

magazine

# CONNECTAlink

The CONNECTA AIRFREIGHT NETWORK Magazine



## Our Group Strenght

CONNECTA and PANGEA  
consolidate as the  
most dynamic freight  
forwarding networks

## Member stories

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



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## **YOUR PARTNERS' STORIES**

Explore what your CONNECTA partners do.



**Sarah Bidmead**  
Network Manager

## **INTRODUCTION** *from Sarah Bidmead*

Welcome to the summer issue of the CONNECTALink Magazine

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 less than 3 months and the main technological implementations during this year.

The CONNECTALink also includes news, latest announcements, case studies and more about

your network partners. Highlighted articles also remain available on our website.

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:*

PROLINAIR  
France

ASIATRANS  
Vietnam

AZA LOGISTICS  
Spain

CRM LOGISTICS  
United Kingdom

DSH GLOBAL  
Australia

GALLARDO CARGO  
Mexico

OTIM  
Italy

TRANSFARO  
Morocco

SOTRADE  
Italy

WEL  
Malta

WOODLAND  
Ireland

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NETWORK  
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CM14 4BA ESSEX  
United Kingdom

[www.connecta-network.com](http://www.connecta-network.com)

# CONNECTA PRESS RELEASE

**CONNECTA & PANGEA 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 PANGEA, 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 here. 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.



**125**  
**CONN**  
**Membe**  
IATA/CASS/C  
agents. Air fr  
professionals



**190**  
**PANGEA**  
**Members**

High level of specialization  
from intermodal to special  
projects

## 03

### FREIGHTCAMP 2016: Joint conference of CONNECTA and PANGEA

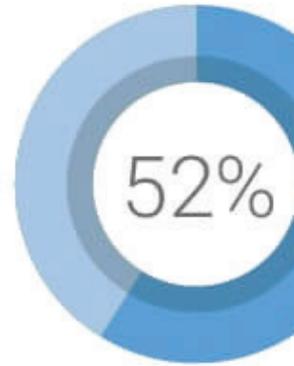
Without doubt, the most waited event of the year for CONNECTA and PANGEA members is the global conference that every year brings together the representatives of the network members where they share experiences, make contacts, and explore opportunities for joint business. This year the attraction of the 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 (details here).

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 PANGE 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".*

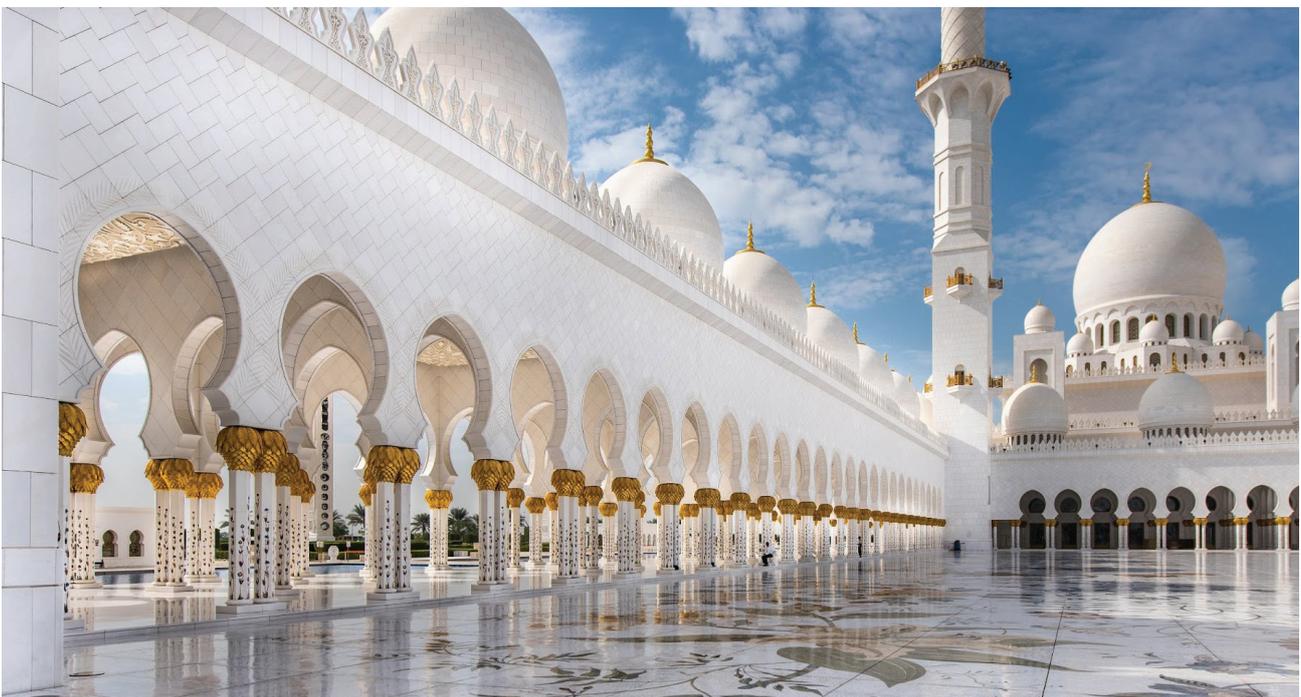


# **GLOBAL MEETING**

## ***Abu Dhabi, October 2016***

The 2016 Global Meeting will take place from 17-19 October in Abu Dhabi. The Event brings together CONNECTA and PANGEA Agents from around the world to celebrate the 1st CONNECTA Global Meeting along with the 5th PANGEA Global Meeting.

Join us at the Global Meeting to grow your business worldwide and benefit from 3 days of excellent Networking with your international counterparts in an outstanding environment. Nowhere else you will have the opportunity to reacquaint with colleagues, meet new partners, exchange business synergies and discover novel opportunities in such a short time.





## **CONFERENCE HOTEL**

InterContinental Abu Dhabi Hotel - Luxury 5-star Abu Dhabi Resort with a Private Beach and Marina.



## **ONE-TO-ONE MEETINGS**

Discuss personally with the partners of your interest on present and future business and make the most of your mutual synergies.



## **SOCIAL NETWORKING**

Group social activities will help us to meet everyone, make contacts and build relationships from the very first moment.



## **ABU DHABI**

Abu Dhabi, the capital of the United Arab Emirates, sits off the mainland on an island in the Persian Gulf.



## **SPONSORSHIP OPPORTUNITIES**

Contact us for additional information on Sponsorship opportunities



## **VISA TO ENTER UAE**

Find more information at <https://freightcamp.com/information/visa-information/>



# **PROLINAIR**

## **France**

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

**Y**our CONNECTA Partners in France, 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  
Zone de Fret 5  
BP 12578  
95721 Roissy CDG-PARIS  
FRANCE  
TEL: 33 1 48168800  
[www.prolinair.com](http://www.prolinair.com)

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**E**arlier this year ASIALOG, subsidiary company of ASIATRANS GROUP (CONNECTA partners in Vietnam) was appointed as the official agent for UASC Shipping Line (United Arab Shipping Company) in Da Nang and Quy Nhon, which are 2 international main ports in Central region of Vietnam.

Only 3 months after entering the Da Nang and Quy Nho markets, and thanks to the professional and knowledgeable staff from ASIALOG, UASC is now widely well-known and has achieved an output of 200 Teus. These numbers are

# ***ASIATRANS (Vietnam) subsidiary, ASIALOG, appointed agent for UASC Shipping Line***



aligned to the strategical lines and objectives that target 3000 Teus in 2017 and to become in the top 10 shipping lines after 2 years joining this market.

ASIALOG is a subsidiary company of ASIATRANS GROUP and a part from developing the alliance with UASC shipping line, is also concentrating on other services of the logistics chain, such as warehousing systems, customs clearance and forwarding.

2nd Floor, 421 Trans Hung Dao,  
3B BA Gia, Tan Binh District  
HOCHIMINH CITY  
550000-DA NANG  
VIETNAM  
TEL: 84 511 3888 009  
[www.asiatrans.com.vn](http://www.asiatrans.com.vn)

# ASIATRANS Vietnam

*“ASIALOG is expected to be a formidable competitor in the logistics industry of Vietnam Central region market in the near future”, remarks Mr. Think Tran, Managing Director at ASIALOG. “ASIALOG is making solid progress on the logistics regional an national markets, contributing greatly to the development of ASIATRANS Group”.*





# AZA LOGISTICS

## SPAIN

**AZA LOGISTICS  
(SPAIN) has jumped  
with enthusiasm into  
the air freight world**

Avda. Henry Ford, 6  
Pol. Ind. Juan Carlos I  
VALENCIA, SPAIN  
Tel: 0034 961226058  
[www.azalogistics.com](http://www.azalogistics.com)

**A**ZA LOGISTICS, your CONNECTA partner from Spain, aims to become the main IATA provider in Valencia Region.

They are enjoying and pushing hard on this task with their new Air Freight and Sales Departments, they are putting lots of enthusiasm and passion on it.

The Valencian region, located at the heart of the western Mediterranean arch and boasting the closest commercial port to the Suez-Gibraltar axis of the large interoceanic shipping lines, finds itself in a strategic location enabling it to transform itself into the principal logistics



platform in the Mediterranean. Near the Port is located the Valencia Air Freight Facility in the Valencia Airport consisting of an intermodal logistics platform, designed according to the requirements of the most important logistics operators. The Valencia airport integrates air freight with other types of transport thanks to the extensive network of connections and facilitates shorter delivery times and lower costs for the logistics chain thanks to the proximity of all the agents participating in it. The Valencia Region has excellent road and rail connections to the centre of Spain, with ideal connection to Madrid International Airport, and an essential platform for the entire Iberian Peninsula.

Counting on their CONNECTA partners AZA LOGISTICS is now able to reach many countries that seemed unreachable before. Since January 2016 they are providing air

freight service to several forwarders and final customers in our region. The Company Sales policy is based on 3 O´BASIS, which are simple and effective for customers and partners:

- >> OPTIMAL AIR-LINE. Solution ad hoc.
- >> OPTIMAL HANDLING AND DELIVERING. Logistics ad hoc.
- >> OPTIMAL REFERENCE. Feedback and improvement.

AZA LOGISTICS invites to all CONNECTA members to get in touch for any kind of collaboration. Their modern and huge warehouses are also available for your operations in Valencia Region.

# 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.*

**C**RM 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](http://www.crmlogistics.co.uk)



3 ARAB ROAD  
PADSTOW NSW  
SYDNEY - AUSTRALIA  
Tel: 612 97716611  
[www.dshglobal.com.au](http://www.dshglobal.com.au)

# **DSH GLOBAL** *Australia*

***DSH GLOBAL Australia is happy to announce they are now quarantine approved.***

**D**SH Global, your **C O N N E C T A** Partner from Australia, is happy to announce they are now Quarantine approved.

Quarantine Approved Premises (QAPs) are premises where post-entry quarantine activities and treatments may be performed on goods, animals and plants.

QAPs are categorised according to the type of commercial operations being undertaken and the various quarantine activities that are authorised to take place at these facilities.

This allows DSH Global flexibility and control, to organize shipments reducing the handling and avoiding high storage charges should shipments remain at other depots.

**W**ith the commencement of the new Biosecurity Act 2015 on 16 June 2016, importers are reminded of the need for an import permit prior to the arrival of goods in Australia. If you intend to import goods into Australia you must comply with the new legislation.

All conditionally non-prohibited goods entering Australia must meet specified import conditions and requirements as detailed in the department's online Biosecurity Import Conditions system BICON. This may include the requirement for an import permit.

You should ensure that permits are applied for well in advance of the expected landing date of the consignment. Failure to do so may result in goods being held at the border for an extended period and in some cases, goods being exported or destroyed.

Applications for import permits are made via BICON. Importers can apply for import permits in advance and post-date if necessary.

Under the Biosecurity Act 2015, the department cannot issue an import permit for goods that have already landed. In the past, the department has facilitated imports that have landed without a permit by allowing importers to apply for a permit. This will no longer be the case.

Importers who land goods without a permit will be required to provide information to the department to enable a biosecurity risk assessment to be undertaken. Where possible, the department will manage the biosecurity risk by reviewing documentation such as competent authority certification (e.g. phytosanitary certificates or veterinary certificates), manufacturer's statements, by treating the goods or other risk mitigation measures. These requirements will align with the usual import conditions that apply to that particular class of goods.

It should be noted that in some cases, the biosecurity risk will not be able to be managed post arrival. In these cases, the goods will be subject to export or destruction.

## **Import Permits Required Prior To Arrival of Goods by DSH GLOBAL (Australia)**

DSH GLOBAL, your CONNECTA partner from Australia, would like to refer you to the following Biosecurity Advice 2016-20 from the Department of Agriculture and Water Resources:

Just a timely reminder for DAP and DDP shipments into Australia, import permits are required prior to the arrival of goods in Australia.

# 15th Anniversary Gallardo Cargo



**We want to extend our warmest congratulations to the Gallardo Cargo (Mexico) Team as they celebrate a remarkable 15th Anniversary serving the freight forwarding industry. We wish you continued success as you celebrate this important milestone!!**

**G**allardo Cargo, S.A. de C.V., is a Mexican Company constituted in 2001, specialized in Air Freight, being our latest division the Human Remains Freight.

They have been in the market for over 15 years and their General Director, Virginia Gallardo has more than 25 years of experience in the Freight Forwarding Industry. Gallardo Cargo also has Sea Freight

# GALLARDO CARGO Mexico

## (Mexico)

Yurecuaro 137-6 COL. Janitzio del.  
Venustiano Carranza  
MEXICO CITY, MEXICO  
Tel: 525 526160863  
[www.gallardocargo.com.mx](http://www.gallardocargo.com.mx)



division, Land Freight division, Customs Clearance and through their sister Company Gallardo Reyes Consultores Internacionales, they are able to provide customers consultancy services in Foreign Trade Topics.

Some of Gallardo Cargo's achievements during this 15 years include:

- >> Forming part of the Main Board of the Mexican National Association of Freight Forwarders (AMACARGA).
- >> Nomination of Virginia Gallardo, Director at Gallardo Cargo, as Director of the Air Freight Body in AMACARGA.
- >> International Young Freight Forwarder Award Americas to Rosa María Gallardo, International Projects Manager at Gallardo Cargo, during the FIATA 2010 Congress, held in Egypt.
- >> Training of the Company personal in the Freight Forwarding Topic Trends, having the FIATA Diploma in Freight Forwarding.
- >> Recognition of Virginia Gallardo as TOT from FIATA Institute.
- >> Expansion of the Company, at present they dispose of a warehouse near Mexico City international airport that allows Gallardo Cargo to storage cargo from clients before departure or after arrival of cargo.
- >> Coverage of the most important Sea, Air, Land customs.

These are only a few of the most important achievements during this 15 years of professional trajectory at Gallardo Cargo as they look forward to further projects in the following years.

# 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 47.03 each
- >> 1 skid dim cm 810x375x240H tons 74 >> 1 case dim cm 440x250x275H tons 50.9
- >> 1 case dim cm 550x290x315H tons 44 >> 1 case dim cm 680x200x305H tons 86.4
- >> 1 case dim cm 500x360x290H tons 35 >> 1 case dim cm 1205x146x145H tons 5.8
- >> 2 cases dim cm 300x210x310H tons 18.1 each >> 65x20 ot shipper own
- >> 1 case dim cm 610x300x360H tons 31.7 >> 37x20 box shipper own
- >> 2 cases dim cm 475x360x220H tons >> 8x40 hc shipepr own



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# **TRANSFARO (Morocco) handles ATA Carnet shipment for Mawazi Festival in Rabat**

TRANSFARO, your CONNECTA partner from Morocco, handled an ATA Carnet shipment for the 15th edition of the “Mawazine Festival Rhythms of the world” that took place from May 20th to May 28th in Rabat. They took care of the musical accessories and instruments of the Australian rapper, songwriter and model, Iggy Azalea, from Casablanca International Airport (CMN) to Mawazine site in Rabat. In total it was one palette with 1800 Kg coming from Los Angeles.



## **TRANSFARO Morocco**

**We want to extend our warmest congratulations to the TRANSFARO Team as they celebrate a remarkable 20th Anniversary serving the freight forwarding industry. We wish you continued success as you celebrate this important milestone!!**

TRANSFARO (Certified by IATA, FIATA, AEO, ISO 9001) is a professional logistics service provider established in 1996, headquartered in Casablanca and with branch offices in key Moroccan cities. They have recently obtained certification for the new ISO 9001:2015 which has implicated a transition



and update of their Quality Management System previously based in and certified by the 2008 version of the International Standard.

119 BD BIR ANZARANE RES  
RAMZI B APT 1  
CASABLANCA, MOROCCO  
Tel: 212 522980833  
www.transfaro.com



*“TRANSFARO has a great commitment for quality as it is proved by the decision of adopting the new standard at the earliest stage, that once again underlines our positioning as an innovative premium agency”, remarks Ms. Rajaa Farrouk, Managing Director at TRANSFARO.*

# 2016 Global Meeting



**PANGEA**  
Global Meeting



**CONNECTA**  
Global Meeting



## Abu Dhabi, UAE

InterContinental Abu Dhabi Hotel  
17-19 October 2016

Abu Dhabi



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

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

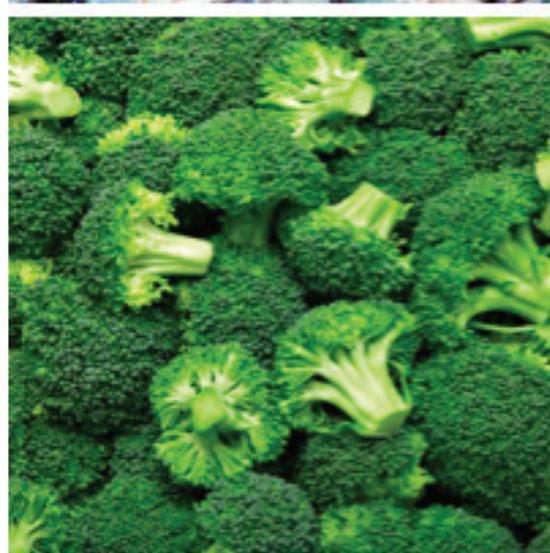
From April to October shipments requiring reefer container or reefer air cargo can be imported to Lebanon.

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.

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# WEL Malta

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

**W**EL, 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 islands", remarks Mr. Edward Micallef, General Manager at WEL.

4, G.Vassallo Street  
LQA1511-LUQA  
MALTA

TEL: 00356 2144 2295  
[www.wel.com.mt](http://www.wel.com.mt)





# **WOODLAND**

## **Ireland**

**Woodland Group (Ireland)  
enters the 2016  
Young International  
Freight Forwarder  
of the year award**



*“Alan’s nomination in the Young International Freight Forwarder of the Year Award demonstrates his passion and commitment to our industry and we are very proud that Alan has been nominated for this prestigious award. Celebrating 19 years in business in Ireland this year, Woodland Ireland owes its success to our staff who are passionate, innovate and always looking to improve, allowing us to deliver global solutions to some of the world’s leading businesses”, said Kevin Brady, Managing Director at Woodland Group Ireland.*



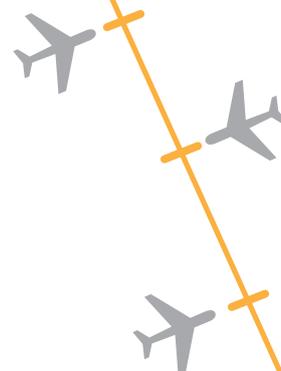
**E**arlier this year, IIFA members were invited to nominate candidates to represent Ireland in the 2016 Young International Freight Forwarder of the Year Award. Following an internal selection process based on the nominated candidates, Mr. Alan Parkes, of Woodland Group, was chosen to advance forward in the 2016 global competition.

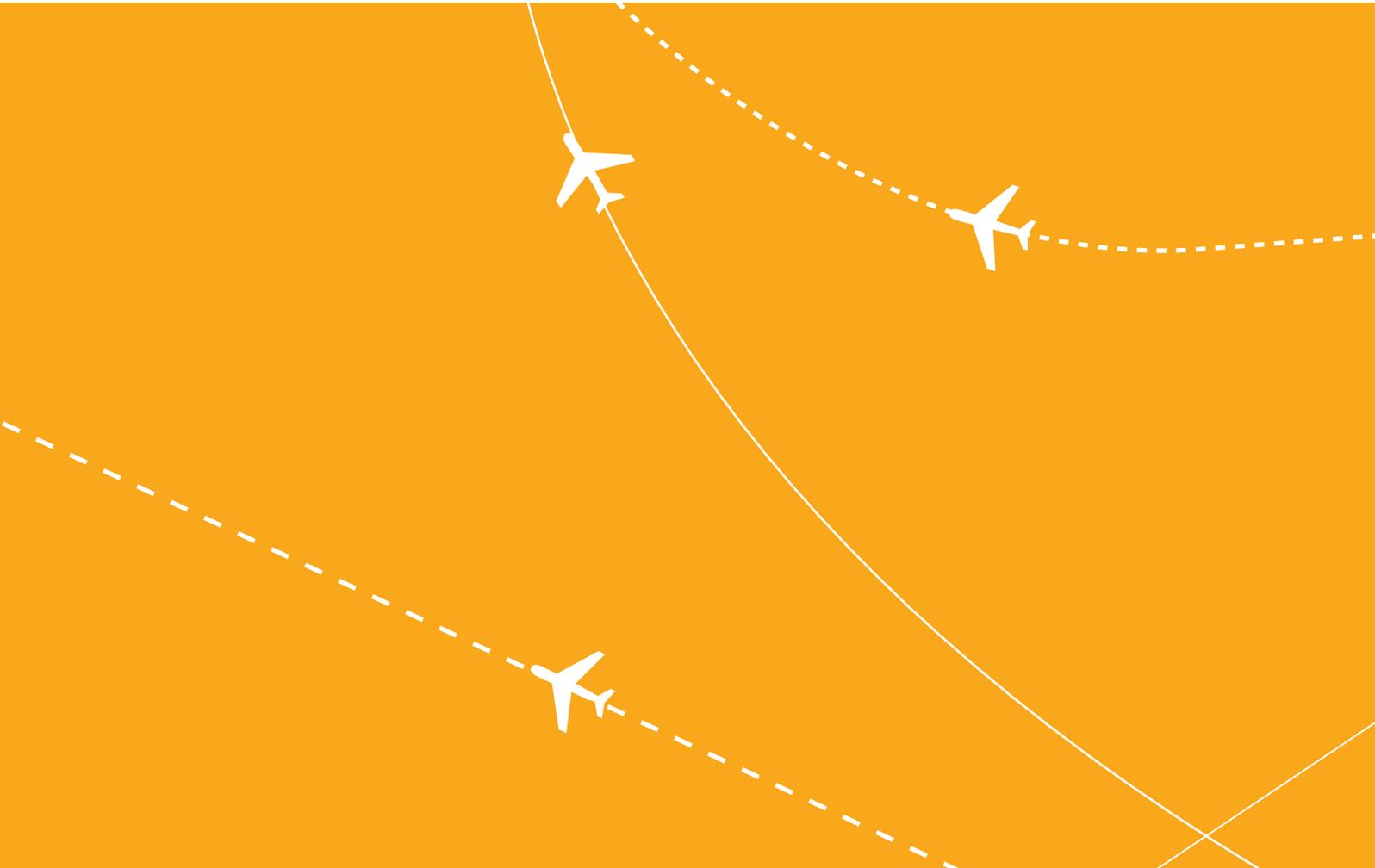
Alan was required to submit a thesis on "An In-Depth Analysis of Outsourcing Logistics to 3rd Party Specialists" which will be judged with entries from other participating European National Associations for the European Region sector of the Award. The three other FIATA regions comprise; "Americas," "Africa and Middle East" and "Asia Pacific".

Mr. Parkes is an operations assistant with Woodland

Group, the freight forwarding and supply chain specialists, based in Ballycoolin, Dublin. With a background in Transport Operations and Technology from the Dublin Institute of Technology, Alan has a keen passion for the industry. Alan is also a participant on the 2015-2016 FIATA Diplomacourse and will continue to study with his fellow 24 FIATA Diploma participants for the final examination in September 2016, just ahead of the 2016 FIATA World Congress Dublin.

Regional winners will be notified of the success of their thesis in the first week of July, and the successful candidates will be presented with their award at the 2016 FIATA World Congress in Dublin in October of this year.





# **CONNECTA**link

Issue 02 - JULY 2016

[connecta-network.com](http://connecta-network.com)



**CONNECTA**

AIRFREIGHT NETWORK