

INSIDE UFO

Quarterly Newsletter of the
Universal Freight Organisation

ISSUE 90 JANUARY 2021

Double Star Logistics in Brazil Handle 2 Generators

See page 3 for details



UFO

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My Best Wishes

Who would have thought this time last year that I would be writing my New Year message in the midst of a global pandemic? 2020 was an incredibly challenging year and uniquely tested the strength of our companies and also our ability to adapt and work together in extraordinary circumstances.

However, I feel that together UFO has pulled through and with all we have learnt, we will secure an even more exciting and positive future. We have been amazed by the flexibility, tenacity and creativity that our Members have shown as they have navigated the challenges of the year. We just need to keep going and not forget that we will be back to normal, or a variation of normal soon. I would personally like to thank you all so much for your support.

Although the COVID pandemic has sent shockwaves through the freight industry, the United Nations Conference on Trade and Development (UNCTAD) predict a return to growth in 2021 and highlight the need for the transport industry to brace for change and be prepared for a transformed post-COVID world.

•“The global shipping industry will be at the forefront of efforts towards a sustainable recovery, as a vital enabler of the smooth functioning of international supply chains. The pandemic strengthened the case for digitalization.” UNCTAD Secretary-General Mukhisa Kituyi said.

This is why we are currently working hard on some new features to enhance your membership during 2021 and thereafter, which will enable easier and more effective virtual communication for our Members. We have also designed a fresh new look Membership Certificate for 2021 and a matching eLearning version. As now is the perfect time for online training, maybe it is the time to get yours? See ufotraining.com

As you know, our annual gatherings are a wonderful time for us to get together. As well as a fun social occasion, one of the most important aspects is to welcome and get to know our new Members ... that is where the business really grows for everyone!

New Members are always warmly welcomed and quickly become part of our professional and friendly organisation. We are hopeful that we will see everyone in September 2021 in Croatia but in the meantime, we don't want you to miss out. I have spoken with our new Members who joined us after our last Annual Summit in April 2019 and they are keen to meet you! Therefore, we are holding a "Meet our New Members" Zoom event on Tuesday 26 January. Each new Member will have a 5 minute slot to introduce their company and give you the chance to put a face to the name! We are very excited about this new free event, which will hopefully lead to new business for you.

Stay safe, take care and enjoy this issue.

Kind regards,

Rachel Crawford FCILT
President/C.E.O.



UFO

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 102 independent freight forwarders located in 96 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: Double Star Logistics in Brazil Handle 2 Generators
See page 3 for details.

PHOTO: Double Star Logistics

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www.ufofreight.com

New Dates for our Gathering in Croatia: 26-28 September 2021

Due to the second wave of COVID-19 and unknown months ahead, we have taken the decision to move our meeting dates to 26-28 September 2021.

The venue remains the same... the Hotel Croatia Cavtat, which is a leading five-star resort and conference centre enjoying spectacular views of the open sea and just 5km from Dubrovnik airport.

To date, we have over 90 CEOs and Senior Managers from more than 70 countries due to

attend (see list) and we will automatically move these bookings over to our new dates with no change in price.

2020 was the year to commemorate our 20 year anniversary! The lockdown has prevented us from celebrating together, but we will be expecting our next meeting to be the largest in our history.

It will be amazing to be in the same room again, but only once it is 100% safe to do so.

I know that families and



economies are still suffering but we are confident in the V-shaped recovery that many business leaders are talking about. Companies are gradually moving their focus from protecting their business to recovery and we have learnt much during the crisis which is enabling us to remodel, so we can emerge in a strong position.

Many of us are now enjoying the flexibility of working from home and the "new normal". For many this is feeling smarter

than the way we worked before. We also appreciate more than ever, the importance of being connected across the world to trusted and reliable partners.

We will also be scheduling another Virtual Meeting Week in early 2021 so that you get the chance to 'meet' and reconnect with each other. As always, the health and safety of our Members is of upmost importance and we hope that we have your support and understanding.



Double Star Logistics in Brazil Handle 2 Generators

Double Star Logistics do Brasil are pleased to share news of a shipment handled last November (2020).

The shipment consisted of two generators, both in crates with one at 50tn and the other at 42tns.

Double Star performed the handling and shipping from Santos in Brazil to Mumbai, India.

Double Star Logistics have been our valued UFO member in Brazil since 2005.

www.doublestar.com.br

Our Exclusive Webinar with Susan Oatway of Drewry

Thank you to everyone who joined us for our exclusive webinar with Susan Oatway, Senior Analyst for Multipurpose and Breakbulk Shipping at Drewry, which took place yesterday.

As promised, we recorded the session for those who were unable to participate due to varying time zones. Please contact Rachel for access to the video.

The webinar covered the latest trends and outlook for the multipurpose shipping market and ended with a Q&A session.

Susan is a highly experienced consultant, for more than 13 years she has been the principle author of Drewry's Multipurpose and Heavy Lift publications and is co-Editor of the Reefer Shipping report as well as Chairman of the Institute of Chartered Shipbrokers. She is fully conversant with the all aspects of the multipurpose and dry bulk shipping market and has extensive project experience working for carriers & shipping lines, financial intermediaries and other key industry stakeholders.

Her advisory expertise is considerable and includes market studies, valuations and strategic planning.

Huge thanks to Susan Oatway for her time and expertise!

If you have any questions for Susan, please email us and we will be happy to put you in touch.





Making a show of ourselves



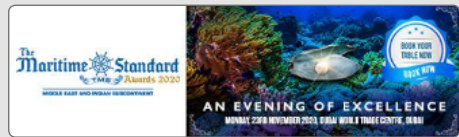
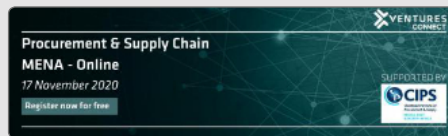
EXHIBITION COLLABORATIONS

UFO has secured more exhibition collaborations.

We now proudly collaborate in, and have a presence at, the following exhibitions.

If you are interested in discussing a partnership, please email us.

You can view all our current collaborations on our **Endorsed Exhibitions** page.





Exclusive Webinar with CargoWise: 'The Future of Freight: Unlocking the World's Supply Chains'

Further to the success of our exclusive webinar with Susan Oatway of Drewry, we also scheduled another opportunity for our members!

CargoWise will present 'The Future of Freight: Unlocking the World's Supply Chains' on Thursday 10th December at 15.00 London time. The session was recorded for those who were unable to participate due to varying time zones.

While supply chain disruption isn't new, 2020 has tested even the most agile logistics companies. From port closures to flight cancellations, the pandemic has had far-reaching effects and demonstrated just how deeply interconnected and interdependent the world's supply chains are.

Amid this disruption, digitisation and automation of complex logistics operations has quickly become a lifeline for many logistics companies, particularly those who have moved to remote working. Join us as our Technology Partner, CargoWise, discussed how you can add value to your business in this rapidly changing landscape and the vast effects of operating through a single software solution.

The Agenda for the webinar was as follows:

- CargoWise Introduction
- Current Industry Insights
- Power of CargoWise
- CargoWise Solutions
- Supply Chain Visibility
- Workflow & Automation
- Rate Optimisation
- Customs & Geo-Compliance
- Cloud Enabled Technology
- CargoWise Benefits
- Q & A

The Presenter was Keith Plummer, a Supply Chain professional, with over thirty years of industry experience. He has gained deep expertise in both operational management and business development. This includes extensive project & implementation experience and warehouse & distribution management in the freight, transport, warehousing, and 3PL businesses. Keith resides in the UK, where he is a Business Development Executive for WiseTech Global.

Please check out the full write up, on page 9, of this exclusive webinar we did with CargoWise.

www.cargowise.com

www.globalmaritimeevent.com

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↓ Overview of the latest challenges and developments, including the sustainability agenda

↓ Networking opportunities

Organized by: **WISDOM**

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THE **MOTORSHIP** 2021

PROPULSION

& Future Fuels Conference

NEW DATES ANNOUNCED!

Join us in May 2021 at the proven meeting place to exchange the latest innovation in transoceanic zero-emission shipping, chaired by Lars Robert Pedersen, Deputy Secretary General, BIMCO, & Martin Kroeger, Managing Director, German Shipowners' Association, VDR

2021 conference topics include:

- Tomorrow's Alternative Fuels – Ammonia, Hydrogen and Fuel Cells
- Alternative fuels in action – Wind Propulsion and Electrification
- IMO 2020: Lessons learned in the first year of op-ex and forward looking
- LNG's evolution
- Digitalisation – Immediate and coming opportunities

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Efficient & Reliable Services at TPG Logistics

TPG Logistics are new members representing Slovenia, Croatia, Serbia and Montenegro! The company is over 10 years old and is AEO certified with offices strategically located in Koper (Slovenia), Rijeka (Croatia), Belgrade (Serbia) and Bar (Montenegro).

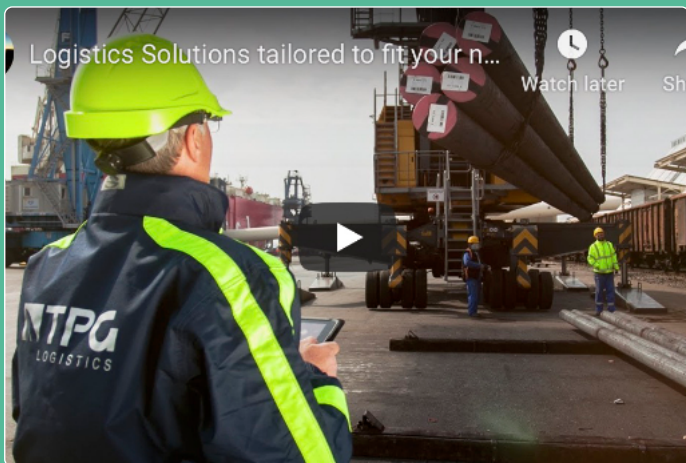
CEO, Tilen Pahor says: "TPG Logistics is one of the leading logistics providers in South-Eastern Europe. We offer complete logistics solutions including air, sea, road and rail transportation, customs services, warehousing and compliance inspections. With many years of logistics & transport experience, professional & experienced staff and a flexibility to offer tailor-made solutions, we can guarantee a high quality and reliable service.



Our offices are positioned in an ideal geographical location, at the forefront of the gateway to Europe. Offering ideal connections with shorter and faster routes, we are able to provide the most efficient and competitive transportation services. Our expert knowledge, with in-depth analysis and accurate planning, means we always offer the most efficient solution."

"We believe that long-term collaborations, mutual trust and professional services, are the true path towards positive results and success."

www.tpg.si



CROATIA

2021 NETWORK MEETING

26-28 SEPTEMBER 2021

Our next gathering will take place in Croatia from 26-28 September at Hotel Croatia Cavtat, a leading five-star resort and conference centre enjoying spectacular views of the open sea and just 5km from Dubrovnik airport.

The venue is an idyllic, award-winning base from which to explore the region's historic charm and the medieval Dubrovnik is just across the bay.

"Croatia has become a popular destination thanks to the fact they shot several scenes of the famous TV series 'Game of Thrones' in the country. However, that is not the only reason people flock to this beautiful country, it is incredibly diverse filled with culture, history, nature and delicious food!"

We have arranged a fantastic start to our event! We will meet at 14:00 on Sunday 26 September for a relaxing boat trip across the bay to Dubrovnik Old Town, one of the world's finest and most perfectly preserved medieval cities in the world. We will be taken in groups of 25 by English speaking guides around the marble-paved squares and cobbled streets, all of which have also remained unchanged for centuries. We will then enjoy dinner together at the stunning Palm Terrace at Excelsior Hotel before returning to the hotel by coach at approximately 20:00.

Our official meeting will start on Monday 27 September in the Congress Hall Ragusa and delegates will gain access to our exclusive Event Web App so that 20-minute business meetings can be arranged prior to arrival. After a productive day of 1-2-1 meetings, there will be time to rest before we meet at 19:30 for a dinner feast with an open bar at Restaurant Alverede. We have then arranged for us to relax with the exclusive use of the Posejdon Night Club. We have arranged an open bar and private DJ to help us dance off some of the calories.

Our official meeting will continue on Tuesday 28 September with more 1-2-1 meetings where delegates highlight their specialist areas, discuss cross trade, existing and new business as well as information regarding their country's regulations and requirements. These crucial meetings also provide an opportunity to share key import and export trade information.

For more information and to register visit:

ufofreight.com/event/next



Sunday 26 September 2021

14:00 – 18:00 Dubrovnik Old Town Tour

18:00 – 20.30 4 Course Dinner at Palm Terrace

Monday 27 September 2021

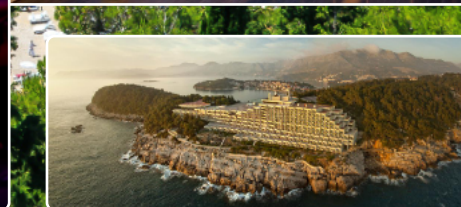
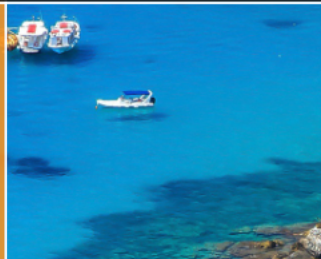
09:30 – 17:00 1-2-1 Meetings

19:30 – 23:30 Gala Dinner, Private DJ & Nightclub

Tuesday 28 September 2021

09:30 – 17:00 1-2-1 Meetings

17:00 Meeting Ends





A Warm Welcome to **Davdan Shipping Company** in Togo & Benin

We are pleased to report Davdan Shipping Company are our new members in Togo and Benin. They are located in Lomé (Togo) and Cotonou (Benin) and the company is 10 years old.

Managing Director, Messan Akaba Logo says: "Myself and the whole Davdan Shipping Company team are very glad to become a proud member of UFO. We will be available for all partners and will do our absolute best to be a genius member and strong representative in Benin and Togo."

A warm welcome to our new members in West Africa!

The key services of Davdan Shipping Company include:

- Air & Sea Freight Forwarding
- Transportation & Logistics
- Port Activities
- Warehousing
- Customs Brokerage
- Door-to-Door Deliveries
- NVOCC
- Vessel Attending



UFO Hosts Exclusive Webinar: "The Future of Freight: Unlocking the World's Supply Chains"

The UFO Head Office recently organised another exclusive webinar for their 100+ Members who are situated in 95+ countries.

"The Future of Freight: Unlocking the World's Supply Chains" was held on Thursday 10 December and the session was recorded for those who were unable to participate due to varying time zones.

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- Current Industry Insights
- Power of CargoWise
- CargoWise Solutions
- Supply chain visibility
- Workflow & automation
- Rate optimization
- Customs & Geo-Compliance
- Cloud enabled technology
- Member benefits
- Q & A

The Presenter was Keith Plummer, a Supply Chain professional, with over thirty

years of industry experience. He has gained deep expertise in both operational management and business development. This includes extensive project & implementation experience and warehouse & distribution management in the freight, transport, warehousing, and 3PL businesses. Keith resides in the UK, where he is a Business Development Executive for WiseTech Global.

The recording is available in the Head Office Notices page in our Members Area.



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4th Humanless Warehouse And Digital Supply Chain Forum 2021

Building Next Generation Supply Chain and Autonomous Warehouse

1 - 3 February 2021
Virtual Forum (via Zoom)
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- Discover how warehouses of the future can be fully automated** with manpower optimized for strategic tasks
- Strive for supply chain and warehouse operational excellence with adoption of innovations** such as autonomous mobile robots, drones, AI, Big Data and Blockchain
- Engage and forge partnerships** with thought and business leaders in the supply chain and warehousing space
- Stay ahead of the curve with actionable insights, proven solutions and effective strategies** from industry experts to address major challenges to logistics technology rollouts, and share solutions

Visit <http://bit.ly/4thdigitalsupplychain> or contact Karen Williams at karen.williams@claridenglobal.org for more information

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