

FREIGHTlink

THE PANGEA GROUP MAGAZINE

MARKETING TIPS

FOR FREIGHT FORWARDERS

Simple tips to push the marketing and commercial strategies



2017

MEMBERSHIP AWARDS

The Annual Membership Awards recognize Members for their meaningful contributions and commitment



BLUE FREIGHT
Germany

OBC shipment for the European Space Agency (ESA)



LEO AIR
Thailand

moves fine antiques from the National Museum of Thailand to the Palace of Versailles



WAVE GROUP
Uruguay

WAVE GROUP organises the shipping of an industrial oven to Ecuador

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Sarah Bidmead's Column

Easy marketing tips for freight forwarders

Despite freight forwarders carrying great loads every day, moving everything from our Christmas lights to large construction machinery, their work is barely recognized. In fact, outside of the sector, it is a job that remains unknown. How many of your friends know who a freight forwarder is? It is not because it is a small sector. It employs millions of people from all over the world that bring the products that we need to our homes. Whether it is food, clothing, utensils, consumables, furniture, electrical goods or vehicles, all of these have been managed and moved by a freight forwarder.

It is clear that this type of work is not easy and it is filled with challenges every single day. That's why, despite freight forwarders are very conscious of the importance of marketing and the image they present to the world, it is a pressing issue that has often been left aside. Due to this, we would like to give a few simple tips to push the marketing and commercial strategies of our much-loved freight forwarders, without investing a lot of time or money.

1

A simple web page.

The majority of websites in the sector need re-styling or upgrading. These days, it is very easy and cheap to have a great website. We can choose a tailor-made web design but for a clean, simple yet elegant website, we can use the multitude of templates available. With a little time spent on programming, we can adapt and customize it to our own style and personality. Using photos from our own offices, installations, team members, and operations handled, we can reinforce our professional business image. With a simple contact form, we will have enough for our potential clients and visitors to ask whatever they may require. Later we'll comment on how we can utilize a White Label tool, available on the market, to incorporate an online pricing system into our website.

2

Blog/news section

A frequently updated blog or news section can also be incorporated into the website. This is the dynamic part of our new website and with current web platforms like Wordpress, we can do and maintain this simply and without any prior knowledge of programming. We can inform others about our operations and special shipments, events which we have taken part in, new services and routes, collaborations, team intake and training schemes. To continually add content to our website will improve our position in search engines and we will be more visible to potential clients.



3

Online shop

With a new and improved image, plus our excellent website positioning, we can channel visits and turn them into sales. By directing our visitors to an instant pricing system, they can ask for quotes for their shipments and contract our services. The world is now online, and it is the turn for

freight forwarders to participate and open online stores for customers, exporters and importers. Simply create an account at Freightalia.com, add your logo, colors, upload your tariffs and margins and you will have your own personal pricing system, totally integrated in your website. This will allow your customers and website visitors to enquire about your prices for airfreight and sea freight services on the same webpage with instant and automated results.

We encourage you to begin a marketing strategy and commercial code for your company.

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FREIGHT Global Meet

Ho Chi Minh, Vietnam



Nominations for the 2018 Membership Awards have already started, since we base the decision on your registered business contributions to the Network.

If you are still not registering your network business in the system please contact us to find out on additional benefits and assistance.



CAMP Meeting 2017

September 26-28

Membership Awards

2017



During the recent Freightcamp Global Meeting we celebrated the 2017 Membership Awards Ceremony, taking place at Nikko Saigon Hotel in Ho Chi Minh City on 27th September.

The Annual Membership Awards recognize Members for their meaningful contributions and commitment to the network and all partners. They are based in Members direct nominations, as everyone was invited to participate in a nominations survey, as well as the registered business cooperation in the

network intranet (registered freight volumes routed to other partners and diversified cooperation). Members from both networks, Pangea and Connecta, have been invited to participate this year in the annual Membership Awards.

Congratulations to the awarded members:

“Best Partner Americas”
COLBECK & CLARKE, Canada

“Best Partner Europe”
BLUE FREIGHT SERVICE, Germany

“Best Partner Middle East and Africa”

WORLD CLASS FREIGHT, United Arab Emirates (Dubai)

“Best Partner Asia and Oceania”
FJT LOGISTICS, Australia

“Best Service Partner” for the most voted Connecta Partner
TPS GLOBAL LOGISTICS, UK

“Partner of the Year”
TRANS.AL LOGISTIC, Germany

FREIGHT SOFTWARE

CHAMP Cargosystems participates in Freightcamp 2017 and Member Testimonial

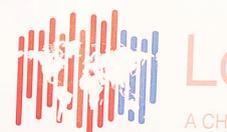


FREIGHTCAMP
Global Meeting

Ho Chi Minh, Vietnam, 26-28 September



PORTUGAL ■ SPAIN
www.jtmgc.com



Freightcamp 2017, Ho Chi Minh, Vietnam, 26-28 September



For the first or second year, CHAMP Cargosystems has participated in the Freightcamp Global Meeting, celebrated in Ho Chi Minh City (Vietnam) from 26th to 28th September. At this joint meeting for PANGEA and CONNECTA members, CHAMP was given the opportunity to exclusively engage with members from both networks.

CHAMP explained there is a special member access to their web-based freight forwarding system Logitude, that enables air and ocean freight forwarders to manage quotes, shipments, bookings and consolidations more efficiently and cost-effectively without any major financial outlay or IT commitments.

During the opening session CHAMP exposed about e-awareness and connectivity for freight forwarders and pitched the special Pangea and Connecta member offer:

- Free subscription for eAWB with 1 user and 1 airline of choice (more info)

CAMP Meeting 2017

26-28 September

Logitude
CAMP community solution



“ *Logitude has helped us greatly in our day to day work. It's a very simple and easy to use platform. Its implementation does not require too much time, as the system is rapidly completed while we are working with it. What we like the most is its ease of use and how, with a few clicks, the system keeps our shipments updated and our customers informed at all times. Without any uncertainty, without requiring too many hours for implementation or training, the system itself has become indispensable as we continue to further utilize it.*

For our Company, it was an excellent decision!

– Upgrade Logitude subscription to enable multiple user or multiple airline connectivity at specially discounted and very competitive rates.

If you are in need of a full solution, for freight forwarders, consolidators, NVOCCs or an import/export manager who tracks shipping activities, Logitude

has the answer for you with its state-of-the-art freight forwarder solutions to raise productivity and performance.

For more information please view the Logitude special Pangea deal online and sign up your free subscription now!

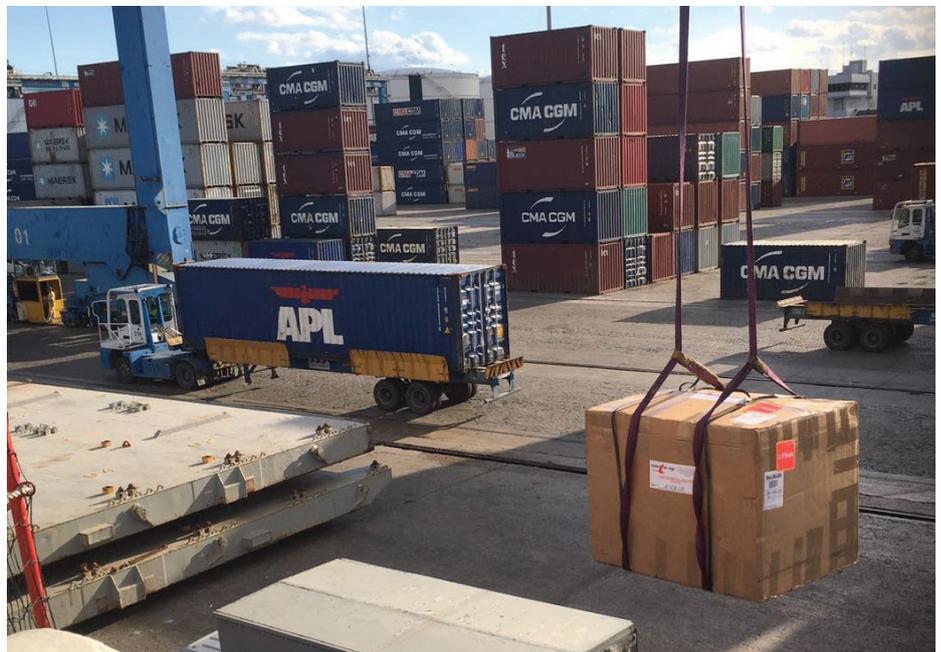
Please read the Member Testimonial from Rossana Arcos, Manager at Miremar (Uruguay).

WEL MALTA

WEL (MALTA) delivers ship spares on board vessel in record time during transit

A very critical shipment was required after the M/V Nicola, a Mediterranean cargo ship, had called the Malta Freeport for urgent assistance for its operational duty, requiring ship spare parts on board at the earliest time frame. The vessel only had around 20 hours of transit at Port for unloading and loading containers.

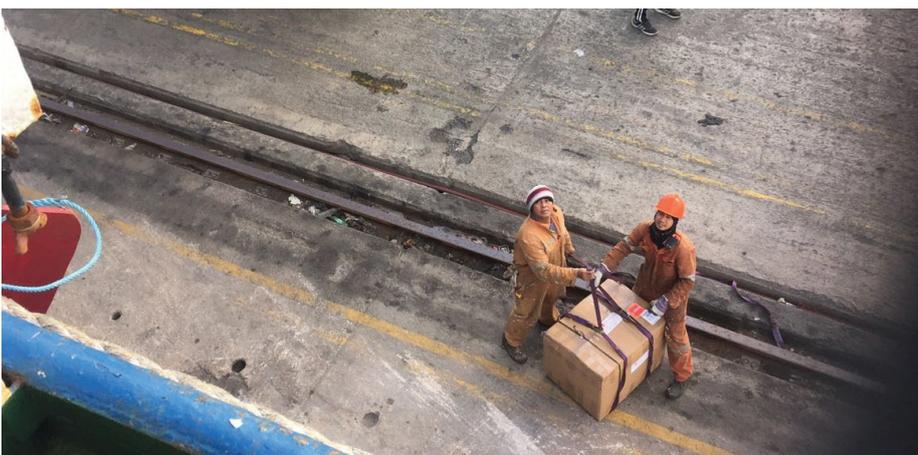
The spare parts were shipped on board a Lufthansa Aircraft which landed at Malta International Airport at 12:30h. At the cargo terminal, a dedicated truck arranged by WEL, your Connecta partner in Malta, was waiting for the shipment's arrival, for immediate release and delivery of the goods to Malta Freeport. At the port, WEL had liaised with the ship's Captain to use their



crane to lift the heavy boxes from the deck and successfully loaded them on the vessel.

The delivery on board was

completed by 15:00h, this made it a record time of 2.5 hours for WEL to clear the cargo from Cargo terminal, drive it to Port, pass the Port security procedures and deliver on vessel. Martin Fenech, Air Freight Executive at WEL and highly experienced with such time-critical shipments, handled this complex operation and assured on-site that everything was running smoothly and prevented any operational delays.





Member in
Bolivia,
Paraguay &
Uruguay

WAVE LOGISTICS GROUP

WAVE LOGISTICS GROUP (Bolivia, Paraguay & Uruguay) organises the shipping of an industrial oven to Ecuador

Wave Logistics Group, your Pangea partner in Bolivia, Paraguay and Uruguay, has recently been appointed for organising the shipping of an industrial oven to Ecuador.

The cargo consisted in 1420 CBM. In this opportunity, their

office in Uruguay coordinated the import from 8 different locations in Brazil, Italy, Turkey and USA, by air, sea and land.

Wave Logistics arranged all the transit operations up to their warehouse in the Free Zone, checked all cargo received

and organized the re-export to Ecuador.

The import process took place between March and July 2017 and all cargo was successfully loaded on board at Montevideo Port on the beginning of September.



UNITEX LOGISTICS CHINA

**Unitex Logistics (China)
E-Commerce achieves new
growth record**

The e-Commerce Logistics grows very fast in China. During this year's 11/11, Chinese single-day festival, the country's e-Commerce sales turnover achieved USD 39.0 Billion, creating an amazing record to the World.

Unitex Logistics, your Pangea Partner in China and Hong Kong, has been involved in e-Commerce Logistics since about 4 years, through its e-Commerce department, U-Speed. This year, they have packed 17,470 Parcels on 11/11, which means 191% growth compared to 2016. Their Warehouse teammates worked over 24 hours and prepared all the parcels in one day.

Unitex Group provides both B2B & B2C logistics solutions to their customers. They serve customers with convenient, efficient, safe and reliable cross-border e-commerce door to door express service by providing "direct mail service" and "bonded warehouse delivery service".



UTC LOGISTICS SINGAPORE

UTC LOGISTICS (SINGAPORE) TRANSPORTS LONG-LENGTH PIPES UP TO ALEXANDRIA, EGYPT



Recently, UTC Logistics, your Pangea partner in Singapore, has coordinated the collection, transportation, and packing of 11.8 meters long pipes into a 40-ft container. With the help of their lorry crane located on-site at their warehouse, the UTC team loaded all 4 pipes within the span of 4 hours.



Wooden blocks and lashing belts were used to secure the pipes in place. The whole project was executed with a keen emphasis on safety and careful coordination.

This is another successful experience in cargo handling to add under UTC Logistic's belt.



PROLINAIR FRANCE

PROLINAIR (France) announces the acquisition of ASL OVERSEAS FRANCE



PROLINAIR, your Pangea partner in France, announces the acquisition of ASL OVERSEAS FRANCE, french freight forwarder founded in 1995.

The rapprochement between ASL Overseas and Prolinair is a key step to build an ambitious strategy of international growth between two strong partners, preserving the high level of technicity, expertise and skills of their staff members.

Taking over ASL Overseas allows Prolinair:

- To develop a new customs bonded warehouse that is already operational, that brings up to 15.000sqm of warehouses in Roissy, Le Havre and Bordeaux, operated with their own staff, performed and secured tools.

- To strengthen their development in IT solutions and Purchase Order management in order to enhance the transmission of information

- To offer full coverage in France with their 7 offices in Le Havre, Rouen, Roissy CDG, Lyon, Marseille, Toulouse and Bordeaux

- To integrate 16 new employees in Paris CDG airport offices, forming a team of 70 freight professionals at your service with reactivity, expertise and passion

- To reinforce one another while maintaining the culture of a human-size company and the development of its dynamic flexibility.

Prolinair absorbs an alliance of skills, and will remain:

- Autonomous, loyal and experienced team members
- Flexibility in decision making
- Fully independent freight forwarder specialized in high value added cargo
- Providing a generalist service while knowing how to react and adapt to the customer needs
- Specialising and innovating its processes in order to face the digitalisation era
- File processing thoroughly and professionally
- Human relations: maintaining close ties with long-standing customers
- Agile and efficient know-how towards unexpected situations to offer a tailor-made service

Your usual contacts remain the same and continue to serve you as ever. They will soon share the organisation and presentation of all of their departments in details.

PANGEA
Global Meeting



2018
FREIGHTCAMP



CONNECTA
Global Meeting



Berlin, Germany

Marriott Berlin Hotel
17-19 October





PEKAES POLAND



PEKAES (POLAND) increases the use space in Mazovia



EKAES, a leading logistics operator and your Pangea partner in Poland, opened an additional high bay warehouse in Pass near Warsaw Branch Office. The building is

WMS system.

The newly opened PEKAES warehouse is located in close proximity to the distribution terminal of the Warsaw Branch. The building is located on the

“ *Due to the rapid increase in volumes as part of LTL distribution, we decided to increase the warehouse space of the Warsaw Branch. We moved operations related to contract logistics to a new building located in Pass near Warsaw Branch, thus increasing the available space in the Warsaw distribution terminal. I would like to add that this year, we are planning further investments in terminal infrastructure – in February we will open another distribution terminal in western Poland”, said Maciej Bachman, the CEO of PEKAES Group.*

designated to serve contract logistics projects. PEKAES Group plans to make further investments in new distribution terminal this year.

An additional PEKAES logistics warehouse in the Warsaw Branch allows for both the on-shelf storage and block stacking of goods. The building is managed by a modern

grounds of the P3 Błonie modern warehouse park, on 19 Passowska street in Pass. The close proximity of national road no. 92 and the A2 motorway ensures excellent connections to all destinations in Poland.



LEO AIR THAILAND

LEO AIR CARGO (THAILAND) moves fine antiques from the National Museum of Thailand to the Palace of Versailles

In occasion of the exhibition “Visitors to Versailles” that will display from 24th October 2017 to 25th February 2018 in the Palace of Versailles (France), Leo Air Cargo, IATA Agent and your CONNECTA partner in Thailand, has been appointed for clearing and forwarding a Thai Processional Miniature Throne dated from mid 19th Century.

Leo Air Cargo handled such sensitive and valued cargo smoothly, counting on a professional dedicated team that took care of the cargo continuously during all the loading process, thanks to their good experience and close connection to terminal staff.

The throne will form part of a collection of more than 300 artworks from the late 17th century up to the French Revolution, including a combination of painted and sculpted portraits, court attire, travel guides, tapestries, exquisite porcelain and parade weapons. The objective of the exhibition is to show what, over the course of history, the visitors discovered upon arriving at Versailles from worldwide, the sort of welcome awaiting them, what they saw and their impressions, the gifts or souvenirs they left with.



Automated online quoting and rate management for FREIGHT FORWARDERS



AUTOMATE YOUR FREIGHT QUOTES Quote more. Sell more. Achieve more



CLIENTS

Reach and engage your customers



QUOTES

Create and send professional quotes instantly



RATES

Smart and dynamic rate management



CUSTOMIZE

Take full control of your application and quotes



REPORTS

Track quotes and monitor performance



NEW GLOBE INDIA

**NEW GLOBE LOGISTIK
(India) prepares a
stronger team for 2018**

NEW GLOBE LOGISTIK, your Pangea partner in India, had their annual get together of employees from 1st to 3rd December at a serene offsite resort amidst nature in Nasik city (approx. 160 kms away from Mumbai city).

It was that time of the year meant only for fun, frolic and fiesta. Days were set for several team building activities with loads of indoor and outdoor games and nights were all set for music. It was apparent from the outset that the atmosphere was happy, friendly and totally festive!



FJT LOGISTICS AUSTRALIA

**Introducing FJT LOGISTICS
(Australia) new logo**

FJT Logistics, your Pangea partner in Australia, changed

on 1st July their trading name from F.J.Tytherleigh Logistics to FJT Logistics, as already informed.

Now, on 1st November, they have updated and modernised the company logo and here it is:

Why orange?

Orange is associated with meanings of joy, warmth, heat, sunshine, enthusiasm, creativity, success, encouragement, change, determination, health,

stimulation, happiness, fun, enjoyment, balance, freedom, expression, and fascination. Orange is the colour of joy and creativity.

FJT Logistics continues to grow, they continue to expand their business and their range of services. Their next projects include a redesign of the website and building their social media platform as they head into the future.

The FJT Logistics team thanks you for your ongoing support and looks forward to an exciting future working together.

JUSTLOG PORTUGAL



A REVISTA EXAME, A EVERIS E A AESE DISTINGUEM

JUSTLOG

COMO

**UMA DAS MELHORES EMPRESAS
PARA TRABALHAR**

**JUSTLOG AMONG
THE 100 BEST
COMPANIES TO
WORK FOR IN
PORTUGAL**

“ *We know that a good workplace environment, with satisfied employees and a strong team spirit, is the way to go further. Our people’s commitment and dedication, essential factor of our success, has distinguished us as one of the 100 Best Companies to Work for in Portugal”, expressed Jorge Emanuel, Managing Director at JUSTLOG. “We thank our team for the recognition of a shared project”.*

JUSTLOG, your Connecta partner in Portugal, has recently been distinguished in the ranking of the top “100 Best Companies to Work For” in the country by the Exame magazine in partnership with Everis Consultancy and the AESE Business School.

The “Best Companies to Work for – EXAME / EVERIS / AESE” initiative aims to recognise those organizations that, having a good organizational climate, stand out for their responsible attitude towards their employees and society.

The annual study consists of a multidimensional analysis that combines the assessment of the overall satisfaction index of the employee with the degree of responsible performance of the company among the society. Around 43,000 employees from different areas and sectors have participated in this year’s scrutiny.

EAST LOGISTICS DENMARK

East Logistics (Denmark) has been transporting goods to and from eastern Europe since 2000

East Logistics, your new Pangea partner in Denmark, started business in the year 2000 with the aim of providing transport between Denmark and eastern Europe. Today, their core area of expertise in transports extends to cross trade, sea freight, air freight, courier, project transports and Scandinavian and European road transport.

The company has 30 employees distributed between its offices in Denmark & Germany.

Reliability has been a core value from the very beginning of East Logistics and has led them to where they are today. Honesty and performance are their priorities for developing long term business relationships with customers, partners and suppliers.





EA Freight Ltd.com

Tel: 0708 977 6451 Email: support@expressairfreightnigeria.com

EXPRESS AIR FREIGHT (US, HK & NIGERIA)

EXPRESS AIR FREIGHT (US) opens a joint venture office in Lagos, Nigeria

It is a pleasure to inform you that your Pangea partner in US and Hong Kong, EXPRESS AIR FREIGHT, with offices across 12 states, has recently opened a new office in Lagos, Nigeria, EA FREIGHT LTD.

Their office is located in the centre of Ikeja, capital of the Lagos State and location for LOS Murtala Muhammed International Airport, the major airport serving the entire state.

You can rely on EA FREIGHT (Nigeria) strength:

Door-to-Door: From the U.S. to all states in Nigeria. They receive or collect your shipment and deliver directly to you or your consignee (includes Customs Clearance) at the final destination.

Order Assistance: They can assist in placing orders for you with the option to pay to their bank accounts or offices in Nigeria.

Sea Freight: They ship cars, trucks, machines and other equipment in containers or by ro-ro.

Airport-to-Airport: The shipper brings all goods

directly to their dock and they transport the shipment to any customs airport worldwide. They notify local consignee at destination city and provide you with a Proof-of-Arrival notification upon check-in confirmation at destination port.

Door-to-Airport: They collect your shipment and will deliver to any customs airport worldwide. They notify consignee upon arrival at the local airport and also provide Proof-of-Arrival notification to you.

Consolidation, Time Definite, Small Package, Oversized and Expedited / First Flight Out services available

Full, or Part-Aircraft charter solutions to meet your exclusive needs

Hand Carry / Courier Services arrangements to many destinations

EA FREIGHT (Nigeria) contact details can be found in the Pangea intranet.

BRX CARGO BRAZIL

BRX CARGO (BRAZIL) HAS MOVED TO A NEW OFFICE

BRX Cargo, your CONNECTA partner in Brazil, has moved to a new office with a prime location, only 15 minutes from the Sao Paulo-Guarulhos GRU International Airport, and an hour and half from the Santos Port, the biggest port in Latin America.

Beyond their dependencies in Sao Paulo, BRX Cargo counts on representative offices at all ports and airports in Brazil, so they can offer nationwide coverage for import and export shipments.

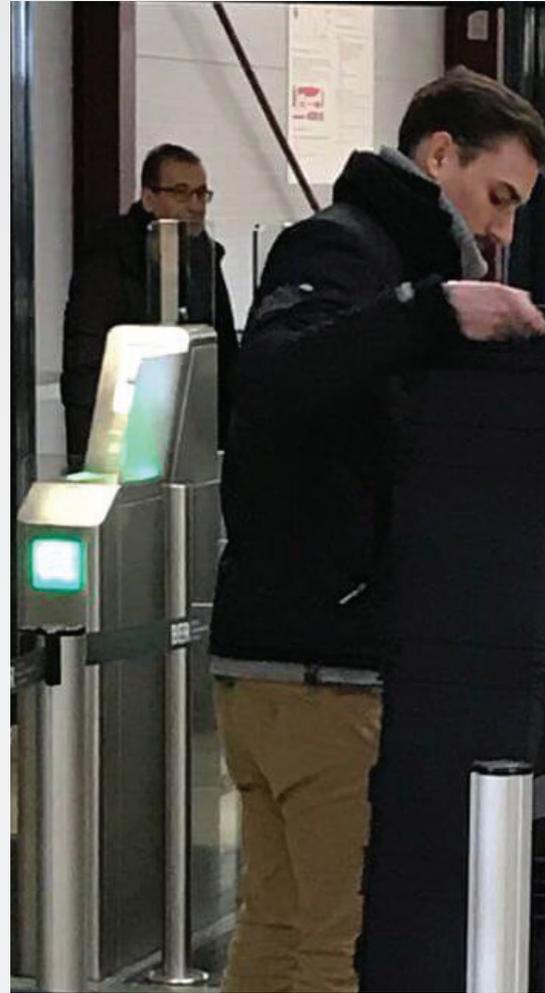


“Now from our new offices we continue handling all kinds of cargoes smoothly, counting on a professional dedicated team that takes care of the cargo continuously during all the loading process, thanks to their good experience and close connection to terminal staff”, indicates Andre Paiva, Sales Executive at BRX Cargo.



BLUE FREIGHT SERVICE GERMANY

OBC shipment for the European Space Agency (ESA)



A very special last challenge was awaiting BLUE FREIGHT SERVICE, your Pangea partner in Germany, just before the year ended. They were appointed by the European Space Agency (ESA) for an on-board courier (OBC) transportation of a state of the art scientific magnetometer that had to be delivered to the Kyung Hee University in Seoul (KHU).

The magnetometer, that has a value of around USD 50K, was manufactured by an engineering center in Berlin specialized in terrestrial and space magnetic field measurements systems. It



was packed in a special suitcase equipped with a shock sensor, as shock impacts during transportation could not only damage the device but also influence its settings and fine adjustments.

BLUE FREIGHT SERVICE held authorizations from the ESA and the KHU and arranged the customs formalities, ATA carnet, as well as all the security checks and explosive tests at the airports of Berlin Tegel (TXL), Helsinki-Vantaa (HEL) and Incheon (ICN) during the scaled itinerary. After about 13 hours of travel time, Steven Lundfald, employee of BLUE FREIGHT SERVICE, personally delivered the magnetometer at the KHU.

The magnetometer will be connected as part of the Korean Space Environment Monitor (KSEM) satellite, that under the framework of the GEO-KOMPSAT2A mission, will be sent to space to gather new data, perform extraterrestrial measures and develop space experiments.

“ After taking charge of such a high responsibility, it was really satisfying to deliver the magnetometer to the Scientifics at KHU and feel we have contributed in this project that will further humanity’s space knowledge”, indicates Steven Lundfald at his return.

AKTIS SHIPPING

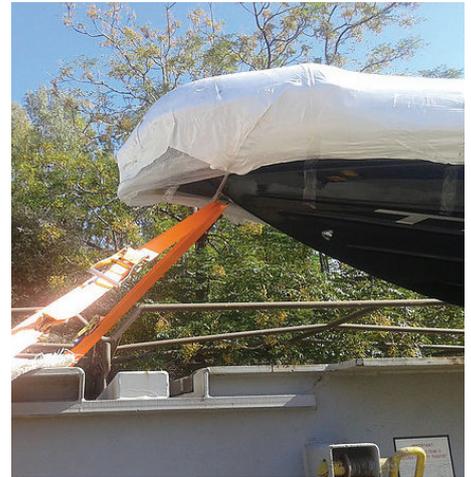
GREECE



**AKTIS SHIPPING & FORWARDING
(Greece), as old as yesterday,
as modern as tomorrow**

AKTIS SHIPPING & FORWARDING, your new Pangea member in Greece, was established in Piraeus in 1988, with an extensive experience in shipping and forwarding business, providing consistently an excellent, reliable and personalized service. AKTIS reputation is driven by its stable and dynamic presence in the Greek and global market, dependable correspondents worldwide and experienced personnel.

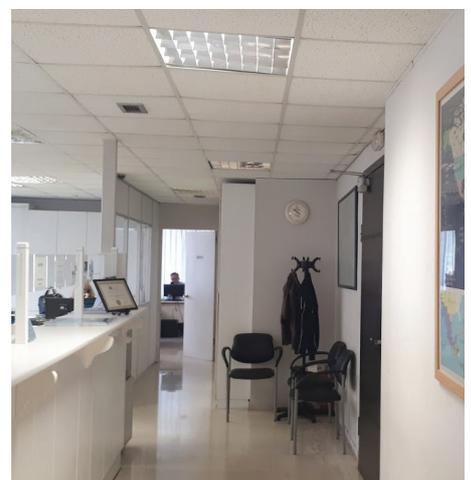
During its long presence in the forwarding field AKTIS has become one of the leading forwarding companies in Greece. The Company's philosophy can be described by their passion for accuracy, dedication to service delivery and customer satisfaction. In cooperation with the top ocean, air, road and rail carriers, they are your reliable partner in Greece.



Another successful boat transport by AKTIS SHIPPING & FORWARDING (Greece)



AKTIS SHIPPING & FORWARDING, your Pangea partner in Greece, has again successfully arranged the transportation of a cruising boat, from Athens, Greece to Sydney, Australia. The 8 meter luxury boat, was professionally lashed and secured by the AKTIS' well experienced team who can handle any vehicle transportation.



AOC Ltd HONG KONG

AOC Ltd (Hong Kong) announces a new partnership with Lufthansa for aircraft spare parts

AOC Limited, your Pangea partner in Hong Kong, has recently announced its close cooperation with Lufthansa Technik Logistic Services (LTLS), a leading logistics providers for the aviation industry.

Since AOC specialises in the transportation of time-critical freight for the air industry, it will be supporting Lufthansa's aircraft spare part logistics and its 24/7 round-the-year aircraft on the ground (AOG) services in addition to the warehousing services.

“AOC's tailor-made services are the sure way to add value to Hong Kong's logistics sector and to LTLS's services”, said Alex Koo, Managing Director at AOC. “It's no longer about how much goods we can move, if we want to stand out in today's highly competitive logistics market, we need to make ourselves better in how well and how efficient we can move goods for our customers. In short, it's all down to providing high value-added services”, added Koo.

He also likened AOC's contributions to that of a “logistics butler”, as the Company's speciality of time-critical logistics services and its location in a well-developed and conveniently located aviation hub like Hong Kong makes it a highly advantageous logistics centre.

“We are four to five hours within reach of many important destinations around the region”, continued Koo.

He also suggested that the government must support the development of logistics in this manner by providing the necessary hardware to encourage other companies in the sector. Furthermore, he added that talent for the logistics sector must be nurtured by making more efforts to present career in logistics and transport as an attractive route for achieving professional qualifications.

“There should be more logistics companies doing what AOC is doing. We are not worried about competition because the bigger the pie, the better is for the long-term good of the industry”, Koo commented.

With its many years of experience, AOC has practical knowledge in providing warehousing and order fulfilment services for regular shipments. On top of that, AOC has continuously demonstrated a deep understanding of on-time performance, agility and efficiency in delivering AOG services as an MRO partner for LTLS.

Now that AOC and Lufthansa's partnership has become official, AOC is confident in providing nothing short of outstanding logistics services and hard-earned expertise to aid LTLS in continuing its competitiveness in the field of aviation maintenance.



New service to Iraq offered by Al Arrayed Logistics (Bahrain) via Jordan

AL ARRAYED BAHRAIN



Al Arrayed Logistics W.L.L. your Pangea Partner in Bahrain has developed a new service to Iraq via Jordan covering various Iraqi cities.

As part of their Business Development Initiatives, Product Development Initiatives and also keeping in mind the recent positive political developments in the Middle East/Levant, Al Arrayed Logistics has announced that is now in a position to service movements into IRAQ via JORDAN.

Al Arrayed Logistics W.L.L. is able to move cargoes into IRAQ (North & Central Iraq) via Jordan (Both Sea freight as well as Air freight) and also service movements into Southern Iraq via Dubai.

They will monitor the type of cargoes / Shipments to be catered to as shipments will be subject to verification from both Local as wells

as International Authorities. The Company is however, geared up to clear the shipments that are in transit to IRAQ.

- Insurance coverage for the cargo will have to be arranged by the cargo owner.
- Trucking charges will be provided on case to case basis via Jordan (Aqaba Sea port & Jordan Airport) to various destinations. Currently they will not be in a position blanket rates for Iraqi destinations. This will be based on the nature of the cargo and delivery area.
- Payments will have to be made in advance once the work is confirmed. This is an exceptional situation only for IRAQ movements.



**TO ALL MEMBERS
FOR YOUR CONTRIBUTIONS**

THANKS

We encourage you to share with all of us your Company news, stories and announcements. We want the FREIGHTlink to be useful to you, and we welcome your input, thoughts and ideas about this publication.