JANUARY, SHANGHAI)
- FOOD SECURITY QATAR (14-15 December, Doha, Qatar)
- INDIA COLD CHAIN SHOW 2017 (12-13-14 DECEMBER 2017)
- SCTX UK SECURITY WEEK (4-7 FEBRUARY 2018)
- Breakbulk MAKING CARGO CONNECTIONS FOR NEW PROJECT BUSINESS (6-7 FEBRUARY 2018)
- Digital Ship THE MARITIME CIO FORUM (Singapore - 4 October 2017)
- SCIWeek (15-17 May 2018 Hamburg, Germany)
- GCC SUPPLY CHAIN & LOGISTICS EXHIBITION & CONFERENCE (8 - 9 - 10 October 2018)
- LPG Europe 2018 (Lisbon, Portugal - 7th & 8th March)
- 3rd EUROPEAN DREDGING SUMMIT (20th FEB - 1st MARCH 2018 - BREMEN, GERMANY)
- BORDER SECURITY (21-22 FEB 2018 - ROME)
- PHILMARINE 2018 (27-29 JUNE 2018)
- GUANGZHOU FIRE 2018 (2018.6.28-30 | Guangzhou, China)
- INDIA COLD CHAIN SHOW 2017 (12-13-14 DECEMBER 2017)
- CDN MINE (22nd)

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 OPENS NEW SEA FREIGHT OFFICE IN BREMEN

ALLSTA Spedition are pleased to announce the opening of their new sea freight office in Bremen. Under the branch management of Hermann Bünning, the branch will serve all German ports in export, import and customs clearance.

“Mr. Hermann Bünning has been involved in sea freight for more than 20 years and he is sure to be known to some of our colleagues around the world.”

Pictured right is one of the first shipments handled in Bremen by the new office. You can reach Hermann and his team on:

- **Phone:** + 49 421 897642 30
- **Fax:** + 49 421 897642 59
- **Email:** hermann.buenning@allsta.com
- **Operations:** export.bremen@allsta.com
- **Full Address:** ALLSTA Spedition GmbH, Industriestrasse 37, D-28199, Bremen, Germany

ALLSTA are valued and committed UFO members representing Germany and Austria.

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2018

## 12<sup>th</sup> WORLD CARGO SYMPOSIUM



MARCH 13-15 | DALLAS, TEXAS

Join us in Dallas for the 12<sup>th</sup> World Cargo Symposium!

The World Cargo Symposium is the largest and most prestigious annual air cargo event; each year it attracts more than 1,100 innovative and well-informed key stakeholders, throughout the industry supply chain, to collaborate and debate key issues.

We look forward to welcoming you to Dallas, a city well known for its commercial and cultural flare and the perfect place to inspire big thinking and usher in creative ideas for the future of air cargo. Don't miss it!

Where: Hilton Anatole  
When: 13-15 March 2018  
Where: Dallas, Texas - USA  
Audience: Open to all

REGISTER TODAY!

For more information and to register, visit: [www.iata.org/wcs](http://www.iata.org/wcs)





# TRINITY SOLUTIONS ARE MEETING CHALLENGES WITH EFFICIENCY & PROFESSIONALISM

We are pleased to report new representation in Burkina Faso with Trinity Solutions. The company is located in the country's capital, Ouagadougou and Managing Director, Alain Martial Guissou, who personally has 25+ years' experience in freight forwarding, says they are joining UFO: "...to share our logistics industry experience with the UFO family and to be a part of a large freight forwarder network in the logistics supply chain by assisting from Burkina Faso. We are ready to meet any challenges with efficiency and professionalism based on our long and solid experience in the logistics industry. The mining market is a particular interest which has a lot of potential in requiring professional logistics services."

Their main services include air, sea & road freight forwarding, transport, freight management, logistics projects management, abnormal & OOG shipments, cargo handling, customs formalities, warehousing, route surveys and consultancy.

Alain continues: "Trinity Solutions provides tailor-made services to meet any road, air and sea transport needs in Burkina Faso, combining quality, timeliness and safety. We offer attractive and competitive rates suited to each request and our team of experts are experienced in each stage of the transport chain and are at your disposal to answer any questions".

Trinity Solutions have recently imported 4 drill rigs (DK25S) from the USA to Burkina Faso as photographed above. The shipments were cleared on customs duties and a tax exemption basis due to mining code terms. They were delivered at the mine under police escort which was a required condition to safely move the cargo through towns. The shipment details are as follows:

- **Commodity:** Drill Rigs
- **Model:** D25KS Crawler
- **From:** USA
- **African Port of Transit:** Tema, Ghana
- **Final Destination:** Burkina Faso
- **Weight:** 34,138kg per Unit
- **Mode of Transport:**  
Multimodal - Sea / Road
- **Importer:** Sandvik / Aveng

[www.trinity-burkina.com](http://www.trinity-burkina.com)



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- Regional Connectivity Scheme - UDAN by the Indian government to offer huge opportunity for inbound and outbound cargo movements

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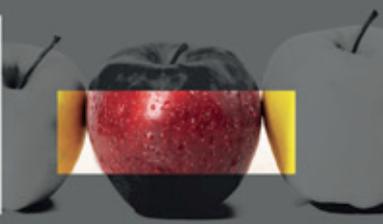
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To exhibit, sponsor and register, visit  
[www.breakbulk.com/bbch2018](http://www.breakbulk.com/bbch2018)

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Goregaon (E), Mumbai



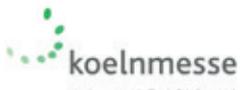
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Krunal Goda  
Tel: +91 22 28715207  
[k.goda@koelnmesse-india.com](mailto:k.goda@koelnmesse-india.com)

  
Koelnmesse YA Tradefair Pvt. Ltd.

We are pleased to welcome representation in Ghana with E&S Shipping. The company was founded in 2006 and are located in Accra with additional offices in Tema, Takoradi and at Kotoka International Airport. They are members of the Ghana Institute of Freight Forwarders and IATA.

Edmund Agboh (Managing Director) states: "With over 10 years of experience, E&S Shipping provides a wide range of tailored services which includes sea freight, air freight, transit to Burkina Faso, Mali, Niger, Cote d'Ivoire and Togo, warehousing, packing, shipping, customs brokerage and transportation. In short, we specialise in global air, ocean and logistics management services.

Our well trained and competent team show professionalism, diligence, integrity and dedication which gives us the competitive advantage over our numerous competitors in the freight forwarding business. In the past 11 years, we have chalked many successes and established ourselves as a household name when it comes to the business of freight forwarding and shipping in Ghana."

Photos of a successful job handled by E&S can be viewed here during clearing and Edmund explains the work below.

"We successfully cleared a consignment of earth moving equipment for China Railway Engineering Group, a company registered in Ghana in the business of road and building construction engineering. The consignment was made up of excavators,

loaders, dumpers and dump trucks to the tune of USD \$1,356,000. The importers pre-financed the custom duties while E&S Shipping bore all other charges such as shipping release charges and port terminal charges, to be reimbursed later by the importer.

Once the documentation and permits procedures for the consignment had been arranged and customs were satisfied with the compliance process, the machines were transported to the jobsite by road. The main challenge we encountered with this case had to do with the customs clearance delays due to the Port Authorities experimenting with a new system, however we managed to deliver the cargo on schedule to the satisfaction of the importer."

"This case is just one of the numerous successful jobs E&S Shipping has handled for this client as well as our many other clients."



## A WIDE RANGE OF TAILORED SERVICES FROM **E&S SHIPPING** IN GHANA

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

# 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 Chẵm 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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