

# INSIDE UFO

Quarterly Newsletter of the  
Universal Freight Organisation

ISSUE 93 OCTOBER 2021

Our latest  
member

Ansa McAl Logistics  
Guyana

Our 2021  
Network  
Meeting in  
Croatia

See page 6 for details



**UFO**  
FREIGHT



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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 109 independent freight forwarders located in 100 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:** Alan Hibbard of Menzies (UK) meeting Farah Azouzi of TWS (Tunisia)

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# Welcome

Wow ... how life has changed since our 2019 gathering in Botswana! We live in a different world now, but we were so happy to finally meet up again after such a long time apart. As well as some Founder Members, we also warmly welcomed Rob and Erwin from Nunner Logistics (Netherlands), Mattias from ScanLog (Sweden), and Debbie from ANSA McAl (USA) to their first ever UFO meeting. We hope they quickly felt part of the UFO family, which is now 21 years old!

I remember someone asking me once, what the main threat to the networks would be ... and I said it would have to be something that pretty much grounded the whole world. And voila! A virus not visible to the naked eye put the world on pause.

This has been a crisis like no other in our lifetimes and more than ever, we have needed global solidarity and a common resolve.

It's certainly been a challenging year with remote working and lots of virtual meetings. So, even more reason to celebrate the return of face-to-face events and we appreciate the time of everyone that attended Croatia – you can see full details of our gathering on our website and on page 3. The event received fantastic feedback with everyone agreeing that the meeting provided "much needed positivity and laughter".

"It was the first time for us to attend a UFO meeting. It was great that an international group activity could take place again. It was very interesting; we made good contacts and enjoyed the super organized program." Rob and Erwin from Nunner Logistics (Netherlands)

"Thank you for a wonderful first experience with the UFO network. I was amazed by the great organization and attention to every single detail that you and your team put into this event. I am very pleased to be a part of UFO and glad to have the opportunity to keep these new relationships active and productive with my newly acquired partners!" Debbie from Ansa McAl (USA)

I very look forward to seeing all UFO Members at our meeting next year in Abu Dhabi from 23-25 October 2022. Full details will be provided in due course!

**Rachel Crawford**

**UFO President/C.E.O.**





# Introducing **Ansa McAL Logistics** in Guyana

We are pleased to introduce Ansa McAL Logistics Inc as new members in Guyana. Ansa McAL are already UFO members in the USA and are the parent company of Alstons Shipping, members in Trinidad & Tobago.

"Ansa McAL Logistics has serviced clients with exporting and importing throughout the world for over a century. We believe that our service brings a world-class experience to Guyana and the Caribbean and our existence is built upon earning our client's confidence and becoming trusted partners.

Our company is part of a large financially-stable and diverse group and therefore, partners and customers can be assured of having a reliable logistics service provider that can fully assist with complex requirements.

Our services include freight forwarding, all kinds of ocean cargo, logistics, trucking & transportation, customs brokerage, door-to-door, global supply chain logistics, consolidation & de-consolidation, distribution, husbandry and procurement."







## MENZIES DISTRIBUTION ANNOUNCE CONTRACT EXTENSION WITH ULTRAFRAME

UK member, Menzies Distribution are pleased to confirm a five-year contract extension to provide services to Ultraframe who offer beautifully crafted and cutting-edge roofing systems.

The new agreement will see Menzies Distribution expand factory-to-warehouse shunting, outbound distribution of finished goods and collection of stillages, using their bases in Glasgow, Biggleswade and Avonmouth. Menzies will also have 31 employees onsite at Ultraframe's base in Clitheroe in Lancashire as well as a fleet of 60 trucks and trailers which are working on the contract.

Business Unit Director for Full Load Transport at Menzies says; "The purchase of Bibby Distribution by Menzies Distribution in December last year is already paying dividends with this new contract extension. Ultraframe and the former Bibby Distribution first started working together in 2005 and last year, Bibby achieved a delivery performance of 99.2% against a target of 98.5%."

"We're delighted that continuous improvement in our service has delivered a significant contract extension with a valued partner. This new agreement will be supported by further investment from Menzies Distribution in its fleet for Ultraframe and we look forward to helping the company to further success in a very exciting market."

Gerald Ferguson, Ultraframe's Supply Chain Head, adds; "Our working relationship with Menzies Distribution is now in its 16th year. Our companies are growing together in partnership and the service we receive consistently exceeds performance targets. This is, ultimately, a great result for our customers. Ultraframe has ambitious plans and we've invested heavily in our business against a background of strong prospects for the home improvement sector. We're very pleased to have Menzies Distribution alongside us on the next phase of our growth journey."

<http://www.menziesdistribution.com>

## MENZIES UK EXPANDS FLEET WITH 100 NEW VOLKSWAGEN CRAFTER VANS

Menzies Distribution Logistics in the UK have expanded their nationwide fleet with over 100 new Volkswagen Crafter Vans. They will be deployed to carry out operations within the parcel delivery, retail and healthcare sectors.

After first partnering with Volkswagen in 2019, Menzies say the addition of the 100 new Crafters to their fleet will increase the versatility of company operations and ensure that its vehicles comply with tightening emissions regulations.

With standard and long-wheelbase Crafters, Menzies chose the vans due to their lowest-in-class aerodynamic drag, a maximum load compartment height of 2.2m and a side loading and opening width of 1.3m. Both types feature a 2.0TDI 140ps engine with emissions at 'Euro 6d-TEMP-EVAP-ISC' level. Also, all the vans are completely fitted with the Menzies insignia. Adam Purshall (Fleet and Procurement Director at Menzies) comments "We're delighted to expand our Crafter fleet, having been impressed with the reliability and aftersales from Volkswagen Commercial Vehicles since we started our partnership in 2019."







## MENZIES ACCELERATES GROWTH PLAN WITH ACQUISITION OF JBT DISTRIBUTION

Member in the UK, Menzies Distribution Logistics recently accelerated their growth plan with the acquisition of Scotland-based logistics specialist JBT Distribution. The deal extends their coverage with the addition of 200 vehicles and 6 operating sites adding to Menzies' reach across Scotland with headquarters in Bathgate, West Lothian and further depots in Aberdeen, Inverness, East Kilbride, Lerwick (Shetland) and Kirkwall (Orkney).

JBT boasts annual sales of over £23 million and Menzies comments that they have 'an outstanding record of reliability in providing solutions across a number of complementary sectors including retail, healthcare (with a notable specialism in temperature controlled logistics), packaging and parcel home delivery. Menzies Chief Executive, Greg Michael (pictured), said: "We are gaining momentum at pace as we execute our ambitious strategy for growth and are delighted to acquire JBT."

We believe that through combining the complementary business with Menzies, there are significant opportunities to grow both businesses through unlocking further geographical capability and expanding services to both sets of customers. For both our businesses' customers, it will be very much business as usual and we look forward to supporting their growth in the coming years and working with the team at JBT to help deliver this. We warmly welcome our new colleagues and look forward to the next phase of our journey as an enlarged group."

JBT director Robert Gordon added: "The directors of JBT Distribution are delighted to announce the acquisition by Menzies Distribution. We believe that Menzies is aligned with the future strategic and growth plan in the sectors in which we operate and will enhance the service offering of the business. There will be exciting and new opportunities for the staff at JBT, whose dedicated input to the business has taken it to the position it is in today. We wish them all continued success within the larger business group and know they will continue to support the customer base with the same level of dedication that has always been evidenced."

<http://www.menziesdistribution.com>

## THE UFO HEAD OFFICE TEAM WERE RECENTLY REUNITED FOR A FUN TEAM BUILDING EVENT

It's been a challenging year with remote working and lots of virtual meetings but the UFO Head Office team were recently reunited for a fun team building event, an Escape Room followed by dinner. We have all stayed in close daily contact via Skype the past year and have worked on lots of exciting new features for the network including the Meeting Hub, eZines, Zoom meetings with Members and Guest Speakers etc.

However, it was great to relax in each other's company after such a long time apart and we succeeded in 'escaping' from the room.

Although cases rose in the UK, they are now decreasing again and the severity of illness is greatly reduced so our vaccination program is working. All UFO Head Office staff have received both vaccinations and remain safe and well. We know that Covid-19 will likely have lasting effects on the way we live, work and travel but we hope that as scientists suggest, the virus will become a much milder illness and that we can get back to what we enjoyed (and probably didn't fully appreciate) before the pandemic.

Wishing you all well and hoping you have a great end of the year.

Kind regards,  
Rachel Crawford FCILT  
President/C.E.O.



Pictured: George (Graphic Designer), Rachel (C.E.O.), Judith (Administration Director), Sam (Recruitment Director) & Wendy (Administration Manager)





## OUR 2021 NETWORK MEETING IN CROATIA

Universal Freight Organisation (UFO) has safely held one of the industry's first network meetings since the beginning of the pandemic in early 2020. The event was held from 26-28 September 2021 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.

UFO President/C.E.O., Rachel Crawford said "We knew that there wouldn't be as many people as usual but after such a long time apart, we felt it was important to take the first steps in enabling people to safely meet face-to-face as the world begins to recover from the severity of the pandemic." **See gala dinner, meeting room and excursion photos.**

The event welcomed representatives from **Albania, Hong Kong, Denmark, France, Germany, Hungary, Ireland, Lithuania, Netherlands, Poland, Romania, Spain, Sweden, Trinidad & Tobago, Tunisia, Turkey and USA.** Rachel added "We are delighted with the success of our first event back since the pandemic. We took every precaution to ensure our delegates safety and well-being and followed the evidence from the Events Research Programme. Additionally, delegates were provided with free, easy to use Rapid Covid Test Kits, **UFO Face Masks and Hand Gel.**"



The first chance that Members had to meet was at the picturesque **Restaurant Alverede** to enjoy dinner together, followed by the exclusive use of the hotel's **Posejdon Night Club** where they enjoyed an open bar, catching up with each other and dancing into the night. The meeting was **officially opened** on Monday by UFO C.E.O., Rachel Crawford followed by a morning of **1-2-1 meeting sessions.**

After lunch the group took a relaxing **boat trip** across the bay past Lokrum and City Walls to the Old Town, where they were taken on a short tour of the marble-paved squares and cobbled streets ... plus an exciting cable car ride up Hill Srdj. When they **reached the top**, they were met with breath taking views. They then finished the afternoon with a delicious dinner in another stunning setting, **Restaurant Victoria** overlooking the Adriatic sea.





The meeting continued in the Congress Hall Ragusa on Tuesday with more 1-2-1 meetings, where delegates highlighted their specialist areas, discussed existing and new business. These sessions were especially important after the impact the COVID crisis has had on the industry .... there was much to discuss!

The event received fantastic feedback with everyone agreeing that the meeting provided "much needed positivity and laughter".

Rob and Erwin from Nunner Logistics (Netherlands) said "It was the first time for us to attend a UFO meeting. It was great that an international group activity could take place again. It was very interesting, we made good contacts and enjoyed the super organized program."

"Thank you for a wonderful first experience with the UFO network. I was amazed by the great organization and attention to every single detail that you and your team put into this event. I am very pleased to be a part of UFO and glad to have the opportunity to keep these new relationships active and productive with my newly acquired partners!" Debbie M. Lawrence-Martinez, VP Logistics, Ansa McAI (USA)







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"Back to meeting face-to-face!"

