

# FREIGHTlink

THE PANGEA GROUP MAGAZINE

## PANGEA TURNS 10

a decade of networking



## VIRTUAL FRIGHTCAMP 2020

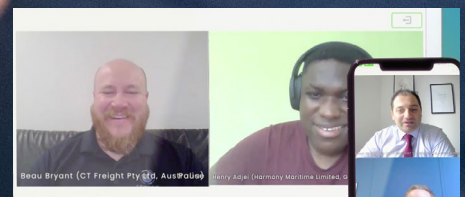
Excellent alternative for creating  
new contacts and strengthening bounds



150 ATTENDEES



60 COUNTRIES



+3000 1 TO 1  
MEETINGS



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# Sarah Bidmead's Column

## PANGEA turns 10, a decade of networking

**L**ast December we have officially celebrated Pangea's 10th anniversary, 2021 will mark a decade for many milestones achieved, first members joining us, first intranet launching and the organisation of the 10th annual meeting, in whatever format the circumstances will allow us. Wish we could all be together!

It seems like just yesterday when we named the group, Pangea, to symbolise unity of all locations despite distance and differences. Differences that today seem insignificant, as no matter where we are, more than ever in our lives we have all shared same feelings.

Today, we proudly unite more than 300 freight forwarders from around the globe that are business allies, collaborative partners, and in many cases good friends.

There are many remarkable moments from our journey; moments which have allowed us to become a family that members

trust for quality and great networking experiences, such as:

- The development of the very first intranet for any association of freight forwarders, only used to having a directory or even excel files. It has been challenging, and still is, to make everyone understand the importance of monitoring what really matters in networking, cooperation. Monitor to perform that is the moto we follow.
- Incentive cooperation, as a strong support to new members. Networking is a long distance race and we know well that business relationships need time to flourish, that is why, at a very early stage, we created the routing incentives. Over the years the incentives have promoted cooperation at very high levels.
- The addition of Connecta, as a second arm of the group, to bring everyone more networking opportunities and inter-connections.
- Each and every meeting has been unique, from the

selection of the city and venue, defining the agenda, adding new activities to surprise participants and enhance partnership, as well as welcoming new attendees and growing participation year after year.

- And more recently, our technological focus, covering with a 360° angle networking perspectives for present and future, with the launching of our first mobile app PanCo, creating a new Virtual Meeting concept and helping digitisation through our master solution, Freightalia.

As remarkable are each one of you, from when entering as new members to when we see you enjoy from successful cooperation and genuine friendship. This is the real success that makes us proud and satisfied to look back and to view ahead.

From myself and the entire team here at Pangea, we hope to continue serving you for many more decades to come.

## PRESS CONTACT

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# DOWNLOAD OUR New Mobile App

**300**

**Freight Forwarders**

**100**

**Countries**

**1500**

**Users**



## Application Features



Find a partner by country, location or company name.



See your partners full details, points of contact, services, specialisations ...



Easy contact your partners by a private messaging tool connected to email and intranet



Direct access to phone, Skype and emails



Keep updated of your partners news and share your stories.



Receive news and notifications from the network



Add as many users from your team as needed

Download App Now



2020 Virtual FREIGHTCAMP

2-6 November

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



**Thanks to all participants**

**We'll be back soon**

**Connections mean everything**

#freightcamp

FREIGHTCAMP 



# MEETING SURVEY

## VIRTUAL FREIGHTCAMP

**W**e thank all participants of the 2020 Virtual Freightcamp for the trust, confidence and openness taking part in this new experience.

Not pretending to replace the personal touch, the event has been a super alternative in the current times. We have been able not only to speak about business, but to also care about each other, to learn from everyone's situation and to share common feelings as we all face the same difficult moments. After months of lockdowns, isolation and distancing, we hope socialising with partners and friends, even in a virtual way, has raised everyone's spirits and brought humanity to our screens.

### Post-meeting Survey

After concluding the post 2020 Virtual Freightcamp Survey, we are pleased to share the results with all of you. We use this survey as a main feedback mechanism to measure your satisfaction with the event, identify improvements and facilitate performance in line with your needs and expectations.

The overall level of satisfaction with the event was rated in average 8,93. Satisfaction with the Virtual Event score at a very high level, 93% of the submissions were above 8 and more than 30% scored with a 10 all points considered. As regards general organisation, we evaluated different points: Information given prior and during the event (9), Event Help Desk (8,77), Quality



of your 1to1 Meetings (8,72), and the Meeting Opening, Panel & Webinars (8,37).

We also asked about the new features included in the new Virtual Event IT System. Participants were satisfied to a high degree and the portal is considered to be a great interface to stay with us in future events. We are delighted that our development and efforts have led to these positive outcomes, as for the many compliments received and survey scores. In average the New Delegates portal scored 8,56, evaluating diverse aspects such as its accessibility, platform UI/UX, time zones matching, managing availability, scheduling and notifications. The 1to1 VDO

Meetings scored 8,64 in average, taking into account the Meetings duration, video function, sound system, screen-sharing and chat.

Of course, there is room for improvement, especially as the virtual concept was new for everyone. We are already working on suggestions and adjustments in the platform that were detected during the meetings and functions that we could not deliver in time for the event.

Having this excellent platform at our service, will really help us introduce new ways of connecting and networking during future editions of freightcamp, as well as the entire year.

**8,56** **New Delegates Portal**  
Accessibility, platform UI/UX, time zones matching, managing availability, scheduling and notifications

**8,64** **1to1 VDO Meetings**  
Meeting duration, video function, sound system, screen-sharing, chat.



# HYBRID EVENTS

## The future post Covid-19

**I**t is clear, conventional events will take time to come back, the alternative: hybrid events. A type of format that already existed but that with the current situation has become a much more powerful tool for the events industry.

But ... What exactly do we understand by hybrid events? It would be the combination of a physical and virtual event in which a part of the attendees is divided into different points in an in-person way and the rest is virtually connected. Normally there is a headquarters and other “satellites”

that are connected to each other and interact.

The hybrid event, apart from being more profitable economically, also saves time for attendees and speakers. This implies greater comfort and efficiency in terms of attendance, as well as greater post-event dissemination. We will also be able to increase the impact, since we will have more coverage and geographic reach.

Hybrid events allow us to enrich the event and take advantage of all the benefits offered by the two types of formats (real and digital events). We can have talks,

conferences, workshops, etc. both in person and online. In addition, everything we do through the online format will remain in the virtual world, which will allow us to access information whenever we want, even if we have not attended the event.

On the other hand, a hybrid event gives us the possibility of having attendees who are in the other part of the world, at a very low cost and making them protagonists, since their involvement is constantly requested, encouraging their participation.

Some technological tools that





will help us organize this type of events are: Streaming, Online Presentations, Online Chats, Webcasts, Social Networks, VR Tools, Applications, etc.

Traditional exhibitions and fairs will be requested to incorporate technology to make the event experience more productive for visitors and exhibitors, post-event surveys show how participants value the use of interactive channels and tools that allow them to increase their contacts and perform their overall experience.

It is also important to keep in mind that certain professions

will become more relevant: Community Managers, responsible for collecting data, analyzing trends and keeping the community active around a product, service or company, data analysts, to obtain detailed information on the interest of content and the behavior of each participant, we will obtain valuable information to determine the ROI of an event, UX Designers, so that they develop a more pleasant navigation for virtual assistants.

Even so, we must be clear that an event will always be a means of achieving something, and that two-way and experiential

communication between attendees is essential. Therefore, there is no doubt that the in-person format will return as we will continue to seek face-to-face to do business, at the same time new tech trends can help organisers to improve the design and organization of events and how we participate in them.

# POST-MEETINGS

## FOLLOW UP

**U**p to 75% of contacts made at fairs and events do not receive any type of follow-up.

This is wasting the time and effort you have invested in networking! Learn the keys to effective follow-up and closing deals, which have even more relevance when referred to virtual or hybrid events.

You just participated in a virtual networking event, such as Virtual Freightcamp, and you have collected full details from potential business partners and clients. And now what? Start tracking right away so the opportunities don't get cold, or the work will have been for nothing.

At Freightcamp we have a lot of experience organizing in-person events and, above all, fostering cooperation between freight forwarding companies from around the world. So we know pretty well what works and what doesn't.

### Good practices

Start by sending a thank you message to the contacts you have made at the event. There are many? No problem: you can sort the contacts by priority. For example:

- **Level 1:** Valuable contact, essential follow-up.
- **Level 2:** Interesting contact, maintain the relationship.
- **Level 3:** Little relevant contact, courtesy follow-up.

It doesn't have to be a long message, you can do a valued follow up in just three sentences. Don't forget to mention where and how you met and why you think it might be interesting for the contact to talk to you again. It's hard to remember everyone after an event!

Here's an example of a follow-up message, which you can use as a template:

"Hello [insert contact name],

I'm [insert your name] and we met on [insert date] at [insert event name].

I just wanted to tell you that it was a pleasure talking to you. I found





what we said about [insert topic of discussion] very interesting.

If you want us to continue talking about this, my phone is [insert phone number here].

Thanks a lot!"

At the same time, "Google" Internet contacts or consult the contact details from the event portal or materials if available, to complete the data you have by looking at their website, their LinkedIn profile, their news, etc. It is advisable to dump all the information you have obtained in a CRM program, database or similar to create a contact sheet.

This information will help you

prepare a personalized offer or proposal when your contact responds to the first follow-up message. Once they answer, propose a meeting, video conference, or call to discuss collaboration opportunities. The more personalized the contact, the greater the chances of success! Of course: do not try to achieve a sale or business on the first "date": it takes up to six contacts to close a deal.

#### **Bad habits**

The main mistake we usually make in follow-up is waiting too long: 48 hours after the event, the contact gets "cold" and the chances of getting results plummet. On the other hand, you should not send the same generic

message to all the contacts you have made, or add them to your mailing list without asking first: that would be spam!

Take the initiative offering cooperation to the valuable contacts, rather than waiting for them to reach you for business. They will also see you as a valuable connection.

Finally, you have to respond to the follow-up attempts made with you by other contacts that you established at the event, since reciprocity is essential for networking.

# FJT LOGISTICS

## AUSTRALIA & NEW ZEALAND

### OTIM ITALY

Join forces  
for moving an  
Helicopter from  
Auckland to  
Livorno



**A**n AW Trekker Helicopter was in Australia and then in New Zealand on a demonstration tour when its scheduled return was disrupted by COVID19. OTIM SPA, your Pangea partners in Italy, were appointed to find a freight solution for returning the Helicopter back to Italy. For that, OTIM requested assistance from FJT LOGISTICS,

your Pangea Partners in Australia and New Zealand.

After studying several transport options including trans-shipment alternatives and other ports of discharge in North Europe, FJT New Zealand moved the helicopter to Melbourne and then on a connecting vessel to Livorno. Facing a very tight deadline, FJT were able to get all of the pieces

of the puzzle lined up to transport and load to meet the port cut off. This was a great example of teamwork and continuity through the FJT branches.

The Helicopter of 2,250 Kg weight and 11,65 mts long, was picked up at the aerodrome and loaded to MAFI trailer, then moved to the port and loaded with a suitable crane to a RO-RO vessel. The EUR 4M Helicopter lashing and securing was arranged by the FJT Team.

Upon arrival of the shipment in Livorno, OTIM will arrange the reception and inland transport to its final destination in Italy. The operations are being handled with accurate professionalism and perfect coordination by all parties. Congratulations for a successful job!







# MIREMAR URUGUAY

# AAS FREIGHT

# SWITZERLAND AND GERMANY

## PANGEA Members appointed for regular supplies of Medicinal Cannabis.

**M**IREMAR, Pangea partner in Uruguay, and AAS FREIGHT, Pangea partner in Switzerland and Germany, are regularly cooperating for shipping Medicinal Cannabis from Uruguay to Switzerland. Each shipment weights in average around 300Kg and once it arrives in Switzerland it is distributed to different destination points within the country.

In order to assure a safe logistics from origin to destination, SGS conducted an audit to MIREMAR's procedures at the Uruguayan customs. The procedures and practices must follow pharmaceutical Good Distribution Practices (GDP) and AEO requirements to ensure quality and

integrity throughout the clearing and forwarding operations.

The cooperation between MIREMAR and AAS FREIGHT has been key to guarantee document traceability of the shipments until each final receiver.

The picture shows one of the first shipments moved. Also added a picture of partners and friends at MIREMAR and AAS FREIGHT

taken last year in Singapore. Business cooperation between MIREMAR and AAS FREIGHT starts after they met in Berlin in occasion of the 2018 Freightcamp, annual meeting for Members of the PANGEA Group. "The strength of the network, is with no doubt and at least for us, the human component. We take part of Freightcamp every year since 2015, which helps us build and strengthen contacts that turn to real friendship" comments Rossana Arcos, Manager at MIREMAR.



# LMJ INDONESIA SA LOGIS SOUTH KOREA

**LINTASINDO MULYA JAYA – LMJ  
(Indonesia) and SA LOGIS (South  
Korea) move a +38 Tn Molding  
Machine**



MJ, your Pangea partner from Indonesia, and SA LOGIS, from South Korea, have joined

forces for shipping door-to-door by Sea Freight an Automatic Block Molding Machine from Busan to Jakarta.

The Machine unit was distributed into 2 40'HC containers of 16,800 KGS and 97,97 CBM, and 1 40'FR container of 21,302 KGS and 139,04 CBM.

LMJ is your new Pangea partner from Indonesia, actively initiating collaboration within the family, as per their recent participation in Virtual Freightcamp and first shipments moved.

LMJ, ALFI/ILFA and FIATA certified agent in Jakarta, offers integrated logistics solutions and system development in the following areas: Air Freight, Ocean Freight, Land Freight, LCL/FCL services, Project Logistics, Customs Clearance and Value Added Services. They focus on being open and transparent in the way they work and on maintaining long-term cooperation with their business partners.









# TURKEY

# ATAT TRANSPORT

Offers freight solutions at every level of the supply chain



**A**tat Transport, your new Connecta partner from Turkey, is based in Istanbul since 1965, equally focused on air, ocean and land transport. They are a customer-oriented, experienced and dynamic company, aiming to build sustainable relations with their partners.





- As IATA agents, they offer services at every level of the supply chain, from the shipping of small products to project cargo, automotive spare parts, textiles, exhibition goods, perishables, dangerous goods. ISO 14001:2004
  - They have background in transport of oversized project shipments as construction materials, cranes, electrical supplies, shipyard material, military cargo.
  - Due to Turkey's geo-political positioning, they have strong cultural ties with the CIS region (Azerbaijan, Turkmenistan, Uzbekistan, Kazakhstan). They have a know-how in this region, as well as in other neighbouring countries such as Iraq. They arrange transit shipments for all types of cargo via Turkish ports or airports to Iraq and CIS countries.
  - Atat Transport offers minivan service between Europe and Turkey and also offers solutions for LTL transit cargo via European main ports to South America or Africa.
- Below are some pictures from Atat Transport Team, their airport office and recent shipments handled (Project shipment to Israel, Project Shipment to Umm Qasr, Iraq, Helicopter shipment to Dubai and Ambulances shipment to Comoros).





# CONSOLCARGO

CONSOLIDADOR MARÍTIMO, AEREO & TERRESTRE DE CARGA - NVOCC

# COLOMBIA





## Market leader in the consolidation of cargo since 2002

**C**onsolcargo S.A.S, your new Pangea partner in Colombia, is dedicated to the ocean, ground and air, import, and export consolidation of cargo. They are constantly looking to fulfill their client's needs through technology, excellent customer support, professional and experienced human resource and strategic and powerful alliances around the world.

Consolcargo is a market leader in the consolidation of cargo. Export and import operations with 18 years of experience, providing Sea, Air and Ground Freight rigorous and effective security processes, allowing us to get Iso 9001:2015, Iso 28000 certification and IATA accreditation.

The company counts on highly trained staff that offers a personalised service to customers, agents and partners. Their

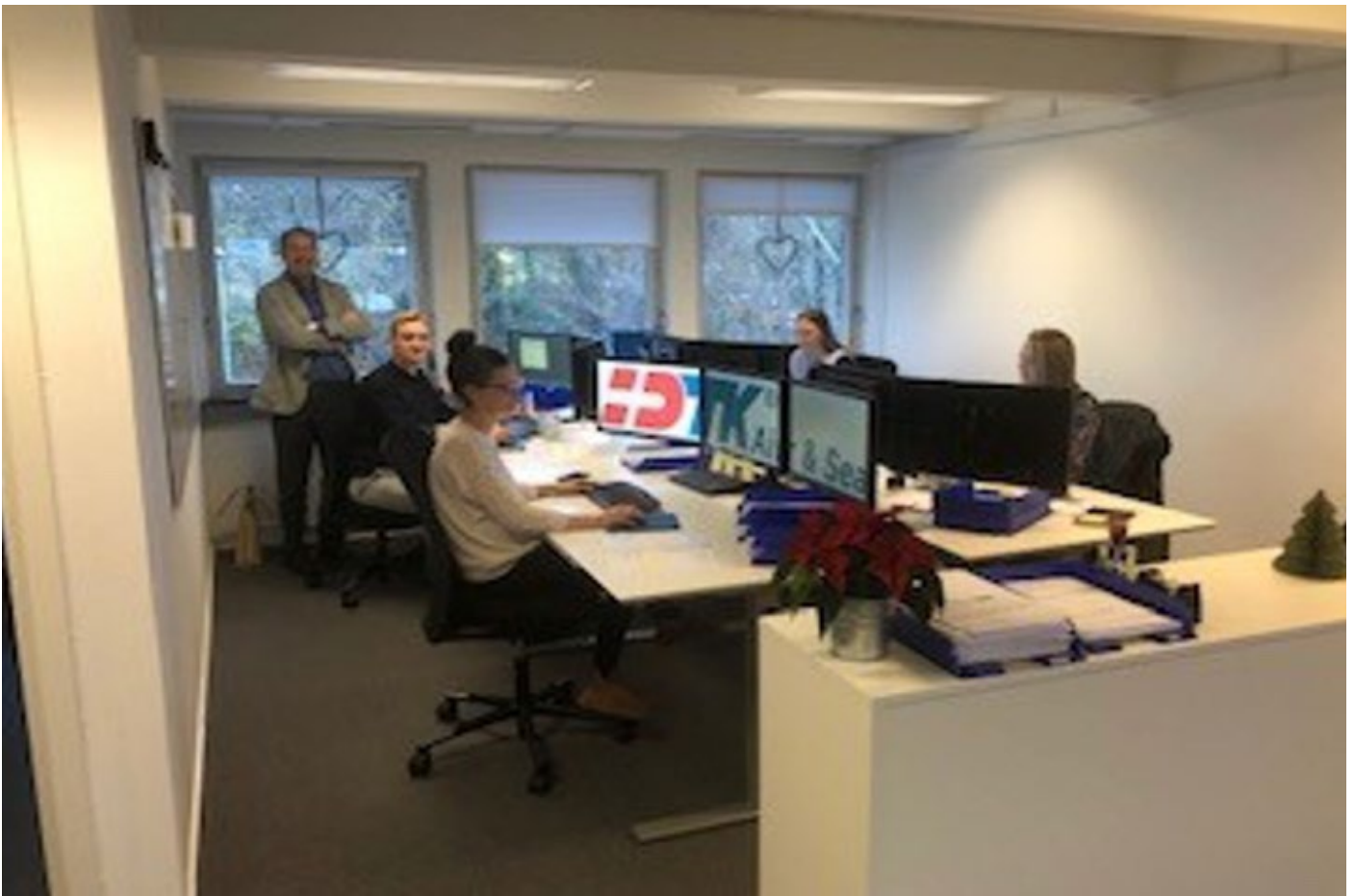
headquarter is located in Bogotá with branches in Medellín, Cali, Cartagena and Buenaventura. They are more than 70 Employers willing to offer great service.



# DTK AIR & SEA

## DENMARK

Offers freight solutions at every level of the supply chain



**D**TK Air & Sea A/S, your new Pangea partners from Denmark, are the international freight forwarding arm of the DTK Group.

The DTK Group history dates back to their opening in 1992, primarily focused on road and warehousing in Europe, with a revenue in

excess of USD 100 mill. Counting on a strong customer base, DTK Air & Sea offers full range freight solutions on behalf of the more than 2000 customers already handled by DTK Group. Their experienced team, with more than 20 years experience in the local as well as Asian market, cover all logistics needs and design personalized customer service.

The DTK Air & Sea Team look forward to the support from all Pangea and Connecta Members to secure and grow all the international freight volumes.





# EAF HONGKONG

## moves to larger offices and warehouse facilities

**I**n 2007 Express Air Freight – EAF, your Pangea partners in US, Hong Kong and Nigeria, opened EAF HKG Hong Kong.

In January 2018 EAF rebranded and re-opened EAF HKG with new management and new talent starting with just 4 people led by Mr. Don Lee and Mr. Kenneth Law.

It is with great honor and pleasure

that EAF is pleased to share with you some photos of the new EAF HKG staff celebrating their move to larger offices and warehouse facilities this past week September 17, 2020. They are also keeping their old office at EAF HKG to meet the need for additional space.

The EAF HKG office handles air / ocean freight / import and export. They are also doing a considerable business in eCommerce within Asia with an eye to further expansion in this growing area.

“Please join me in warmly wishing my fellow EAF HKG associates continued success in their future endeavours in spite of all the world obstacles we seem to all be facing in 2020. We also wish to thank and express our sincere appreciation to all our WORLD PARTNERS who all contributed to this .....thank you very much!”, highlights David Marx, President at Express Air Freight- EAF.

# GEVATRANS GREECE

## New Polystyrene pallet Box by GEVATRANS (Greece) for Perishable Logistics

**G**EVATRANS P.C, your Pangea partner in Greece, as a major player in the field of Perishable logistics (pharmaceuticals foodstuff etc.) offering high quality transportation, pioneered once again in offering a new unique “tool” in temperature control biz.

They are the firsts and only agents in Greece offering the PBX, Polystyrene pallet BOX, which ensures goods are maintained at 2-8 °C refer temperatures throughout the journey till they arrive at destination.

When shipping 2-8 °C foodstuff or pharmaceuticals during summer at 29 °C under shade at 10:00 am, from Athens, Greece to even hotter Middle East (and worldwide) destinations on a three-day journey via ME hub, PBX with its



cooling material will get the job done.

### Below are PBX Technical Details:

- PBX R value 1.30 per inch
- Insulation Thickness 2 inches at minimum
- Internal Dimensions Volume 1.12 cbm

- Internal Length 99 cm
- Internal Width 88 cm
- Internal Height 129 cm
- Recommended Gross Weight 580 kg per PBX (can be enhanced upon request).

PBX is the solution in air freight transport of Perishable /Temp control goods worldwide.







# GOLDEN WAYS LOGISTICS

## JORDAN

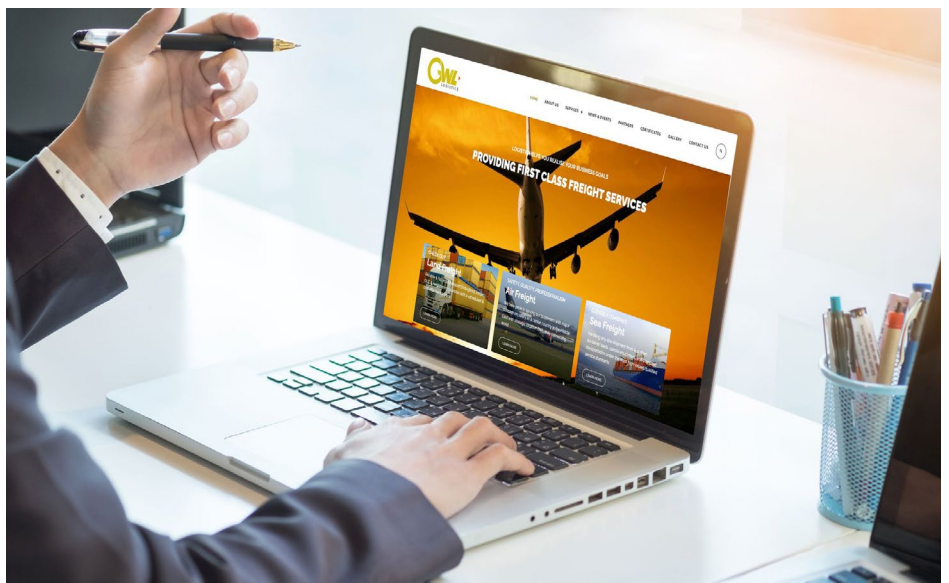
### GOLDEN WAYS LOGISTICS (Jordan) opens Office and Branding



our Pangea partners in Jordan, GOLDEN WAYS LOGISTICS – GWL, are delighted to announce the opening of their new office at Mecca Street, Al Hajar Al Abyad Complex, Building 164, 8th floor, office No. 802 in Amman.

They have long tradition of providing high quality freight forwarding services to customers, agents and partners. The team is excited to continue on this tradition from their new spaces.

Due to their continued growth and commitment to providing outstanding and modern services,



the change of office comes in conjunction with a rebranding of their image and logo, to better match the position of the company at present and future.



# NEW GLOBE INDIA

## NEW GLOBE (India) latest Over-sized Shipments

**N**EW GLOBE LOGISTIK, your Pangea partner in India, has recently completed an Over Dimensional Cargo shipment, weighing 20700 Kg and consisting of 3 wooden Plywood boxes in 2 40 Flat-Rack FCL Containers. It was sent to Chennai from Bangalore via road using a trailer truck container, then shipped to Manzanillo port and delivered to Mexico City.

The NEW GLOBE Team also handled a project shipment of a Heat Ventilation and Air Conditioning installation, weighing 19000 Kg, consisting of 250 packages, shipped from Pune (India) to Colombo (Sri Lanka).







## NEW GLOBE (India) opens a Garment Inspection Centre at Tirupur

**N**ew Globe Logistik LLP, your Pangea partner in India, is proud to announce the opening of an Inspection Centre at Tirupur.

Tirupur is located in the state of Tamil Nadu, India. It is a major textile & readymade garments manufacturing hub contributing to 90% of total cotton knit wear

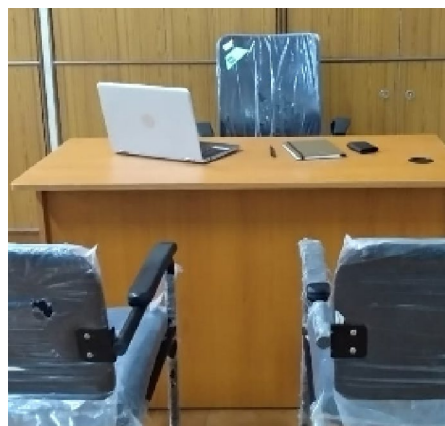
exports from India.

The city is strategically located, with the closest International airports around 450 kilometers to the state capital Chennai, 303 kilometers to Bengaluru which is the capital city of Karnataka. The closest Sea port is Tuticorin Port at a distance of 333 kilometers.

### New Globe's Inspection Center

includes below facilities:

- Warehouse dependencies and Office Space
- Ample Space. Located on the ground floor for easy access
- Inspection room, that is spacious and well illuminated
- Main Road Access
- Ample Parking
- 24/7 CCTV Surveillance
- 24/7 Security Personnel





# MARINAIR GREECE

**MARINAIR (Greece) offers  
“one-stop-shop” international  
transport services**

**M**arinair Cargo Services Ltd, your new Pangea Member in Greece, was founded in 2007 in Piraeus and is among the fastest growing forwarding agents in Global Market with substantial presence in sea, air, logistics and combined transport services.

Armed with their wealth of experience and expertise, they provide complete “one-stop-shop” international transport services for import and export requirements by Land, Sea, Air, Rail or Combined freight worldwide.

Whatever the industry, Marinair takes care of all aspects of the supply chain – monitoring orders, vendor management, cargo consolidation, choosing the right carriers, customs clearance, warehousing, value-added services and timely delivery.



## **Marinair’s strengths:**

- All their transfers include Legal Liability covering \$1.000.000 for any incident or occurrence. Sea Freight International Forwarding
- They work with the highest standards and always strive for improvements. Our certifications include Bureau Veritas ISO 9001, IATA, Dangerous Goods Regulations and more!
- With multiple offices across the world, they offer global freight know-how and local access to some of the most central trade hubs.





## MARINAIR (Greece) brings first Electric Bus in Greece

**M**ARINAIR, your Pangea Partners in Greece, have brought the first electric bus from a trial series to be added to the Greeks Transit System. The Ministry of Infrastructure and Transport has informed that the government plans to acquire

1300 buses, including around 400 electric buses. They will first evaluate several models to see how they perform in the center of Athens and other areas.

MARINAR coordinated the import of the bus from Antwerp, Belgium to Piraeus, Greece. It is an E12 Electric bus of 12.17 mt long, 3.3

height, weighing 13400Kg, and has 35 seats. They handled the reception and import clearance of the bus from port and its delivery to the final destination.

MARINAR is an experienced freight forwarder handling special vehicles and over sized shipments.

# TURKEY

# ORIGIN LOGISTICS

## Super challenging Open Top – OOG Cargo moved by ORIGIN LOGISTICS (Turkey)

**O**RIGIN LOGISTICS, your Pangea partners in Turkey, continues to handle oversized shipments.

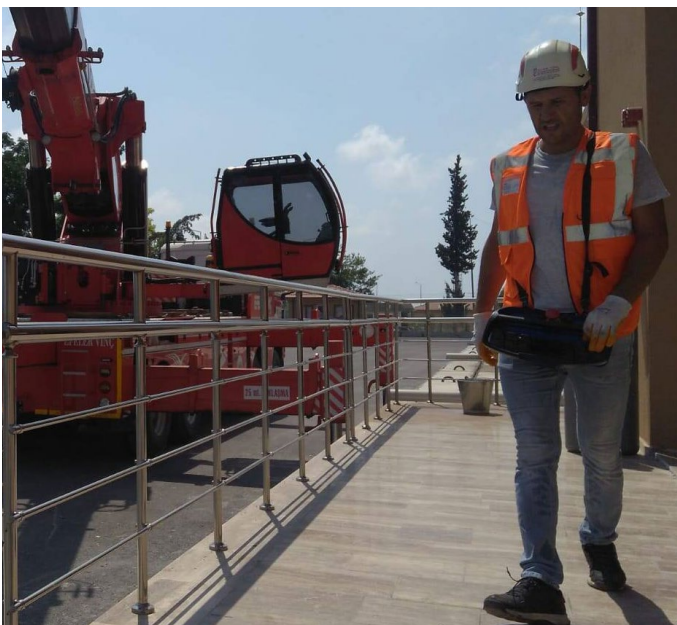
Now it was turn of their Mersin branch, moving a Circuit breaker from a power plant in Antalya to Mersin Port. RIGIN LOGISTICS continues to handle oversized shipments. Now it was turn of their Mersin branch, moving a Circuit breaker from a power plant in Antalya to Mersin Port.

The Electric Breaker was inside a restricted area in the power plant which made the loading process very dangerous for the ORIGIN's team, that handled all sensitive works on time and

securely. The hardest part was getting the elements out the plant, to a suitable cover for crating and loading inside an Open Top Container. The power plant was very small and ceiling was very low, which added extreme difficulty.

After that, the cargo was loaded onto a special low bed. The cargo was 1.35 meter over-height and had to be transported through very windy roads, for that reason ORIGIN used a special truck to increase stability during the 500Km journey up to Mersin Port.

The pictures show all the necessary lashing items and protection materials used in the move.





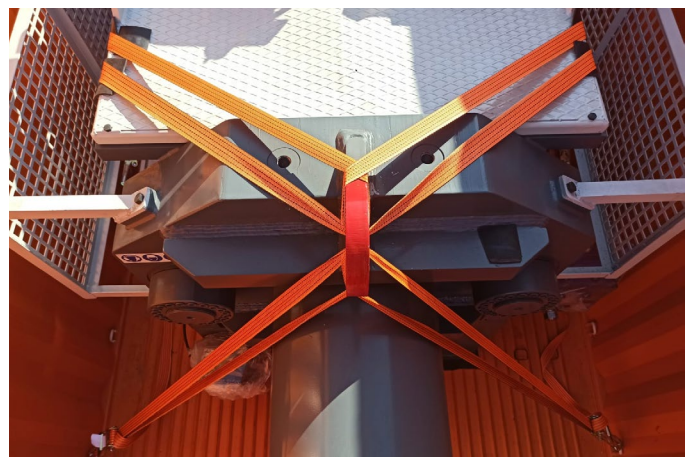
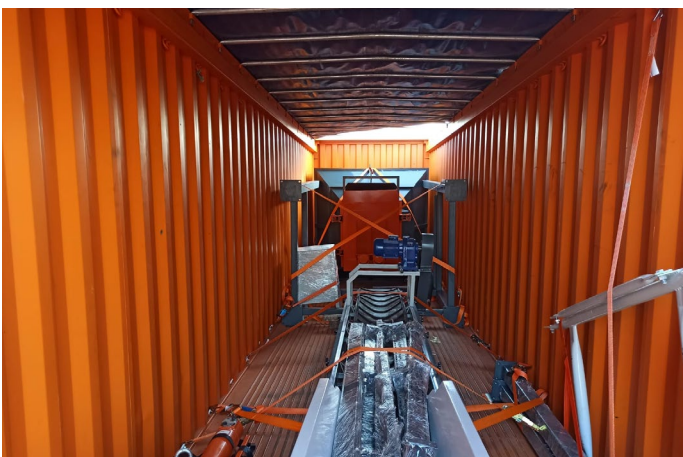


## ORIGIN LOGISTICS (Turkey) moves Metal Sherer and 61 Tn Transformers

ORIGIN LOGISTICS continue to organise big moves and project shipments. Here are some details of 2 recent operations.

From their office in Izmir, ORIGIN LOGISTICS completed the delivery of Metal Sherers and its

components to Japan. The cargo was loaded into 2 40' Open Top high containers and consisted of multiple formless pieces that had to be handled and secured with fine care.





# ORIGIN LOGISTICS

## TURKEY

### Boat Shipment by ORIGIN LOGISTICS (Turkey)

Origin Logistics also handles regular boat shipments. This time, Origin's team in Izmir was on the duty. They recently shipped a boat from Izmir, Turkey to Ashod, Israel.

The dimensions of the boat are detailed below:

- Length: 11 m
- Width: 3.2 m
- Height: 2.5 m
- Weight 6000 kgs

The challenging part of the operations were of course the securing and lashing tasks. Their team handled the product very smoothly and took all the necessary cautions for the boat to have a secure trip, including the following up of the entire process for tarpauling, adding the lashing items and dunnaging.





**A**

dditionally, from their office in Istanbul, they sent to Hamad Port in Qatar a Transformer and its accessories as break bulk with a container vessel. They collected and carried the goods, consisting of 2 pieces of 61 Tons, with special low bed trailers up to the Port of Yarimca (Izmir).

ORIGIN LOGISTICS experienced team were involved in every stage to finalize the shipment securely.



## ORIGIN LOGISTICS (Turkey) receives National Award in Logistics



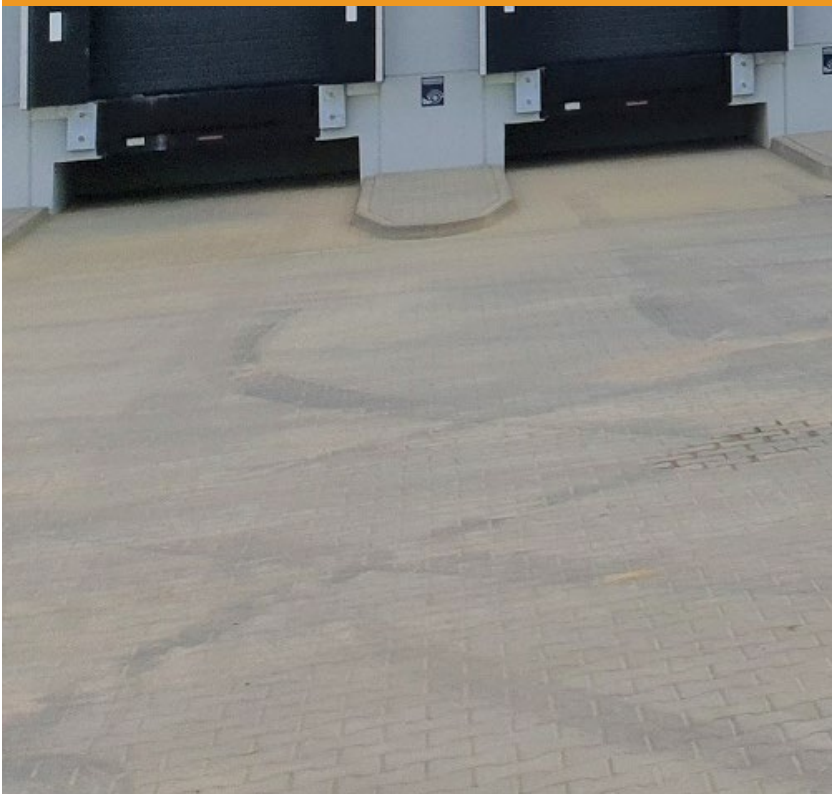
ORIGIN LOGISTICS received the 2020 National Atlas Award as freight forwarder of the year. This is the second consecutive year ORIGIN receives this recognition.

The Atlas Awards are given to logistics companies taking into consideration several criteria, such as their annual results, number of employees and TEU volumes performance. This is the 11th edition of the Awards, celebrated annually and followed with great interest by all the national and regional Logistics industry.

Despite the pandemic, the 2020 awards ceremony took place online on 15th December, and counted on relevant speeches from key industry players. The ceremony is available online on several channels (linkedin, youtube, etc).

# PEKAES POLAND

New PEKAES (Poland)  
terminal in Olsztyn



PEKAES, your Pangea partner from Poland and a leading logistics service provider, has opened a modern distribution terminal in Olsztyn. Thanks to the new investment, PEKAES can provide faster transfer of cargo locally as well as to many domestic and European locations.

On 24 August 2020, the first shipments of goods left the new PEKAES terminal in Olsztyn towards branches in the entire Polish distribution network. The facility has 10 internal docks and 20 sites to load distribution trucks simultaneously. It also features office space and welfare facilities.

PEKAES has been investing intensively in the expansion of general cargo





terminals network for several years. This year alone, the Group has opened a new, 20th Branch in Mi sk Mazowiecki, a new terminal in Lublin and has increased its warehouse space in the Mazovia region as well as in Kielce and Kraków.

“We are consistently implementing our business development plan in the area of domestic and international general cargo distribution. As a result, the PEKAES general cargo network already has 20 Branches in Poland and covers over 40 countries in Europe. Now it is time to enlarge the terminal area and change the location of the PEKAES Olsztyn Branch. The high capacity of

the new warehouse will enable us to deliver even faster to many customers in this area. Undoubtedly, a great advantage of the new location is the well-developed road infrastructure.” says Maciej Bachman, President of the Management Board of the PEKAES Group.

The PEKAES distribution terminal in the Warmi sko-Mazurskie Voivodeship is located within the Panattoni Park Olsztyn logistic park (Tomaszkowo 52A). The direct exit from the S51 expressway enables a convenient transfer of cargo in the PEKAES distribution network.

“Olsztyn is an important economic centre in north-eastern Poland.

There are goods exported mainly to the Baltic countries, the Netherlands, Belgium, Germany as well as to the Czech Republic from here. In the PEKAES terminal in Olsztyn, we handle, among others, furniture industry goods, and serve woodwork and eco-pea coal producers.” says S awomir Szema, Director of the PEKAES Domestic Network.

Within the framework of cooperation, PEKAES provides its clients with a comprehensive road transport service, which includes comprehensive delivery/pick-up services from the terminal and forwarding services in the scope of transport throughout the European Union and to non-EU European countries.



## SEVEN SEAS (Indonesia) leading cargo consolidation, clearance and delivery

**S**EVEN SEAS LOGISTICS, your new Pangea partners from Indonesia, have been serving with passion of excellence since 2011, striving to be your most reliable logistics partner in the country.

Starting their business in consolidation, has brought them to expand more on fast clearance handling and delivery on just in time basis. The knowledge and expertise of their personnel coupled with their carrier service contracts, will guarantee the cost effectiveness, safe, and speedy delivery of your cargo to/ from

anywhere in the world.

### SEVEN SEAS LOGISTICS strengths:

- Specialized in cargo consolidation to and from Indonesia. They are one of leader Master Consolidator in Indonesia
- One stop service using their own facilities including direct link to Custom (EDI), own warehousing and GPS trucker
- Experienced in fast custom clearance and distribution
- Project cargo and OOG Cargo

### Their Service Industry:

- Apparel, textile, and shoes
- Consumer's electronics

- Wood products
- Printing
- Iron and steel
- Machinery and spare parts

### Specialization:

- Weekly direct console
- Project handling (flatracks, etc)
- Fast custom clearance
- Perishable cargo

With their continuous logistics support, the SEVEN SEAS's Team ensures an efficient flow of goods and services which adds value and competitive edge to your business. They look forward to working with you.



# SHIFTCO

## INDIA

**Shiftco is an IATA, MTO, FIATA, AEO and NVOCC licensed freight partner across india**



**S**hiftco Shipping & Logistics India Pvt Ltd, your new Connecta partner in India, is headquartered in Chennai, India and counts on many branch offices across major Sea ports and Airports in India (namely Mumbai, New Delhi, Bangalore, Ananthapur, Coimbatore, Hyderabad, Ahmedabad, Tuticorin, Cochin, Karur, Pune, Mundra, etc..).

Shiftco is specialized in Freight forwarding, customs brokerage, consolidation, Transportation, Break Bulk handling, Ship Spare logistics, Exhibition cargo handling and supply chain management solutions. They also have their

own Custom brokerage licenses, IATA, MTO, AEO FMC, NVOCC and indicated below:

Shiftco has its own CHA licence which is operated from Indian Customs. Shiftco is IATA licence holder and having its major airline stock. Their Air export and import volume is approximately +100 tons per Month each product which includes weekly consolidation services from Frankfurt, Shanghai, Beijing, Singapore, New York, Milan and London to major India destinations.

Shiftco has its MTO licence and having contract rates with major shipping line for its export and import freight services. Shiftco has registered in FMC

-NVOCC to use its Bill of lading to USA and Canada. Shiftco has contract rates with YML, One line and Safmarine for USA sectors. Shiftco has registered with FFI & FIATA

Shiftco is a AEO certified company India to give quality service to its customers.

Shiftco has employee strength of + 80 in India

Shiftco was awarded fastest growing forwarding company in 2018 by EXIM India.

Additionally, they have rate contract with major shipping line and Airline for Export and import movement of goods across the world and having all types of trucks for the movement of goods all over India.





# TLC LITHUANIA

## Multimodal freight (rail + sea) of Trucks by Tarptautines logistikos centras /TLC (Lithuania)



LC, your Pangea partners in Lithuania, have recently shipped 8 Trucks at Port of Klaipeda. Such cargo requires special loading techniques and special fastening schemes, that is their uniqueness.

The trucks were loaded into 40'HCFL flat-rack containers and hauled by rail from the factory. TLC coordinated the transit process from Belarus through the territory of Lithuania, as well as prepared all the required documentation and permits. Although the vehicles were dual-purpose equipment, included in the Common Military List, TLC had to obtain permits

from the Ministries of National Defence as well as Economy and Innovation for their transportation through the territory of Lithuania.

TLC was also in charge of selecting the optimal sea route and carrier, loading and securing the cargo in the Klaipeda port and sending it to the final consignee in Asia.

The TLC Team has experience in transporting all kinds of cargo, pls. visit [www.tlclogistics.lt](http://www.tlclogistics.lt) for more information.









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# TIEFFE

## ITALY

### Is involved with regional food bank solidarity



**T**ieffe Group srl, your Connecta partners from Italy, are proudly supporting the campaign “Freddo tutto l’anno” (Cold All Year) of the NGO Banco Alimentare, the Food Bank from Tuscany. Tieffe has made a generous donation to the Freddo campaign for this Christmas, demonstrating that,

even in this period of crisis, solidarity is always at the fore.

This crowdfunding initiative will help to equip the Food Bank’s regional distribution structures with freezers and isothermal containers to allow the distribution and shipping of fresh and frozen food to every family in need. The Food Bank of Tuscany, which assists

in the regional territory, reaches almost 100,000 people who need it most.

In addition to the improvement of the storage of goods, there will also be a greater recovery of food from other points, thus avoiding further waste.



# UNI LOGISTICS CHINA

## Uni logistics (china) restarts their charter services from pvg to gru

**F**rom September 2020, UNI LOGISTICS, your Connecta partner from China, will restart their charter services from PVG (Shanghai Pudong International Airport) to GRU (Sao Paulo/Guarulhos Airport).

They intend to fly 2 Charter flights per week, accepting cargo from all over China by inland trucking, with an available space of 230 cbm or 29 tons per flight. The routing is via

LIS (Lisbon/Portela Airport) by Air China Airbus 330neo.

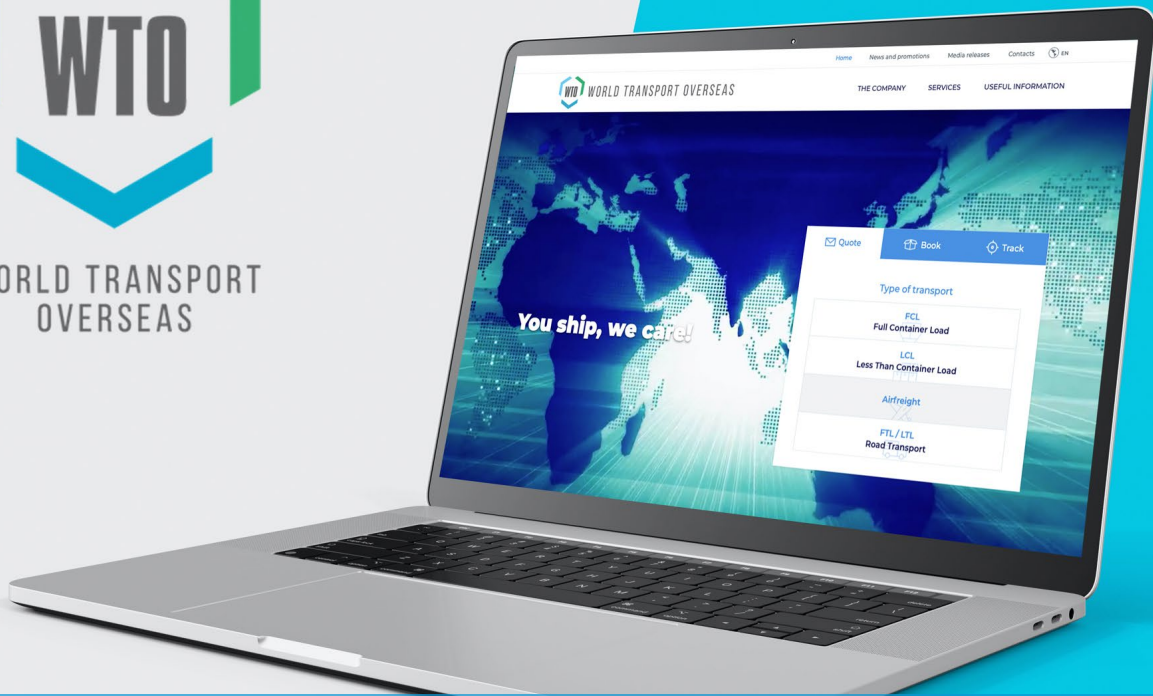
UNI LOGISTICS predicts that air freight rates will increase from September, as the launch of several electronic devices (Apple's iPhone 12, Samsung, Sony's PS5, etc) will squeeze capacity. At the same time that e-commerce goods are increasing fast and tightening space. Also the lunar New Year in September is traditionally a peak season in China, continuing with national holiday, Halloween,

double eleven, Christmas and New year.

In order to improve their customers' service, UNI LOGISTICS, can lock rates and space under this direct charter service.

Pls. get in touch with UNI LOGISTICS for more information, their contact details are available through the shared members directory.





# WORLD TRANSPORT OVERSEAS

BULGARIA, CROATIA, SERBIA, SLOVENIA

## World Transport Overseas launches new branding and logo

**W**orld Transport Overseas (WTO), your Pangea and Connecta partners from Bulgaria, Croatia, Serbia and Slovenia, have changed their corporate identity with a new logo.

This is a part of the brand's evolution over the nearly 20 years trajectory and coincides with their vision for the next decade. The new logo embodies the

company's global presence and the three modes of transport (air, sea and land) they offer, as well as emphasizing the application of green technologies in business.

World Transport Overseas is constantly changing and will continue to do so in the future. The company is positioned as a leading logistics provider, applying best practices in the industry and focused on full digitalization of services. Innovation is extremely

important for the development of companies in the logistics sector, so they have been a priority in their work so far. Of course, in the future, their most valuable asset remains the people – colleagues, clients and partners.

The change of identity is a complex process. Therefore, they plan to complete it by the end of August.



# UNITEX CHINA



## UNITEX (China) wins China’s Top 50 Freight Forwarder Brands in 2020 Award

**U**NITEX INT’L FORWARDING, your Pangea partners in China and Hong Kong, are very proud to announce that they have once again won the 17th “Golden Wheel Award” and been honoured as one of China’s Top 50 Freight Forwarder Brands in 2020! This is really an exciting moment and also a huge affirmation and recognition for UNITEX.

an authoritative and professional award in the freight industry of China. Adhering to its principle of “authority, science, fairness and standardization”, the “Golden Wheel Award” has been known as the “Oscars” of the freight industry, which has a strong team, including the most important and outstanding logistics associations and experts in China’s freight industry.

ahead with this honor and continuously provide you with our spectacular and best services in the near future”, expresses the Management at UNITEX. “Winning this honor, especially at such a difficult time, is undoubtedly the greatest affirmation and encouragement to UIF, and also signified that UIF is one of the strongest logistics company in China!”

The “Golden Wheel Award” is

“Thank you all for your continued trust and support, we will forge



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**Thanks to all participants**

**We'll be back soon**

**Connections mean everything**

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**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.