

magazine

# CONNECTAlink

The CONNECTA AIRFREIGHT NETWORK Magazine



## Global Meeting 2016

The 2016 Global Meeting  
will take place from  
17-19 October in Abu  
Dhabi.

## 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 first issue of the CONNECTALink Magazine

This new magazine of the CONNECTA AIRFREIGHT NETWORK is intended to keep all Members informed about network updates and share announcements and stories of interest from your network partners.

We intend to deliver this magazine to you every quarter (in January, April, July and October). Our primary goal is to provide useful information, promote your companies and interest in developing further business relationships between each other. We recognize that the level of air

freight (and general freight) expertise in our membership spans a broad spectrum. We hope that this magazine will serve as a conduit for the exchange of expertise between our members and also for those agents, importers, exporters and industry partners that could find relevant contents of interest.

We encourage you to share 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 first issue of the CONNECTALink Magazine.

*With the contribution of:*

AIRMAX  
United States

ANGELFREIGHT  
Germany

ASIATRANS  
Vietnam

DSH LOGISTICS  
Australia

GAMA INTERMODAL  
Turkey

KORMAN INTERNATIONAL  
Hong Kong

NAVIGATE  
United States

OMER LOGISTICS  
Pakistan

PROLINAIR  
France

SOTRADE  
Italy

WEL  
Malta

WOODLAND  
Ireland

WORLDWIDE SHIPPING  
TRANSPORTATION  
Mexico

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

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

# CONNECTA PRESS RELEASE

## **AIR FREIGHT TRANSPORT EXPECTED TO PICK UP IN 2016 ACCORDING TO IATA**

After experiencing slow growth of 2.2% in 2015, IATA expects the airfreight transport market to gain ground again in 2016 and see the advantages of initiatives like the e-AWB

London, March 14th, 2016 – The International Air Transport Association (IATA) has released its findings on the international freight transport market, which grew in volume by 2.2% in 2015. Even though it's positive, it's important to note that it represents a drop of more than 50% compared to growth in the sector in 2014. These results mainly show the weakness of trade between Europe and Asia-Pacific. In spite of this,

perspectives for 2016 are much improved thanks to the recovery of these important economies and the impact that initiatives like e-AWB can create.

By regions, Europe and Latin America were the ones who fared the worst in air freight transport with year-on-year declines of 0.1% and 6% respectively. In Europe, the general weakness of the euro zone is the main cause for concern, while the Latin American market reflects the difficulties affecting Brazil. In turn, North America closed 2015 with a modest increase of 0.1% in air freight transport in spite of the sector starting the year well in the US. Growth in Africa was

somewhat better and saw a rise of 1.2% thanks to the increase in trade.

In contrast, Asia-Pacific and the Middle East closed 2015 with more positive results. Asian air traffic grew by 2.3% in spite of the slump in China. The Middle East fared the best of all regions with an 11.2% increase compared to 2014. In spite of the political instability and the drop in oil prices, countries in this region continue increasing their foreign trade and the business activity of their airlines.

The IATA expects Europe and North America to regain momentum in 2016 as political and economic uncertainties are resolved, and this in turn would also increase trade exchanges with Asia-Pacific. In contrast, growth in the sector in Africa and Latin America is like to remain modest.



## ***MORE EFFICIENCY WITH E-AWB***

In its analysis of the market prospects for air freight transport, the IATA is also confident that in 2016 we will start to notice the benefits generated by the initiatives to modernise the sector. This is especially true for initiatives which the e-freight program includes and aims to eliminate the use of paper processes in the sector.

The first step will be the growing use of the Electronic Air Waybill (e-AWB) that is already being deployed by 34% of companies involved in air freight transport. But this is just the beginning, by completely removing paper in air freight transport it will reduce costs, increase competitiveness, accelerate the service and remove trade barriers. These are some of the advantages that become direct savings for companies and can be calculated using the free IATA tool here.





# ***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 PANGAEA Agents from around the world to celebrate the 1st CONNECTA Global Meeting along with the 5th PANGAEA 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.



### ***EARLY BIRD REGISTRATION***

You can benefit of an Early bird inscription fee if you process your registration before 1st August 2016.





## 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/>



# AIRMAX

## United States

***Companies with time-critical shipments, emergency logistics and general cargo requirements relying on AirMax International (US)***

Small really can be beautiful – and efficient and reliable and a cut above the big boys! That's why companies with time-critical shipments, emergency logistics and general cargo requirements have come to rely on AirMax International.

Started in 2003 by experienced, ex-airline cargo professionals Raj Kundi and Elbia Madera-Kundi in the spare room of their home, AirMax

International has steadily grown and built a reputation for being a go-to company in the New York area.

Not only do they work standard offices hours but the AirMax team is even on hand in the middle of the night for that urgent shipment that no-one else is willing or able to take on at that time. Other freight forwarders, Government agencies, individuals and high profile clients all trust Air Max International





to tackle their freight and logistics requirements.

The diverse nature of what the team now moves is amazing: in recent weeks AirMax has moved everything from urgent aircraft spare parts to models of horses for a TV show and then environmental research equipment. But what they're most proud of is the peace of mind they give their customers – who return time and time again.

Pls. contact AirMax International at [info@airmax-intl.com](mailto:info@airmax-intl.com) for more information

## **AIRMAX INTERNATIONAL United States**

147-24, 177TH STREET  
JAMAICA NEW YORK  
11434-NEW YORK  
UNITED STATES  
TEL: 718 874 2911  
[www.airmax-int.com](http://www.airmax-int.com)





**A**NGELFREIGHT, your CONNECTA partner in Germany, has recently handled a shipment of Plutonium (UN2915, Cl. 7) from LEJ, Leipzig - Germany, to NRT, Narita - Japan.

The shipment consisted in 0,38 kg net/3 kg gross of Plutonium samples for the Nuclear Material Control Center (NMCC) in Japan. ANGELFREIGHT followed the procedures designed to ensure the protection of the public and the environment, as per the International Atomic Energy Agency (IAEA) advisory regulations for the safe transport of radioactive material.

Plutonium is transported as an oxide powder since this is its most stable form, within a sealed package critically designed with integrated shielding, certified and labelled in accordance with the requirements of the national and international regulations.

The ANGELFREIGHT staff involved in the transport of radioactive materials are trained to take appropriate precautions and to respond in case of an emergency.

## **ANGELFREIGHT** **Germany**

Nikolaus-kopernikus-str. 10  
55129-MAINZ  
GERMANY  
TEL: 0049 6131 913510  
[www.angelfreight.de](http://www.angelfreight.de)



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

# ASIATRANS Vietnam

## **ASIATRANS (Vietnam) contract agent for the three major airlines in Da Nang.**

It is our pleasure to inform you that ASIATRANS, your CONNECTA partner in Vietnam is the contract agent for the three major airlines in Da Nang (Vietnam): Cathay Pacific, Korean Air and Singapore Airline. In the past 2 years, ASIATRANS has had regular and important volumes and has become the most reliable partner for these airlines. In particular, in 2015, they handled about 100 shipments to many destinations all around the world through these 3 airlines. Especially, in the fourth quarter of 2015, ASIATRANS shipped nearly 20 tons via Korean Air and became the strongest agent of this airline in Danang.



*"Given our constant traffic increase, we are receiving support from these airlines not only the best rates but also the priority in booking and other services. Based on our good relationship with airlines and our experience in handling air shipment in past 2 years, we are proud that we are the best choice for customers in providing the most competitive rates and other value-added services", remarks Mr. Quan May, Managing Director at ASIATRANS VIETNAM CORPORATION"*

### **About ASIATRANS VIETNAM**

Accredited IATA cargo agent, preferred cargo agent for Korean Air, Cathay Pacific Airways and Singapore Airlines. In the air cargo market, ASIATRANS VIETNAM is well-known in:

- Transportation of Dangerous goods with DG license
- Sustainable growth defined in ISO Standard Operating Procedures S.O.P.
- Highly trained personnel, leading in providing value-added services.
- Handling a huge volume of air cargo especially beer products of VBL - HEINEKEN factory, seafood, etc.

ASIATRANS VIETNAM is proud of to be the truthful partner of oversea agents, professional logistics provider of traders, manufacturers.

# **New *CONNECTA* website** ***Coming soon***



# site

The new CONNECTA website  
will be live in May.  
We can wait to it's launching!





Deposite Business Center A1  
Block Fl.3 No:310  
Ataturk Boulevard, Ikitelli  
34306-ISTANBUL  
TURKEY  
TEL: +90 212 4656162  
[www.gamaas.com.tr](http://www.gamaas.com.tr)



## **GAMA INTERMODAL** *Turkey*



### **GAMA INTERMODAL (Turkey) moves 1.144 Tons Tower cranes for Expo2017**

**G**AMA INTERMODAL, your CONNECTA Partner in Turkey, has recently transported the huge Tower Cranes of Zoomlion as part of the Expo2017 that finished last month.

The Tower Cranes parts were picked up from the building site in China and then all the part of the Tower had been delivered to Astana, Kazakhstan. As part of the Project 72 trucks and containers were used for the transportation of 1.144 Tons goods. The Project was completed with success.

Above are some pictures of the operations and Tower Cranes.



# **DHS LOGISTICS**

## **Australia**

### **About the format of the CHAFTA Certificate of Origin by DSH LOGISTICS**

Your CONNECTA Partner from Australia, DSH LOGISTICS, is pleased to share below clarifications concerning the format of the CHAFTA Certificate of Origin.

DSH LOGISTICS advice regarding the Certified Authorities who can issue COO's under CHAFTA is as below.

#### **Certificates of Origin**

The following Chinese Authorities will be able to issue Certificates of Origin [COO]:

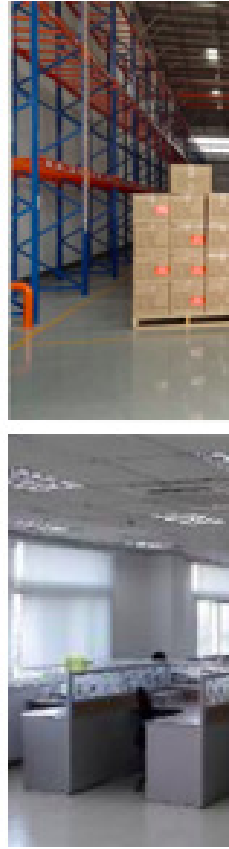
- AQSIQ (General Administration of Quality Supervision, Inspection and Quarantine) where the actual certificates will be issued by provincial Entry-Exit Inspection and Quarantine Bureaus, which are administered by AQSIQ; and
- CCPIT (China Council for the Promotion of International Trade). For Exports from Australia to China the Australia's

authorised bodies are:

- the Australian Chamber of Commerce and Industry;
- the Australian Industry Group and affiliated bodies; and
- the Australian Grape and Wine Authority.

Please do not hesitate to contact DSH LOGISTICS should you require further information or advice.

3 Arab Road  
PADSTOW NSW  
2211-SYDNEY  
AUSTRALIA  
TEL: 612 9771 6611  
[www.dshglobal.com.au](http://www.dshglobal.com.au)



## **KORMAN INTERNATIONAL** *Hong Kong*

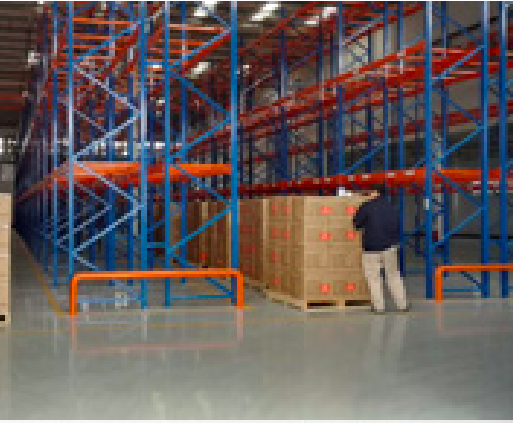
### **KORMAN INTERNATIONAL** *(Hong Kong) opens new bonded warehouse in Shanghai*

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](http://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

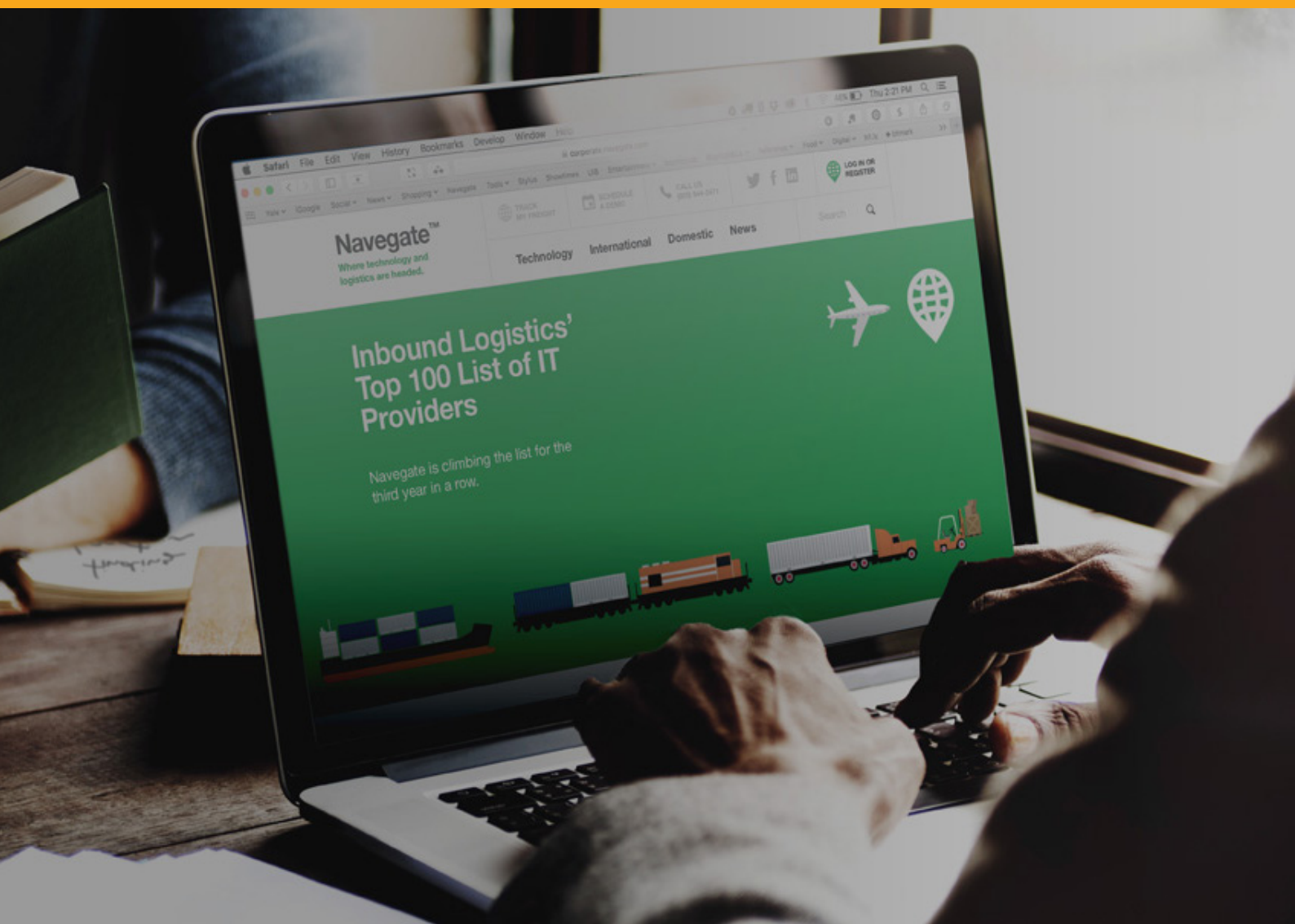
## OMER LOGISTICS Pakistan



86 KB Colony Commercial  
New Airport Road  
LAHORE, PAKISTAN  
TEL: +92 42 35700072  
[www.omerlogistic.com](http://www.omerlogistic.com)

**NAVIGATE**  
*United States*

# ***Navigate (US)*** ***Acquires North Star World Trade Services and T Brothers Trucking***



*"Bringing these three companies together has allowed us to expand operations in China," said Joe Pelletier, President. "We have built a company that is substantial and gaining momentum. We have world class technology, carrier capacity, and the right people, enabling us to manage customers' domestic and international supply chains, faster and smarter than ever."*

**F**ollowing eight successful years in strategic partnership, Navegate Inc., your CONNECTA Partner in United States, has acquired North Star World Trade Services and T Brothers Trucking. Navegate, a technology- focused transportation and logistics company, now combines forces with the 47-year- old international freight forwarder, North Star, and 20-year-old domestic trucking and transportation company, T Brothers, to form a third party logistics (3PL) company with expansive expertise.

Navegate's now comprehensive breadth of services has positioned the Global Trade Management Company for aggressive expansion, including new wholly owned facilities in Shanghai and Hong Kong. Also expanding is Navegate's headquarters, which will relocate this spring to a 45,000 square foot property in Mendota Heights, MN.

In addition, new branding has been unveiled beginning with a new website ([www.navegate.com](http://www.navegate.com)) featuring an expanded portfolio of global transportation and

logistics services. "Our new website is key in our transformation, as it cohesively brings together all the aspects of the three companies," said Pelletier, "and helps us showcase how Navegate is here to make the complex simple for our customers."

#### About Navegate

On Inbound Logistics' Top 100 List of IT Providers for the last three years (2015, 2014, and 2013, Inbound Logistics) in a row, Navegate is a full-service provider of global transportation and third party logistics (3PL). With 240 employees and six offices worldwide, Navegate's global headquarters is located in Minnesota.

1060 Lone Oak Road  
55121-MINNEAPOLIS  
MINNESOTA  
TEL: 011 651 3618725  
[www.navegate.com](http://www.navegate.com)



# **PROLINAIR**

## **France**

### **PROLINAIR (France) moves MCC Building of 72 tons**

**P**ROLINAIR, your **C O N N E C T A** partners in France, have recently moved MCC Building of 72 tons from Ostende-Belgium to Ndjamenachad. The cargo was loaded with electronic cranes. Pls. see below pictures of the operations in airport.

PROLINAIR counts on a dedicated Project Cargo department that with 12 years of experience has acquired a strong knowledge of the constraints for most of the european ports. PROLINAIR covers the whole project from quotations, planning of operations, setting, follow up and supervision of shipments, and permanent communication with customer and all involved parties.

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)





# **SOTRADE** *Italy*

## ***Regular Air&Sea consol services to Brazil and Cuba offered by SOTRADE (Italy)***

**S**OTRADE, your **CONNECTA** partners in Italy, are offering almost daily consol services by air to Brasil and weekly consol services by sea to 2/3 different ports of discharge by direct service. Their high knowledge of Brazilian market and rules is due to long experience for many years. Additionally SOTRADE benefits of exclusive rates with airlines and shipping lines.

Recently they have also opened a regular service by sea (consol LCL) to Havana in Cuba.

VIA IV NOVEMBRE 20/22  
NOVATE MILANESE  
20026-MILAN  
ITALY  
TEL: 39 02 6460695  
[www.sotrade.it](http://www.sotrade.it)

## **WEL** **Malta**

# ***WEL handled a Super Urgent shipment for the Oil & Gas Industry***

**WEL, your CONNECTA partner in Malta, successfully handled a super urgent shipment of Industrial Hose Pipes for the Oil and Gas Industry.**

The shipment consisted in 5 Crates, measuring 204x204x109 cm and a total weight of 2,970Kg.

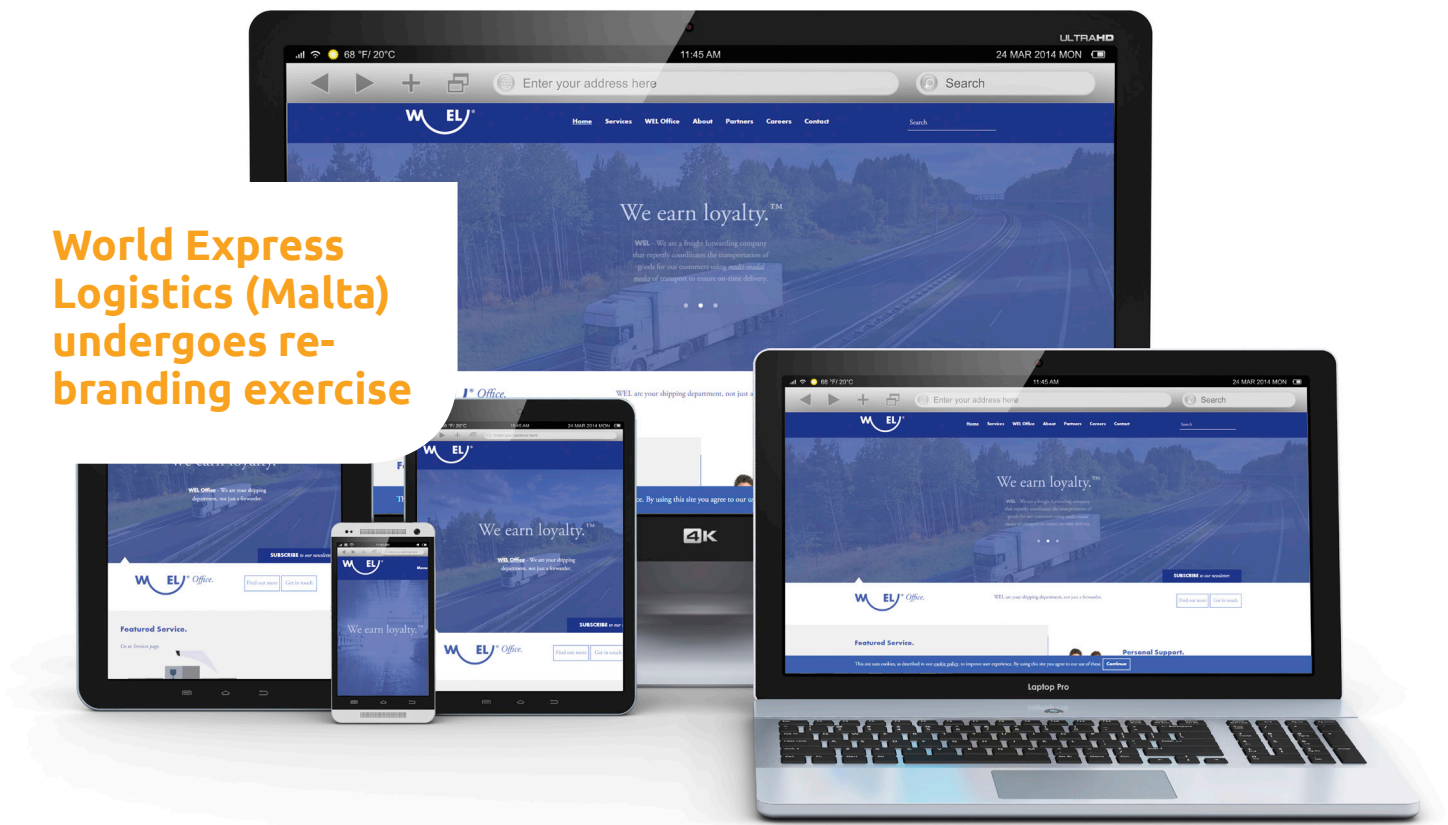
The pipes had to be transported from an offshore vessel in the Mediterranean Sea to Chennai Airport in India.



The main challenge was that no commercial air freighter service operates in Malta except of Integrator freighters, such as DHL and TNT. Thanks to the cooperation with Lufthansa Cargo, WEL managed to secure space on the Integrator aircraft that was linked to the Lufthansa's Frankfurt (FRA) Cargo Hub which ensured on-time uplift to Chennai (MAA). Despite its dimensions, the shipment was available to their client in India within 6 days



## World Express Logistics (Malta) undergoes re-branding exercise



It is a pleasure to announce that WORLD EXPRESS LOGISTICS, your CONNECTA Partner in Malta, has launched a new company logo and website as part of the ongoing evolution of their company's brand.

The new tagline "We earn loyalty" expresses how through passion, flexibility and commitment WEL builds up long lasting relationships with customers, partners and suppliers and contributes to their success.

The new website is available and fully operative at [www.wel.com.mt](http://www.wel.com.mt) and has been designed with a fresh new look, user-friendly navigation and responsive development. We hope that you will enjoy browsing on the new WEL site.

The WEL team is also in the process of updating all their collaterals, marketing literature, online presence, stationery, etc with the new logo and corporate branding.

*"Our business has grown and evolved and we felt it was time for a change. We have refreshed our logo to reflect that we are a dynamic team built on a wealth of experiences and diverse competencies in the transportation of goods and to symbolise our future as a supply chain reference", remarks Edward Micallef, General Manager at WORLD EXPRESS LOGISTICS.*

4, G.Vassallo Street  
LQA1511-LUQA  
MALTA  
TEL: 00356 2144 2295  
[www.wel.com.mt](http://www.wel.com.mt)

# WOODLAND

## Ireland

### ***BIFA judges bowled over by 'The Clubhouse' initiative from Woodland Group (Ireland)***

At Woodland Group, your CONNECTA Partner in Ireland, they are still feeling incredibly lucky to have won the BIFA Freight Service Awards 2016 in the Supply Chain Management category in January and wanted to share an insight into how they came to find a niche in the Sports Logistics market with their initiative 'The Clubhouse'.

No stranger to the BIFA Freight Service Awards, the team at Woodland have a track record of success, winning the special services award in 2010 and scooping the training and staff development prize in 2007.

They had heard that the BIFA Supply Chain Management award was looking for companies providing a customer-focused innovative solution enabling a more efficient supply chain and they jumped at the chance to talk about their unique offering - The Clubhouse.

A members-only buying consortium for sports clubs, the Clubhouse initially focussed on the cricket industry. Sourcing merchandise material from overseas suppliers to be sold in fan shops, online and at cricket grounds in the UK, the aim of the service was to simplify the supply chain for the clubs, allowing them to focus more resources on increasing sales and profitability.

Such was the success of the Clubhouse, they quickly realised it had grown legs and wanted to share their achievements to date with BIFA and they are pleased that they also saw the potential in their offering.

Woodland was chosen as category winner for the innovative approach of simplifying the supply chain within the sports industry. Being recognised as having identified a clear gap in the market, the Woodland Sports Logistics

division was formed within the Woodland Group. Offering customers, a one-stop-shop, from sourcing ethically-produced products to managing the shipping, storage, and fulfilment process, the service simplifies the supply chain for the clubs and adds real value to their business.

To give you a direct insight, the Sports Logistics division ships the manufactured items to Woodland's UK fulfilment centre, where their team quality check and re-pack the products before distributing them nationally. Woodland staff also make factory and site visits in order to ensure the highest standards of safety and legal protection are in place for workers.

Stadium Business Park  
Ballycoolin  
15-DUBLIN  
IRELAND

TEL: 353 1 8111500

[www.woodlandglobal.com](http://www.woodlandglobal.com)



*"It is so rewarding that BIFA's judges were won over by our Clubhouse submission and our goal now is to extend our services Globally to all sports clubs. What a fantastic start to the year! Understanding the sporting market and negotiating rates within the relevant factories and countries for sport around the world has helped us very quickly become a main player within the cricket, rugby, and football industry. We have recruited ambassadors such as Paul Pritchard for Cricket and Clive Allen for Football who can help us understand their sport from the inside. There is no sport we are not looking at and with new Ambassadors for fishing, baseball, cycling, and hockey to name a few we should be the first stop for any sports manufacturer".*

**Deborah Smith,  
Sports Logistics  
Global Sales,  
Woodland Group.**



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



## **WORLDWIDE SHIPPING Mexico**

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 complain and 100% fulfillment of the SKF procedures during all 2015.

Boulevard Via Atlixcaytotl 5208  
Piso 24 C  
Colonia Concepcion de la cruz  
72197-PUEBLA  
MEXICO  
TEL: 52 222 3031050  
[www.gruposoher.com](http://www.gruposoher.com)

# 2016 Global Meeting



## PANGEA Global Meeting



PANGEA  
LOGISTICS NETWORK

## CONNECTA Global Meeting



CONNECTA  
AIRFREIGHT NETWORK



## Abu Dhabi, UAE

InterContinental Abu Dhabi Hotel  
17-19 October 2016

Abu Dhabi



PANGEA  
LOGISTICS NETWORK



# ***CONNECTA*link**

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



**CONNECTA**  
AIRFREIGHT NETWORK