

INSIDE UFO

ISSUE 95 JULY 2022

Biannual Newsletter of the
Universal Freight Organisation

Modern Logistics Specialists at Compass Saudi Arabia

See page 9 for details



UFO
FREIGHT

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Welcome

The past few years has seen a huge surge in the popularity of video as a marketing format. A short well-made video in an easy-to-digest format gives our eyes a rest from reading text and explains why the world watches a billion hours of YouTube videos every day! Video can be a powerful way to spread a message in a way that is easily accessible to a large audience.

Plus! Customers are more likely to use you when they understand what you do and how it will help them. So ... we have created a video for you to use in your marketing and sales efforts. See page 10 for details. Don't forget to check out our **Video Library** and our **YouTube Channel!**

At the time of writing this letter, UFO proudly contains 110 hand-picked members in 101 countries. We are emerging from a difficult few years and its important now (more than ever) to belong to a strong growing network like UFO ... and even more important that you attend our 20th Network Meeting in Abu Dhabi!

It is set to be a large networking event and even though it is several months away, we are processing new registrations every week.

With the 2022 FIFA World Cup close by in Qatar, we are making our meeting even more fun! For the duration of our event, you will be able to challenge your fellow UFO Members to a game of table football or pool. Our specially hired tables will be found in our coffee break area, and we hope they will provide some amusement during our conference.

For now, have a wonderful July and enjoy this issue.

Rachel Crawford
UFO President/C.E.O.



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 110 independent freight forwarders located in 101 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 BIENNIAL NEWSLETTER)

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The publisher can accept no responsibility for any errors or omissions made, but will endeavour to amend any, that are brought to our attention, in a future issue.

www.ufofreight.com



AN UPDATE ON THE UFO WEEKLY MEET SCHEME!

Thank you to all those who are taking part in the scheme. We have loved hearing from you and the following is one example from Eurogate Logistics in Poland who are rotating the weeks with their air team and their sea team.

- Piotr Zielinski says; "Our air team will be represented by our Air Freight Manager, Piotr Gawronski and our sea team will be represented by Sea & Rail Department Manager in Warsaw, Rafal Budnicki, and by Sea Department Leader in Gdynia, Magdalena Michalak. Magda has long-term experience with UFO partners and will introduce Rafal. There will be also a chance to exchange our experience not only with sea solutions but also with rail."

The company's first virtual meeting was with Vendi from Trans Pacific International Logistics in Indonesia. They said; "We had a really nice conversation, described our strengths and possibilities to develop our mutual cooperation."

Well done Eurogate Logistics and Trans Pacific!

Please don't ignore the **Weekly Meet** scheme! We know you are busy but we encourage every company to participate.

Making time for a quick 1-2-1 video call and 'seeing' your UFO partners makes all the difference. You and your company will be much better remembered, even if no business is ready just yet, it might be in a week or a month – it helps to be in the forefront of people's minds.

It is our most active Members who get the most from their membership.

We provide the tools and the network of agents - over **100 companies** - but it is up to you to turn those connections into projects and profit. www.eurogate.com www.transpac-logistics.co.id

NEW ACQUISITION OF TRUCKS AT NEW AFRICA CARGO FREIGHTERS

Uganda members, **New Africa Cargo Freighters** are pleased to report they have recently acquired 6 long-distance trucks with an additional 6 trucks on the way. The trucks (photographed in the gallery below) will primarily be used to by the company to transport cargo from Mombasa Port to Kampala.

Operations Manager at New Africa Cargo Freighters, Mrs. Emily Mwebaze comments; "We are enjoying great relationships and successful shipments with our fellow UFO agents including recent work with **KS Global Air & Sea** (China & Hong Kong), **Jetwell Logistics** (China), **Double Star Logistics** (Brazil) and **Eurogate Logistics** (Poland)."

"We thank UFO for connecting us to the whole globe! We are very proud to be members."

www.newafricacargo.com





GREEN CHANNEL INDIA LOAD OVERSIZED CARGO DESTINED FOR CANADA

Green Channel Forwarders in India recently handled a shipment of oversized units to Canada.

The cargo consisted of 7 units of a fabrication and assembly apron feeder as detailed below.

The shipment was handled for FLSmidth and Green Channel Forwarders performed the transport of the cargo to the vessel, unloading & loading and custom clearance. The final destination of the shipment is Gogama, Canada.

- 1 x 26,030kg / 757 x 386 x 380cm
- 2 x 7,000kg / 340 x 270 x 377cm
- 1 x 3,405kg / 403 x 315 x 141cm
- 2 x 4,895kg / 542 x 252 x 201cm
- 1 x 31,940kg / 1044 x 386 x 323cm

www.greenchannellogistics.com

GLOBAL EDGE SHIPPING AWARDED EXCLUSIVE REPRESENTATION OF MALTA

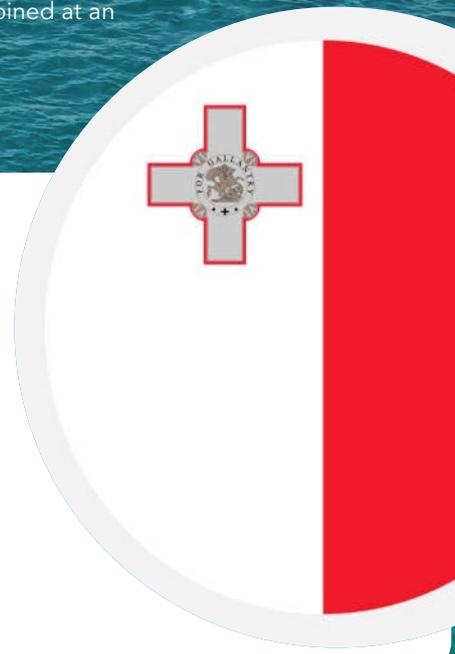
We are delighted to announce new representation in **Malta**, with the recent joining of **Global Edge Shipping Limited**, a privately owned shipping company. Global Edge Shipping offer export and import services, both air and ocean as well as warehousing & distribution and customs brokerage. The company were recommended by an existing UFO Member, Elite Shipping, who said "We have been working with Global Edge for the past 3 years and the company works to a highly professional standard."

Director, Pierre Farrugia says "We are very excited to join UFO and hope that we will benefit, as well as contribute to the strength of the network." Established in January 2000, UFO is a friendly but professional ISO 9001 and ISO 14001 certified organisation is one of the world's only remaining exclusive freight forwarder networks and is represented in over 100 countries.

UFO President, Rachel Crawford says "We believe that Global Edge Shipping are going to be a great asset with their skills, talents and knowledge. Our **network of agents** is continuously growing and we look forward to meeting Pierre in person at our next meeting in Abu Dhabi ([read more](#))."

"We have also recently launched a new **Meeting Hub** and **Marketing Video** - so Global Edge have joined at an exciting time!"

www.ge-shipping.com



 **GLOBAL EDGE
SHIPPING LIMITED**

Abu-Dhabi

2022 Network Meeting

Our next gathering will take place in Abu Dhabi from 23-25 October 2022 at the W Hotel Abu Dhabi - Yas Island, just 15 minutes from Abu Dhabi International Airport (AUH) and 1 hour from Dubai International Airport.

23-25 October 2022

Did you know one-third of the world's population live within a four-hour flight of Abu Dhabi? The emirate's geographical location between the east and west makes it ideal for international meetings.

W Hotel is going to be an exciting venue for our gathering. Directly linked to the Yas Marina Circuit, it is the only hotel built upon a Grand Prix Racetrack! It is also a gateway to theme parks, shopping malls, a golf course, the beach, and a marina.

Our first chance to meet! After such a challenging 2 years, it will be fantastic to see each other in person again. Our first evening together will be all about celebration! We will meet on Sunday at 18:00 on the famous rooftop Wet Deck where we will enjoy dinner and drinks.

Once the Registration Fee is paid, delegates are able to pre-arrange 1-2-1 meetings prior to arrival. As our meetings are all about networking, our online platform will help you manage your connections – a key feature is the ability to add notes so that you can engage with each other before, during and after our gathering. Our system has thought of everything so our delegates will be fully prepared with all the necessary information including an easy to read schedule for mobile devices. Additionally, as the system is 'live', you can book new meetings during the event if an existing one is unable to go ahead for any reason – maximising your time and ensuring that you get a chance to meet as many companies as possible.

Who is up for a BBQ Beach Party?! On Monday, after a busy day in the meeting room, we will have an exclusive BBQ Party at a stunning Beach Club, Lounge and Restaurant located at Yas Island with stunning waterfront view of the Arabian Gulf. All washed down with an open bar including whisky, vodka, rum, tequila, gin, wine, beer, selected cocktails, soft beverages and mocktails!

Sunday 23 October 2022

18:00 - 22:00 Welcome Dinner

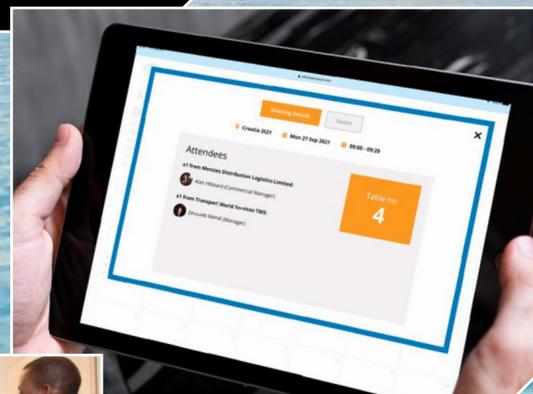
Monday 24 October 2022

09:30 - 17:00 1-2-1 Meetings

19:00 - 22:00 BBQ Beach Party

Tuesday 25 October 2022

09:30 - 17:00 1-2-1 Meetings



UFO HOLDS EXCLUSIVE WEBINAR FOR THEIR MEMBERS

Universal Freight Organisation (UFO) recently held an **exclusive Webinar** for their Members with **Marco J. van Daal**, a lecturer/speaker who has over 20 years' experience extending to more than 55 countries on 5 continents.

Marco is author of the book **'The Art of Heavy Transport'** and in addition to being a contributing member of the American Society of Mechanical Engineers (ASME) and the European Association of Abnormal Road Transport and Mobile Crane (ESTA). Marco also delivered the training for UFO's **eLearning Platform**.

Fully funded by the Head Office, the Interactive Webinar was provided free for Members and featured an interesting **case study** of a power plant that planned an extension and went from **12 x 180** ton gensets to **6 x 300 ton**.

The fascinating case study showed how late changes in a project design can have a major influence on equipment selection and sourcing. Not to mention schedule overruns and all the associated cost. A perfect example that the heavy transport provider (or crane provider) should be involved from the early stages of the project.

The session took place on **2 May 2022** and was recorded for Members who were unable to participate due to varying time zones.

UFO President, **Rachel Crawford** said:

"The fascinating case study showed that forwarders really are the world's greatest problem solvers! It also highlighted the vast amount of factors that go into the planning and execution of such projects."

"Marco's presentation included the perfect mix of videos, photos and diagrams which he explained in great detail. It really was a fantastic webinar and showcases the huge wealth of knowledge Marco has gained in his 20+ years in the industry."



MENZIES WINS COVID HERO OF THE YEAR

Menzies Distribution Logistics, our members in the **UK**, recently reported that they were announced as **Covid Hero of the Year** at the 2022 Association of Circulation Executives Newspaper and Magazine Awards.

Managing Director of Menzies, **Grant Jordan**, had this to say about their latest accolade:

"We're delighted to have been recognised in this way by the newspaper and publishing industry. The very nature of our work in supply chain logistics means we come into contact with a high volume of items and people every day. And as the pandemic has proven, supply chains are crucial to every aspect of today's society."

...we overhauled our ways of working overnight, for the safety of our people, communities, customers and our customers' customers, because shutting down was never an option. We continue to work in this way, in news-trade and all areas of our business... this achievement truly is a collective effort, we are all Covid

Heroes". Please **click here** to view the full article on their official website. **www.menziesdistribution.com**



WELCOMING **GLS WORLDWIDE** AS OUR UFO MEMBER IN PAKISTAN

We are pleased to welcome **GLS Worldwide** as our new UFO member in **Pakistan**. Located in Sialkot, the company are registered with FIATA, PIFFA (Pakistan International Freight Forwarders Association) and the Sialkot Chamber of Commerce & Industry. Chief Executive, Imran Butt says; "UFO is a professional network with impressive sustainability since 2000. GLS are very happy to represent UFO in Pakistan."

"GLS Worldwide provides a full spectrum of freight and logistics services including air & ocean freight handling, road transportation, multimodal, custom clearance, project cargo, door-to-door moves, consolidation, cross-trade business handling, warehousing and packaging.

We believe in providing comprehensive, tailor-made and innovative solutions in every logistical challenge we undertake whilst ensuring cost & time effectiveness. We pride ourselves in our approach of service delivery - always thinking ahead and looking at ways to increase and improve our capabilities."

www.glsww.net



INTRODUCING COVERAGE IN MAURITIUS WITH LOXTON LOGISTICS

We are pleased to introduce members in **Mauritius** with **Loxton Logistics Ltd.** The company's offices are in Port Louis and they are specialised in airfreight, seafreight, transportation, project cargo & OOG, dangerous goods and customs clearance.

Sales Manager at Loxton Logistics, Veerapen Chetty K. has over 25 years experience in the logistics sector with past experience at several large multinational shipping companies. He says they are becoming our UFO member in Mauritius because "... joining this group of agents will create a great synergy and we look forward to the mutual benefits of the expertise of the network".

UFO President, Rachel Crawford says; "A very warm welcome to Loxton Logistics in Mauritius! We are pleased to further extend our African representation and believe they will soon become an active and settled member of our friendly group".



CROSS OCEAN FREIGHT LOGISTICS DELIVER HYDRAULIC EXCAVATOR

Fiji members, **Cross Ocean Freight Logistics** have recently handled the swift delivery and customs clearance of a hydraulic excavator.

With the Cross Ocean team at the wharf, they quickly arranged all procedures and formalities to deliver the machine on the day of the breakbulk shipment unloading.

- Port of Loading: Kobe, Japan
- Port of Discharge: Lautoka, Fiji
- Cargo: Used Komatsu Hydraulic Excavator
- Weight: 11,750kg
- Volume: 52.23cbm

www.coflogistics.com



Cross Ocean
FREIGHT LOGISTICS PTE LTD





MODERN LOGISTICS SPECIALISTS AT COMPASS SAUDI ARABIA

We are pleased to approve Compass Ocean Logistics as new members in Saudi Arabia. They will be well known to the UFO network as their UAE and USA offices are current members. The company was first founded in Jeddah in the year 2000 and they also have additional branches in Dammam and Riyadh. Compass Saudi says they are looking forward to further developing their connections with UFO agents all over the world.

Registered with FIATA, their main services include sea freight, air freight, local & cross-border trucking, project cargo, ship chartering, healthcare & pharma, supply chain logistics, tank container operations, loading & unloading, warehousing and customs clearance.

"Compass is a modern logistics group with a range of services tailored to meet the requirements of various industries and businesses. As logistics specialists, the different divisions within the company include freight forwarding, contract logistics, pharma & healthcare, military and project logistics among many others.

At Compass, we believe a great network enables us to achieve our goals effectively and the latest technology allows us to do so efficiently. With decades of experience, an emphasis on high quality & performance, fast decision-making and lean company structures, we invite you to take advantage of our expert freight forwarding, logistics and value-added services."

www.compasslog.com



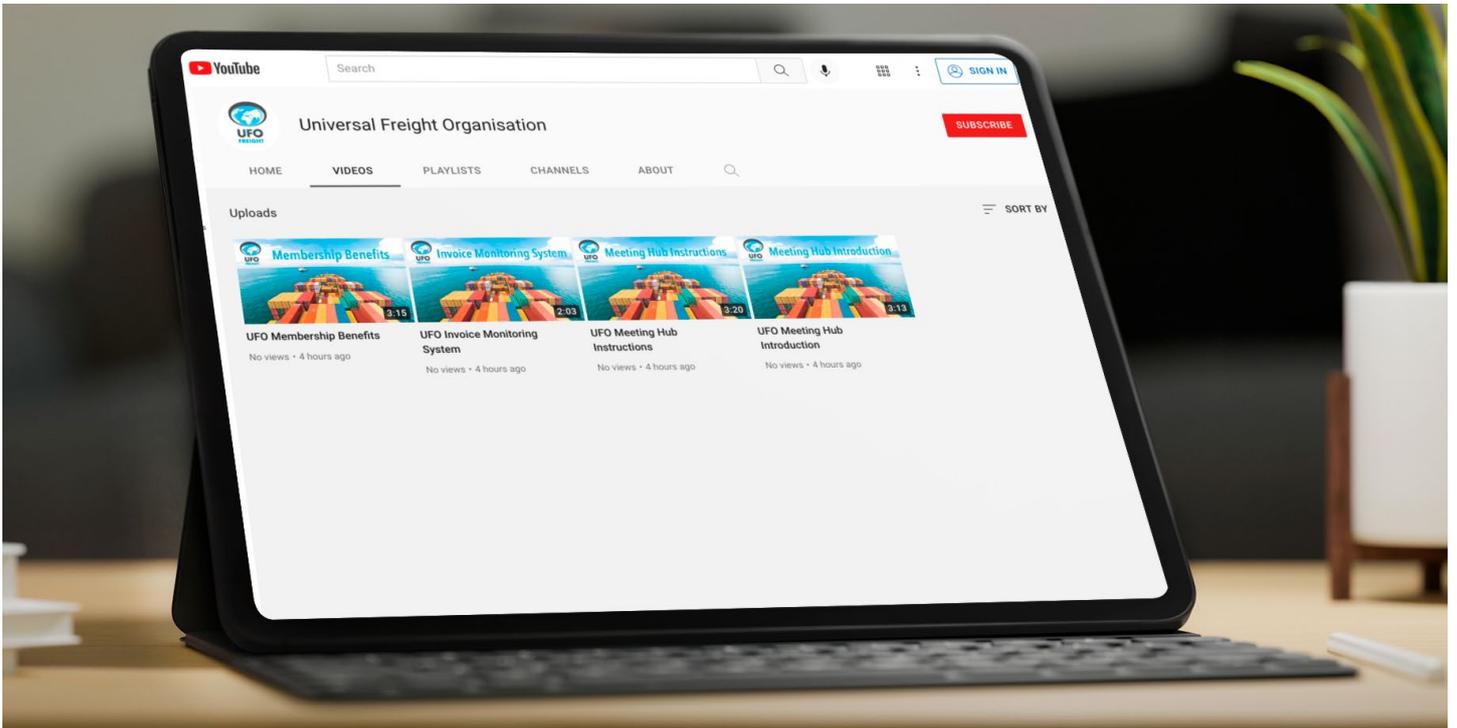
JETWELL LOGISTICS IN CHINA SHARE THEIR 2021 UFO DATA

Jetwell Logistics (members in China) are very happy to share their 2021 UFO data.

Macarena Wang at Jetwell comments; "In 2021, we handled a total of 344 bills of shipments with 17 UFO members. Out of these, 139 shipments were from UFO members and 205 shipments from Jetwell. Much thanks for your great support as always!"

Pictured is the Jetwell team at their annual party where they reviewed the data.

We thank Jetwell Logistics for being such a great UFO member and for being so consistently reliable and active.
www.jetwell-logistics.com



NEW MARKETING TOOL FOR OUR MEMBERS

The past few years has seen a huge surge in the popularity of video as a marketing format. A short well-made video in an easy-to-digest format gives our eyes a rest from reading text and explains why the world watches a billion hours of YouTube videos every day! Video can be a powerful way to spread a message in a way that is easily accessible to a large audience. Plus! Customers are more likely to use you when they understand what you do and how it will help them.

So ... we have created a video for you to use in your marketing and sales efforts. Here are some idea of how you can use the video in your marketing and sales:

1. Include a link to the video when sending **emails** or **quotes** to your customers via either the **UFO Page** or **YouTube**
2. Share a link to the video on your **social media** accounts
3. Add a link to the video in your **email signatures**
4. Embed the video into your **website**

We hope you find this new marketing tool useful and welcome any comments. Please see our **Video Library** which showcase some of our most popular membership features. They are also available on our **YouTube Channel**.

GREEN CHANNEL INDIA & NUNNER NETHERLANDS WITH CRANE SHIPMENT

Indian members, Green Channel Forwarders are pleased to report a breakbulk consignment they nominated to fellow UFO partner in the Netherlands, Nunner Logistics. The cargo was a Senebogan electric drop ball crane shipped from the Netherlands to India. The total shipment weighed 90mt.

Chairman & Managing Director of Green Channel Forwarders, Muralidharan Divakaran says; "We nominated Nunner Logistics, UFO Netherlands, for ex-work pick up and delivery up to Nhava Sheva Port. The shipment was handled very professionally and we swiftly arranged the custom clearance and onward delivery to the consignee in Dolvi."

www.greenchannellogistics.com

www.nunner-logistics.com



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www.futuremaritimesolutions.com

WISDOM

LITGINA & EASTWAY DELIVER AIRCRAFT ENGINES

In the last week of 2021, Litgina (member in Lithuania) loaded two CFM56 aircraft engines at Vilnius International Airport bound to Ireland on behalf of their UFO partners in Ireland, Eastway Global Forwarding.

The successful delivery was completed just after the New Year. Director of Litgina, Linas Saltenis comments; "This job symbolically bridges our cooperation with Eastway Global Forwarding into 2022 and marks the high start of yet another busy year!"

A professional and well-organised delivery handled by the two respected UFO members.

www.litgina.lt www.eastway.ie



11 -12 October 2022

Burma Hall, Ghana Armed Forces
Headquarters, Accra Ghana

Hosted by:



VICE ADMIRAL SETH AMOANA
CHIEF OF THE DEFENCE STAFF

invites you to participate

Ghana Armed Forces



The International Defence Exhibition and Conference (IDEC) hosted by Ghana's Armed Forces will build upon the endeavors of Africa's Armed Forces to enhance combined capabilities to counter the continent's leading security challenges. This unprecedented event will showcase the importance of integrating strategies and solutions across land, sea and air to solve challenges such as extremism, cross-border crime and maritime security in this region.

The inaugural International Defence Exhibition and Conference (IDEC), through a series of unique platforms, the two-day event will assemble Africa's Defence Chiefs of Staff and senior officers and executives from security agencies and global partners and advanced solution providers to improve combined combat operations and regional development initiatives.

What to expect:

- ✓ 6+ Chiefs of Army
- ✓ 6+ Chiefs of Navy
- ✓ 6+ Chiefs of Air Forces
- ✓ 6+ Chiefs of Staff
- ✓ 5+ Chiefs of Defence Staff
- ✓ 5+ Ministers & Secretaries of Defence
- ✓ 40+ VIP Speakers
- ✓ 500+ High Profile Attendees
- ✓ 60+ Sponsors & Exhibitors
- ✓ 40+ Countries Represented

Interested in finding out more about how you can participate?

Email us directly at partnerships@gmevents.ae or call +971 52 969 7209 and a member of the team will be happy to help.

visit: idecafrica.com

Organised By



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TO LEARN MORE

Modules



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Here is the schedule of modules and sessions.

MODULE 1: TERMINOLOGY

- Session 1 Introduction
- Session 2 Terminology

MODULE 2: DIMENSIONS, WEIGHTS & FORCES

- Session 1 Gravity & Forces
- Session 2 Laws of Newton & Archimedes
- Session 3 Principle of Moment
- Session 4 Wind & WaterForce

MODULE 3: HEAVY TRANSPORT

- Session 1 Transporters & Trailers
- Session 2 Principle Working (1)
- Session 3 Principle Working (2)
- Session 4 The Stability Area (Plan View)
- Session 5 3 & 4 Point Suspension
- Session 6 The Equalizing Effect
- Session 7 The Stability Area (Side View)
- Session 8 Pull Type & SPMT Capacities
- Session 9 The Differences Are Getting Smaller
- Session 10 Steering Capabilities
- Session 11 Naming Conventions
- Session 12 The Goose Neck
- Session 13 GroundPressures
- Session 14 Pull Force/TractiveEffort
- Session 15 Hydraulic & Structural Stability (1)
- Session 16 Hydraulic & Structural Stability (2)
- Session 17 Dolly Transport (Turn Tables)
- Session 18 Long Load Vehicles

MODULE 4: HEAVY LIFTING

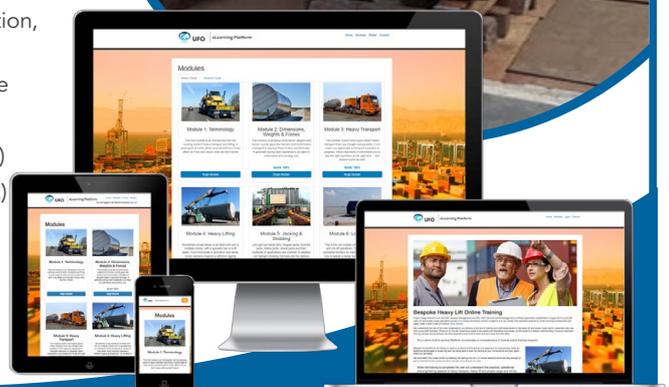
- Session 1 Types Of Cranes
- Session 2 What Is A Crane (Principle Of The Lever)
- Session 3 Principle Of The Hoist
- Session 4 The Load Chart
- Session 5 Types Of Lifts (Keeping The Load Level)
- Session 6 Lifting With 2 Cranes
- Session 7 Tailing Arrangements
- Session 8 The Tailing Frame
- Session 9 Ground Pressures
- Session 10 Load Spreading Options
- Session 11 Rigging Forces (1)
- Session 12 Rigging Forces (2)
- Session 13 Spreader Bars and Lift Beams
- Session 14 A Complex Lift Made Easy
- Session 15 Super Lift Attachments
- Session 16 Stability Of The Load
- Session 17 Erecting Wind Mills
- Session 18 The Lift Plan

MODULE 5: JACKING & SKIDDING

- Session 1 Types Of Jacking Skidding Methods
- Session 2 Jack & Pack
- Session 3 Climbing Jacks
- Session 4 Strand Jacks
- Session 5 Strand Jack Applications
- Session 6 What Is Skidding, Skidding Components
- Session 7 Coefficient Of Friction, Different Materials
- Session 8 Hydraulic Skid Shoe
- Session 9 Hilman Rollers
- Session 10 Hydraulic Gantry (1)
- Session 11 Hydraulic Gantry (2)
- Session 12 Airbags

MODULE 6: LOAD OUTS

- Session 1 Types of Barges
- Session 2 Background History
- Session 3 Terminology
- Session 4 Barge Stability
- Session 5 Hydrostatic Particulars
- Session 6 Tides
- Session 7 5 Types of Load-Out Operations
- Session 8 Type 1: Free Floating Barge, Tidal Conditions
- Session 9 Type 2: Free Floating Barge, Non-Tidal Conditions
- Session 10 Type 3: Steel Plates, Non-Tidal Conditions
- Session 11 Type 4: Barge Fixed Aground
- Session 12 Type 5: Beach Landing



UFO has invested in both professional training from an industry expert and the bespoke eLearning Platform to provide Members with a comprehensive online program at a heavily reduced cost. Additionally, due to the difficulties caused by the current global pandemic and this being an ideal time for online training, we are offering a special price of **£250** for **2 users** throughout 2022. Upon completion, an e-Certificate is sent via email which can be downloaded, shared and printed immediately so that the user can verify the training to clients and officials quickly and easily. If you would like to proceed, please email wendy@ufofreight.com