

magazine

CONNECTAlink

The CONNECTA AIRFREIGHT NETWORK Magazine



Our Group Strength

CONNECTA and PANGEA consolidate as the most dynamic freight forwarding networks



125
CONNECTA
Members
IATA/CASS/CNS certified
agents. Air freight
professionals

190
PANGEA
Members
High level of specialization
from intermodal to special
projects

Member stories

Read and learn from your partners' news, stories and announcements

+95
COUNTRIES
+50
COUNTRIES



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YOUR PARTNERS' STORIES

Explore what your CONNECTA partners do.



Sarah Bidmead
Network Manager

INTRODUCTION *from Sarah Bidmead*

Welcome to this special issue of the CONNECTALink Magazine, edited and printed on occasion of the 2016 Global Meeting.

In our magazine, we share our insights into the network's updates and challenges. This time as CONNECTA celebrates its first year, we explore our group's development, the present membership in both CONNECTA and PANGEA, our first joint conference to be held in Abu Dhabi and the main technological implementations during this year.

The CONNECTALink also includes a collection of the articles received from participant Members at the annual meeting and published in previous editions of this year's magazines.

We thank all Members for their contributions and encourage you to continue sharing with all of us your Company news, stories and announcements. We want the CONNECTALink to be useful to you, and we welcome your input, thoughts and ideas about this publication.

Hope you enjoy this issue of the CONNECTALink Magazine.

With the contribution of:

CRM LOGISTICS
United Kingdom

KORMAN INTERNATIONAL
Hong Kong

OMER LOGISTICS
Pakistan

OTIM
Italy

PROLINAIR
France

SPEEDY ACTIVE FREIGHT
Pakistan

SOTRADE
Italy

WEL
Malta

WORLDWIDE SHIPPING
TRANSPORTATION
Mexico

CONNECTA AIRFREIGHT
NETWORK
29a Crown Street
Brentwood
CM14 4BA ESSEX
United Kingdom

CONNECTA PRESS RELEASE

**CONNECTA & PANGAEA ARE
CONSOLIDATED AS THE
MOST DYNAMIC TRANSPORT
NETWORKS**

The 2016 Global Meetings of both networks will be held in Abu Dhabi from 17th to 19th October and all forwarders Members are invited to attend.

CONNECTA, a network of forwarders specialized in air transport with 125 IATA agents in 50 countries and PANGAEA, global network of independent freight forwarders with 190 agents in 95 countries, face the second half of 2016 by celebrating important milestones in their expansion and activity, as well as a great meeting to take place this autumn: their Global Meetings. For the first time, they will be celebrated together in Abu Dhabi from 17th to 19th October during the event FREIGHTCAMP, and expects to bring together record attendance.

01

CONNECTA:
The airfreight
specialist
network

CONNECTA, with barely a year existence has become the fastest growing airfreight specialist network. At present more than 125 agents from 50 countries form part of CONNECTA and can be consulted online. All the agents have IATA/CASS/CNS certifications and many of them are accredited by the local air authorities. Apart from the more conventional transport services, the CONNECTA members offer other highly specialised solutions such as AOG desktop, critical shipments, dangerous goods transport, perishable products and live animals, amongst others.

A growing number of these operations are made in collaboration with other CONNECTA members, as cooperation with other forwarders allows agents to access more attractive opportunities and compete on equal terms with the multinationals without losing their independence.

02

PANGEA:
Wide
introduction
and
specialization

On their part, five years after their start-up, PANGEA has become one of the international networks of independent forwarders counting on a greater presence, surpassing 190 agents in 95 countries of the five continents. The list of members can be accessed here and is made up of agents with a strong position in their local markets. Furthermore, many of the PANGEA members have the main certifications of the sector (IATA, FIATA, AEO and local entities) and are accredited with high level of specialization in complex projects and operations.

The majority of these agents have been members for many years and maintain a regular level of cooperation that allows them to opt for new business opportunities all over the world. Some of the most recent achievements of the PANGEA members can be consulted in the news section of the network's webpage and cover from intermodal transport projects to the movement of special or voluminous loads.



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190
PANGEA
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High level of specialization
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projects

03

FREIGHTCAMP 2016: Joint conference of CONNECTA and PANGEA

Without doubt, the most waited event of the year for CONNECTA and PANGEA members is the global conference that every year brings together the representatives of the network members where they share experiences, make contacts, and explore opportunities for joint business. This year the attraction of the event will be even greater, because the CONNECTA and PANGEA global meetings will be held together in Abu Dhabi from 17th to 19th October as part of the event called FREIGHTCAMP 2016.

For 3 days, attendees will enjoy conferences, one-2-one meeting sessions and social networking events as getting to know the charms of Abu Dhabi. The aim of FREIGHTCAMP 2016 is to foment personal contacts between members, which are the key for generating confidence and business with new partners as well as strengthening existing partnerships.

In this sense, year after year it has been demonstrated that collaboration between agents notably increases after the conferences. For example, after the PANGEA Conference in Barcelona 2012 the number of shipments between members of the network increased a 52%, a 60% after the Bangkok Conference in 2013 and a 46% after the event in 2014 in Kuala Lumpur. Then, the Global Conference held in Barcelona in 2015 made the activity of the network increase 97% over the following months.

This year, with the joint celebration of the CONNECTA and PANGEA conferences in Abu Dhabi during FREIGHTCAMP 2016, it is expected to break new records as regards the establishment of contacts and the joint commercial activities between members. And after the event, members will be able to continue in contact the rest of the year by means of collaboration and working tools that the intranet of each network offers.



2012
BCN

2015
BCN

04

New tools for fomenting cooperation

Apart from facilitating personal contact between members during the respective global conferences, both CONNECTA and PANGEA offer agents tools for maintaining contact over the year, by sharing information and news, by promoting participation



and making networking easy with technology. For example, in 2106 the whole system that supports the intranet of the two networks has been renovated to incorporate new tools such as a notification system of payments between agents, a shared holiday calendar and the revolutionary Internal Message Center (IMC), an exclusive communication system for members that permits a more agile and safe collaboration.

Just as Sarah Bidmead, Network Manager of CONNECTA and PANGEA indicates: "When dealing with the development of business relationships, personal contact is the key and that's why it's important to attend the CONNECTA and PANGEA global meetings. The members of both networks will have the opportunity to know, meet, make contacts and explore business synergies with leading counterpart forwarders from worldwide. And after the event they will be able to maintain contact through the exclusive tools we offer".



CONNECTA IMC

New networking tool

We are really happy to announce the launching of the new CONNECTA Internal Messages Center (IMC), a new communication system between members. IMC is aimed to perform fluid and safe communication within the network for better doing business together.

Agile and safe communication is fundamental for new and regular cooperation between CONNECTA Members. For this reason, we have developed and implemented a new communication system called Internal Messages Center (IMC), which makes the exchange of information within the network easy in a more safe and efficient way.

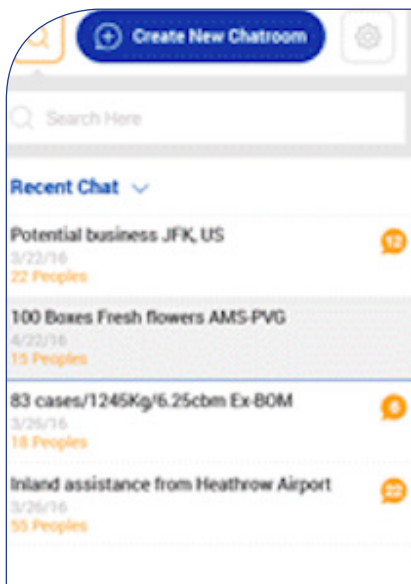
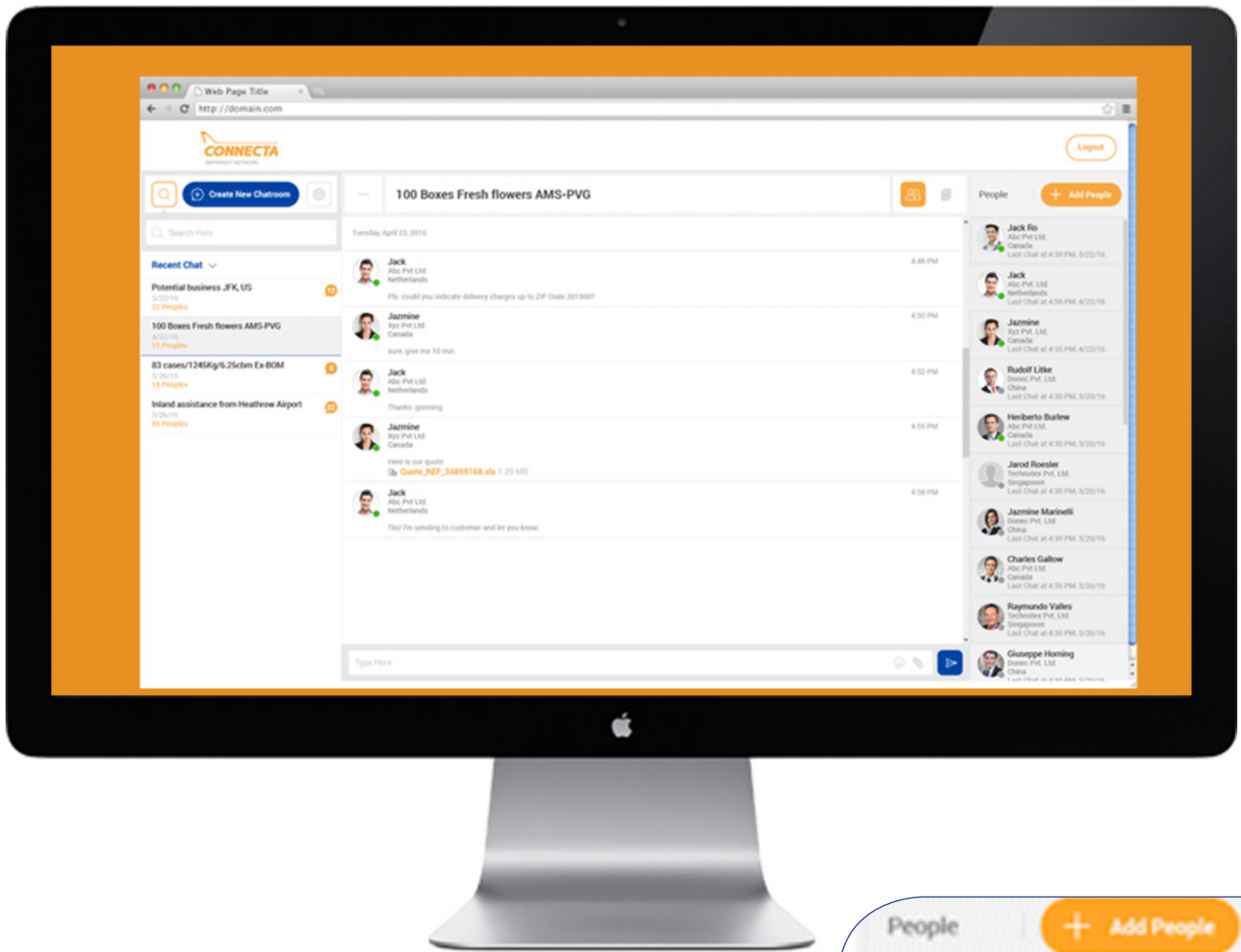
IMC is a communication tool designed for business and is an addition to those already available on the CONNECTA intranet. Its function is to facilitate work communications between agents when exchanging business opportunities, requesting estimates, quoting, managing shipments, etc.

Superior to email in many ways

With IMC you will have a new and far superior communication system to be added to those you already use such as email, skype, SMS, etc. to get much-needed answers more quickly. You will be able to organize your communications better and be protected from spam and fraudulent emails because all communications are carried out within your circle of confidence.

>> Make sure your sales and operations teams participate

>> Make sure you receive the system emails



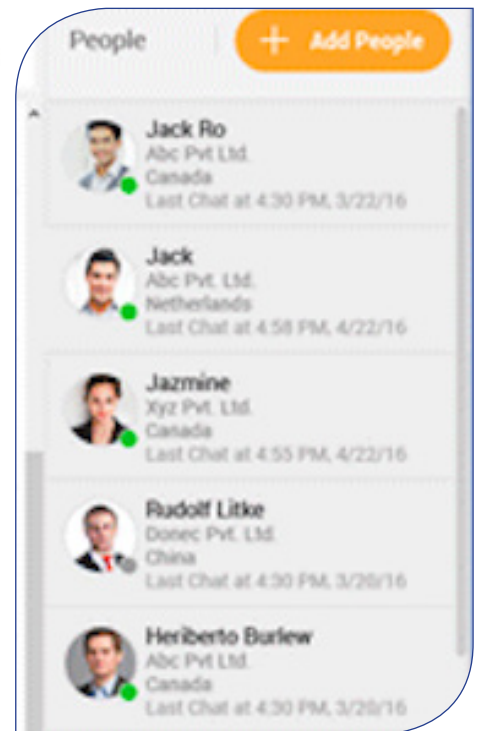
CREATE GROUPS

Create conversation group rooms with the members of the network and the operative teams of your Company to

discuss collaboration details and business opportunities of commercial proposals. With this aim, you can send inv

INVITE MEMBERS

You can send invitations to the members you want to join the group. There is no limit to the number of rooms so you will have a specific space for dealing with each affair and you can easily search by key words to recover a certain message. Furthermore, you can place and share



links and documents such as estimates, invoices, presentations, etc. knowing that only your invited members will have access to the files. mutual synergies.

CRM LOGISTICS

UK

CRM LOGISTICS (UK) announces record profits



*“We believe that our success is down to our integrity, level of customer service and one to one account management, investing in our people and measuring ourselves on delivering the best service really sets us apart from our competitors in the logistics industry”,
Matt Smith, Managing Director at CRM Logistics Ltd.*

CRM Logistics Ltd, your CONNECTA partners in UK, are announcing their best set of financial results ever, including a record turnover of £3.3m, which is a 10% growth on the year before, and June 2015 was the best month of trading in our 13 year history.

They were winners of the prestigious Queen’s Award 2015 in recognition of their supply chain excellence, and this strong commercial performance has allowed CRM Logistics Ltd to expand their team, working out of their Rochester Head Office they offer specialist knowledge and bespoke account handling for Supply Chain Management, IT, Tech and Telecom logistics, Events and Exhibitions, Retail logistics – warehouse, labour and fulfilment, Hazardous or Dangerous goods as well as Multimodal freight, Domestic and International courier services.

With their new website and investment in IT software for stock management, tracking and trading across all e-commerce platforms, CRM Logistics Ltd has developed a sophisticated level

of real time reporting and innovative technology to keep pace with the fast moving commercial marketplace. This allows their customers to interact and transact with the CRM Team in whichever format suits them and their business, from wherever they are in world.

Unit 8, Lakeside Park
Neptune close
Medway city Estate
Rochester
HEATHROW
UNITED KINGDOM
Tel: +44 1634290222
www.crmlogistics.co.uk



KORMAN INTERNATIONAL

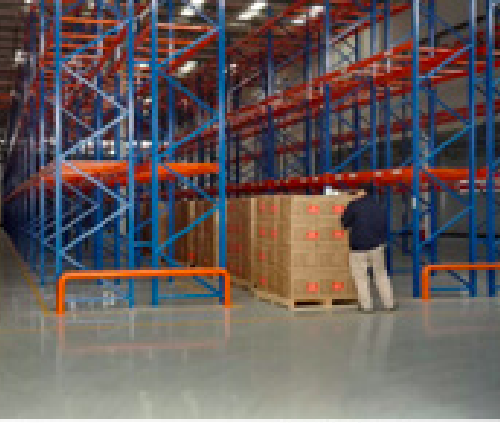
Hong Kong

KORMAN INTERNATIONAL (Hong Kong) opens new bonded warehouse in Shanghai

KORMAN INTERNATIONAL, your CONNECTA partner from Hong Kong, is very pleased to announce that their new bonded warehouse in Shanghai has started to operate and recently received the 1st cargo delivery. This 1,300 square meter warehouse is located in Waigaoqiao Free Trade Zone, and most facilities and equipment are already available. The Bonded warehouse license has been granted by the China Customs.

This is a starting stage and as business grows and develops, KORMAN INTERNATIONAL plans to be operating more warehouses with larger space and in different major cities in China.

Unit 603-604, 6th Floor
Tower One
Cheung Sha Wan Plaza
833 Cheung Sha Wan Road
Lai Chi Kok
HONG KONG
TEL: +852 852 28158553
www.korman.net



OMER LOGISTICS (Pakistan)
awarded amongst the **TOP 10 freight forwarders** by **worldclass airlines**

OMER LOGISTICS, your CONNECTA Partner in Pakistan, is proud to be recognized and awarded by some of the most important international airlines.

Shaheen Airline and Saudi Airlines have recently awarded OMER LOGISTICS for consecutive years on below recognitions. The awards recognizes air freight forwarders in Pakistan who continuously demonstrate exceptional services, volumes and who constantly improves and exceeds the guidelines stipulated.

- Lahore Top Customer Award by Shaheen Airline Year 2015
- Islamabad Award & Certificate of Appreciation by Shaheen Airlines Year 2015
- Top Customer Award by Shaheen Airlines - Top 10 Agent Award Ex-North Pakistan by Saudi Airlines for 2014

OMER LOGISTICS Pakistan



86 KB Colony Commercial
New Airport Road
LAHORE, PAKISTAN
TEL: +92 42 35700072
www.omerlogistic.com

OTIM ITALY

**OTIM (Italy) successfully
manages project of oversized
engineering plant to China**



OTIM, your CONNECTA Partner in Italy, managed the entire organization and transportation of a project of 488 tons of breakbulk cargo plus containers from Italy to China for the complete relocation of an industrial plant.

- >> 1 skid dim cm 810x375x240H tons 74
- >> 1 skid dim cm 810x375x240H tons 74
- >> 1 case dim cm 550x290x315H tons 44
- >> 1 case dim cm 500x360x290H tons 35
- >> 2 cases dim cm 300x210x310H tons 18.1 each
- >> 1 case dim cm 610x300x360H tons 31.7
- >> 2 cases dim cm 475x360x220H tons 47.03 each
- >> 1 case dim cm 440x250x275H tons 50.9
- >> 1 case dim cm 680x200x305H tons 86.4
- >> 1 case dim cm 1205x146x145H tons 5.8
- >> 65x20" ot shipper own
- >> 37x20" box shipper own



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GENOVA, ITALY
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www.otim.net



PROLINAIR *France*

PROLINAIR (France) opens dedicated office for Wines & Spirits department

Your CONNECTA PartnersinFrance, PROLINAIR, have recently moved their Bordeaux office becoming exclusively dedicated to their Wines & Spirits department.

This change is a natural move to be closer to their long-term Fine Wine warehouse partner: DARTESS.

Now 5 people are working for Air & Sea Shipments all over the world and ready to answer to all your enquiries or questions.

Pls. find below the new address:

PROLINAIR BORDEAUX
Zone de Bordeaux Fret
14 rue de Strasbourg
33520 BRUGES
FRANCE
Tel : +33 5 57 26 04 81
Fax : +33 57 26 04 89

14 rue de la Belle Borne
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A CHAMP NETWORK

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Connecta Global Meeting
Abu Dhabi, UAE
17 - 19 October
www.freightcamp.com

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SPEEDY ACTIVE FREIGHT

Pakistan

SFI HOUSE
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 SIALKOT, PAKISTAN
 Tel: +92 523240608
www.saf.com.pk

SPEEDY ACTIVE FREIGHT, your PANGEA Partner in Pakistan, has recently obtained the following certificates in recognition of their superior contributions and performance:

Top Customer Award 2014-2015 by IAG CARGO / British Airways

Certificate of Appreciation 2015 by SHAHEEN AIR

SOTRADE (Italy) has the perfect solution for reefer cargo to Lebanon

SOTRADE, your **CONNECTA** partner in Italy, is specialized in temperature-controlled / reefer cargo shipments and is having regular export business from Italy to Beirut (Lebanon).

From April to October shipments requiring reefer container or reefer air cargo can be imported to Lebanon.

SOTRADE has the perfect solution for your reefer cargo, taking into consideration factors such as temperature control, air exchange, humidity levels, and proper packing and stuffing. Their specialized team assures to meet customers needs with high schedule integrity and short transit times, essential for time-sensitive reefer cargo shipments.

The dominant cargoes that are transported in temperature-controlled containers are fruits and vegetables. Other commodities are meat, fish and seafood, dairy products, flowers, pharmaceuticals and cosmetics.

SOTRADE takes optimal cargo care for transporting perishables reliably and quickly.

VIA IV NOVEMBRE 20/22
NOVATE MILANESE
20026-MILAN
ITALY
TEL: +39 02 6460695
www.sotrade.it



SOTRADE
Italy



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WEL Malta

Out of Gauge [OOG] Special Shipment Successfully completed by Wel [Malta]

WEL, your PANGEA Partner from Malta, coordinated the shipping of a boat from the French Port of Le Havre to Malta.

Due to boat's width exceeding 2.4m, the boat had to be securely lashed on a Flat Rack and transported by sea from Port of Le Havre to Malta Freeport. Upon arrival in Malta, the Flat Rack was released from Port and escorted to a Boat Yard where the

boat was professionally commissioned and lowered at sea.

This operation was coordinated by WEL Logistics team member Mr. Carlo Zammit, the whole operation was executed in 8 days and everything ran smooth.

"WEL wishes the proud owner, happy sailing, I am sure he shall enjoy the beautiful waters surrounding the Maltese

4, G.Vassallo Street
LQA1511-LUQA
MALTA

TEL: +356 2144 2295
www.wel.com.mt





WORLDWIDE SHIPPING

Mexico

**WST (Mexico)
receives “Zero
Defects Supplier”
award by SKF**





WORLDWIDE SHIPPING TRANSPORTATION (Grupo SOHER), your CONNECTA Partners from Mexico, is proud to announce that, as major supplier of SKF, has been awarded as “Zero Defects Supplier” for their conformance and performance with high level quality standards.

SKF provides leading technological solutions for diverse types of industries worldwide and demands its suppliers and sub-contractors the highest level of commitment with their Code of Conduct and their Environmental, Health and Safety policies.

WORLDWIDE SHIPPING TRANSPORTATION receives this award as a recognition to their efforts in providing their best services and solutions without a single



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