



2015 Q1 Newsletter

X2 Conference 2015

Gala Dinner, Cocktail
Reception, Team Building
& 1:1 Pictures

MENA

Big Region,
Big Ambitions,
Big Problems, Big Potential

2015 X2 Conference Survey Results

What Attendees Thought of the Event

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Message from Richard



Dear X2 Colleagues...

I would like to welcome you to the first issue of the X2 Elite Quarterly Newsletter for 2015. 2014 was a year of growth and expanding our coverage to not have as many members as possible, but to instead cover as much of the world as possible so our members consistently have reliable partners whether they have a shipment to Europe, Africa, the Americas, or Asia. We were successful in expanding the scope of X2 to reach much more of the globe and we also expanded the breadth of X2 Logistics networks to include X2 Projects, X2 Cold Chain, and X2 Movers. 2014 concluded with a strong finish by X2 as we transitioned to looking forward into 2015.

Quarter 1 2015 kicked off with our Annual X2 Conference that was held in Phuket, Thailand. For what was our 2nd conference, we wanted to create something that was special and unique. What we did create was what could be described as a first ever “boutique logistics networking” event.

It was a different experience because not only did we move it outside of a business hotel and create an opportunity for all X2 members to meet, mingle, and network for 4 days within the company of each other on the island but we also introduced an activity that was praised highly by members, and that was the X2 Amazing Race. For some members, they preferred networking through that participation in the team activities as opposed to the 1:1 Meetings. Why? From what has been said to me and the Team, it's because members were able to engage with each other on a different level. It was more than just company overviews and listing services. Members felt that they were able to know the real person they were dealing with and learn more unique facets of each member because of that level of interpersonal connection that is enabled without the tables and brochures.

2015 has been named X2's Year of Development. We've collected all of your feedback and will be using what we have learned from the past year to not only look where we have come from since the beginning of X2 but also use that information to determine the future direction of the network. We will be looking to cultivate those few markets that still remain without an X2 presence and expand our global reach while also developing the resources for our members to provide a more streamlined experience as well as additional tools and utilities that increase the value of the X2 membership.

2015 is X2's Year of Development, myself and the X2 Team are looking forward to a prosperous year for our members and the growth of relationships, both old and new within the group.

Richard Overton
CEO of X2 Logistics Networks

Q1 X2 Elite New Members





X2 ELITE MEMBERS AGX AND JAYAPURI VISIT X2 OFFICE ON X2 ELITE 2ND ANNIVERSARY

Last Friday, March 14th, marked the two year anniversary of X2 Elite's conception. In honor of the event, X2 Elite Members P.Dorai of AGX and Jasdeep of Jayapuri visited the X2 office in Bangkok while also furthering business relationships within the network while also meeting with Richard and the X2 Team.

After Jayapuri joined back in 2014, within 1 hour of being announced to X2 Elite, Jayaburi was contacted by AGX. As the result of a commercial aircraft skidding off the tarmac in Brunei Darussalam, urgent attention for a shipment of the necessary part to repair the aircraft was needed. Through the joint efforts of AGX and Jayapuri, the shipment, worth more than 250,000 USD, was successfully and swiftly handled between both members.



News from X2 Member Fleet Line Shipping in Dubai and Iraq

We are pleased to announce that our X2 Member Fleet Line Shipping Services LLC based in Dubai and Iraq will be celebrating its 10th anniversary in March. They have started operations 10 years ago in Dubai, then later started a warehouse cum branch in Jebel Ali to cater to the booming construction, oil and gas industries etc. FLS has started its branch office in Iraq 2 years back to provide a complete logistics solutions for all type of cargoes.

FLS head office is shifting to bigger premises in Dubai with effect from 21st February 2015.
New address: 2301, Latifa Tower, Next to Crown Plaza hotel, Shaikh Zayed Road, Dubai
Tel: +9714 355 55 62



X2 Member MM Global Logistik GMBH in Germany Becomes IATA Member

We are happy to inform you that since the 2nd of February 2015, X2 Elite member in Germany, MM Global Logistik GMBH has become IATA Member. This makes them more competitive to the market and for their worldwide network freinds, partners and their customers.

In any case of needed assistance or quotes, please send your e-mail to their global airfreight address: airfreight@mm-global-logistik.de. MM Global Logistik GMBH team will always assist you in time.

Office Address:
MM Global Logistik GmbH
CARGO City Süd



KNOT GLOBAL VISITS X2 IN BANGKOK

X2 Members Shingo-san and Takamitsu-san of Knot Global of Japan came by the X2 office in Bangkok while recently in Thailand. Richard and Knot Global shared a unique picture in front of the BGFC Football club display.

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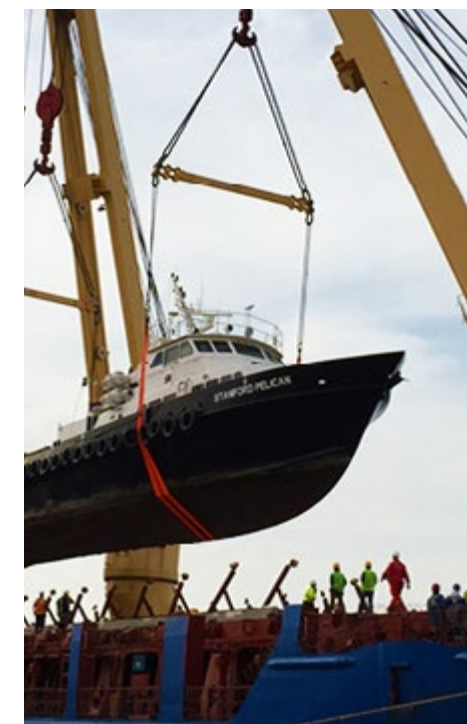


Dubai based Fleet Line Shipping has recently loaded a crew boat measuring 41 x 8 x 12 meters, weighing 160 tons from Mussafah, Abu Dhabi port to Lagos. Since the boat had no cradle available, in order to load the same on a break bulk vessel, FLS project team designed and fabricated the cradle basis technical drawing of the boat, which was then transported to the port in dismantled position. Prior vessel arrival, our technical team assembled half of the cradle on shore near the berth,

which was then lifted by ship crane. Remaining cradle parts was bolted together on board, ready to receive the crew boat.

The boat was then lifted by ship crane from water and placed on cradle. The job was well executed by FLS team.

Fleet Line Shipping is a Dubai based company and having branch office in Iraq as well.



X2 Members

Executive & Nielsen Harmoniously Orchestrate Danish Philharmonic Delivery

The shipment of 5778 kgs of musical instruments for the Danish Philharmonic Orchestra has been managed by Executive Air & Sea Logistic in France with the cooperation of Nielsen Freight in Denmark and Friends in Logistics in Netherlands. The cargo has been picked up in Copenhagen on February 06, 2015 and delivered to New York on February 09, 2015. Executive Air & Sea Logistic would like to thank X2 Network, the Danish Philharmonic Orchestra played as planned in New York on Feb 11, 2015.



IMPORTANT INFORMATION

It has become apparent throughout the industry that the forwarder sector has recently become the victim of a wave of Internet crime with reported cases in which payments between forwarders have been redirected to 3rd party bank accounts.

The process generally follows these steps; it appears the hacker intercepts e-mail messages between forwarders. As payment is about to be made, blocks e-mails of the recipient of the funds and informs the payer of a change of bank details which the funds are to be paid into for the shipment to be released.

We urge all members to take caution by watching for last minute changes in banking details and using other methods aside from e-mail in verifying any payment instructions with international partners.

TIP: One of the easiest ways to avoid this is to check the recipient address of those you are replying to by email. Hackers disguise the email when viewing the "From" field in the email. However, after clicking "Reply", you can verify that the email address matches the intended recipient. If there is not a match, contact via other means and DO NOT proceed with payment.

New Customs Rule for Importing

The Government of the Kingdom of Saudi Arabia (Ministry of Foreign Affairs and Saudi Customs) has just launched an online service called "Exportal." Exportal enables exporters to

Saudi Arabia to process Certificate of Origin and related Commercial Invoice data electronically and pass the data to Saudi Customs before the arrival of goods at Saudi ports. Exportal was created to support bilateral trade between the Kingdom of Saudi Arabia and its trading partners by simplifying export procedures to enable smooth entry and speedy clearance of goods entering Saudi ports.

In the launch of this new online service, we would like to inform our members who export to Saudi Arabia to register with Exportal through its website at www.exportal.com and create an

"exporter account"

in order to pass Certificate of Origin and Commercial Invoice data electronically to Saudi Customs.

Exportal have already started its trial phase on December 15, 2014. Effective January 21, 2015, the use of Exportal will be mandatory for exporters to the Kingdom of Saudi Arabia; from this date onward, Saudi Customs will not clear any shipment for entry into the Kingdom where its Certificate of Origin and related Commercial Invoice data were not processed through Exportal.

Exportal does not supersede any other regulations for exporting goods to the Kingdom of Saudi Arabia.

For more information, please visit www.exportal.com or contact Exportal customer support at info@exportal.com or +966 9200 33606 (Sunday-Thursday, 5 am to 4 pm GMT)

NEWS FROM X2 MEMBER JANSSEN AIR & OCEAN

Port of Antwerp Freight Record 2014

The port of Antwerp handled 198.8 million tonnes of freight last year. That's an increase of 4.2% in comparison with 2013 and a new record for the port. The previous record dates from 2013, when the freight volume came to 190.8 million tonnes. The record growth was driven by container handling (up 5.6%) and liquid bulk (up 5.4%). The other side of the coin is the contracting volume of labour-intensive breakbulk (down 3.3%) and dry bulk (down 4.9%).

Containers and breakbulk
The number of standard containers (twenty-foot equivalent units) rose by 4.5% to 8.96 TEU. This means that Antwerp should pass the 9 million TEU mark next year. In terms of tonnage also, the growth was more than respectable, up 5.6% to 108.1 million tonnes.

Conventional breakbulk for its part was down by 3.3% and is expected to total 9.75 million tonnes for the year as a whole. But despite this decrease, breakbulk is still very important for employment in the port,

accounting for some 40% of dock labour.

Mega Container Ship Arrived in Rotterdam

Last weekend, with some delay due to the stormy weather, the largest container ship in the world, the CSCL Globe, arrived in the port of Rotterdam for the very first time. The ship, owned by China Shipping Container Line is 400 meters long, more than 58 feet wide, 69 feet high and has a total capacity of 19,000 containers.

The intention was that the CSCL Globe would do her so-called maiden call on Saturday at the Euromax Terminal of ECT in Rotterdam, but was postponed due to the strong wind. The CSCL Globe finally arrived yesterday morning at half past six.

Capacity of 19,100 TEUs
China Shipping Container Line's mega container ship is currently the largest container ship in the world with a capacity of 19,100 TEU and a length of 400 meters, just as long as four football fields.

Row of 120 kilometers
If all containers of the CSCL

Globe would be put in a row, the row created would be almost 120 kilometers long.

The CSCL Globe is the first ship built in a series of the five largest container ships in the world. The container vessel is the longest container ship to the world, but it can not take the most containers. That is the MSC Oscar who was baptized last week at shipyard Daewoo Shipbuilding & Marine Engineering (DSME). This container ship is 59 inches wider than the Globe and can carry as many as 19,224 TEUs.

The 'Oscar' is the first ship of a series of three that China's Bank of Communications ordered in 2013. MSC leases the ships for a long time. This mega container ship, which sails on the line Busan, Qingdao, Shanghai, Ningbo, Rotterdam and Antwerp, is expected in a month in the port of Rotterdam.

Last Thursday another giant ship arrived in the Netherlands, at the "Tweede Maasvlakte". Pieter Schelte, 382 meters long and 124 meters wide will be assembled there and will stay in Rotterdam for the next four months.



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Intersped Trânsitos e Navegação, Lda in Portugal

Intersped Trânsitos e Navegação, Lda, our X2 Elite member from Portugal is celebrating their 10th year anniversary. They also bought new facilities with an office and a warehouse of 1,000 sq. meters.

In addition to their achievements, with the fifth consecutive year, the Intersped was honored by bank Millennium bcp Empresas, one of the largest Portuguese private bank as "Company Aplauso 2014" due the contribution to the economy and involvement with the bank.

Intersped Trânsitos e Navegação, Lda Moved to New Office

X2 Elite team is pleased to announce that our member Intersped Trânsitos e Navegação, Lda in Portugal will move to their new office on Monday, February 23, 2015. Their new address will be as follows:

**Rua Joaquim Moreira de Sousa ,336-Lote 20
Santa Maria de Avioso
4475-041 Maia
Portugal**

Phone and fax are unchange.

ONLINE BANKING

In the few years that X2 has been operating, there has been something that has been noticed. It has been found that often payments are delayed because the President, Managing Director, or someone in management that is essential to issuing the payment is traveling. This raises the question, "How can a business function in this manner?" It's the year 2015 and it seems like many freight forwarders are operating with payment systems reminiscent of 1985. How can a business maintain a good standing on its debts when a payment cannot be issued

find it essential to be connected to the internet. When viewing your account balance, you're not looking at how many physical stacks of cash represent your account. No, you're looking at the summation of binary digits that are maintained on servers and transmitted through computers. The fact that at any given time there a large number of payments, from companies in both developed and developing markets, delayed because of travel and having no access to a bank is troubling. How can one operate internationally with a physical visit to the bank required to clear



for a week because someone is traveling? They must have access to the internet because emails can be exchanged. What if this vital individual becomes seriously ill, is seriously injured in an accident, or even worse? Do payments just stop for weeks, months, years?

Perhaps some countries have restrictions on internet banking, and that might very well be possible. However, all major global banking is electronic and to function, all institutions will

an invoice? The banking systems of the world are current with this era of technology. Why are so many in freight forwarding are lagging behind by years?

Simply put, if your business is not already involved with online banking, it is strongly urged that you and your business take advantage of it. Fast, convenient, and can be done while traveling or even at home.

FROM EUROPE TO RUSSIA

Transport Bridge en Route from the EU



Currently, delivery of goods from the European Union to Russia and other CIS countries is one of the priority directions of transport logistics. Delivery of your cargo on time and compliance with all specified conditions is the basis of proper operation of any company providing a range of logistic services.

Major shortest export and import transit cargo flows between Europe and CIS pass through the countries of Central Europe, including the territory of Belarus.

The favorable geographic position of Belarus in the center of the European continent makes it a bridge connecting Europe and Asia.

Belarus is well aware of this advantage and keeps improving the transit conditions via its territory, in order to facilitate further commodity circulation between the countries of the European Union, Russia and the Asian states.

Logistics is one of most promising and potential-charged branches of the economy of the Belarusian economy. That is why both the state and the business-community are very much interested in the development of the national up-to-date logistics infrastructure.

To pursue the said purposes, Belarus is actually implementing a number of national programs, include.

- pursuing balanced transport service tariff policy
- providing favorable conditions for applying competitive logistics schemes
- adoption of some legislative acts aimed at the increase of transit attraction of the Republic
- development of the automobile and railway cross-border points infrastructure
- construction of roadside service points
- reconstruction of motorways
- providing up-to-date IT and customs service communication network

Transconsult is among top players of the Belarusian transport market. We have 20 years of experience in international cargo carriage and forwarding. Thus, in 2014 Transconsult logisticians handled more than 9,000 shipments to/from or via Belarus. More than 2500 trucks carried PTL cargo; more than 6500 trucks carried FTL. Total of 30.8 mln km are covered by our own fleet of trucks for the last year.

Our services include:

- Freight-forwarding services (road, rail, sea and air transport);
- Cargo transportation by own road transport;
- Shipments of all types of cargo incl. high value, hazardous, from a pallet to oversized cargo;
- Multimodal transportations;
- Intermediate storage and warehousing;
- Customs clearance and EPI.

Whatever or wherever the challenge, Transconsult provides

- Reliable, rapid, efficient service;
- Tailor-made logistics for each customer;
- Resilience and fast reaction on market challenges.

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Contribution From LinkedIn Logistics

Be it in our personal lives or in the professional arena, we frequently make a commitment... to our family, friends; to colleagues, customers. In this article, I've tried to share a brief, simple perspective of mine. And, what could be the possible benefits or repercussions in fulfilling or failing.

Commitment is fulfillment... of hope, wishes and promise... a conviction to transform an intent or word into tangible, visible, measurable action. At a professional level, it takes on the meaning of staying rooted to healthy organisational culture and values; fulfilling the terms of ethical practices and integrity to our customer / employer / associate / partner; honouring the trust reposed by shareholders in the organization.

Fulfillment of a promise creates an enormous amount of trust and faith in the individual and

the organisation as a whole. It not only builds brand loyalty but, enhances brand equity. The individual and/or the organisation is perceived to be reliable, honest and valuable. On the flip side, failure to live up to the expectations not only erodes credibility but, also, diminishes future prospects. In today's environment of high level of consciousness, a satisfied customer brings in many more business. But, a dissatisfied customer takes away hordes of existing / prospective customers.

Being committed is a continuous process. It's unending. Therefore, it is imperative that, firstly, we fully understand our inner strengths and capabilities in performing a task and, secondly, we are assured of the right amount of support from our team members / partners / customers, before committing ourselves to the task.

Commitment requires a whole lot of dedication and effort to stay focused on delivery and, courage to being truthful to oneself and to stakeholders... for result and achievement which elicit immense satisfaction and plant a smile on our own and others' face.

Paul J. Meyer, the American businessman and success motivation guru beautifully expresses it as, "Productivity is never an accident. It is always the result of a commitment to excellence, intelligent planning, and focused effort."

At LinkedIn Logistics Partners Pvt Ltd, our dedication to what we do, how we do and our commitment to customer satisfaction have won us the ISO 9001:2008 certification which is granted for ability to meet customer and applicable statutory and regulatory requirements.



Korea-Australia Free Trade Agreement (KAFTA)

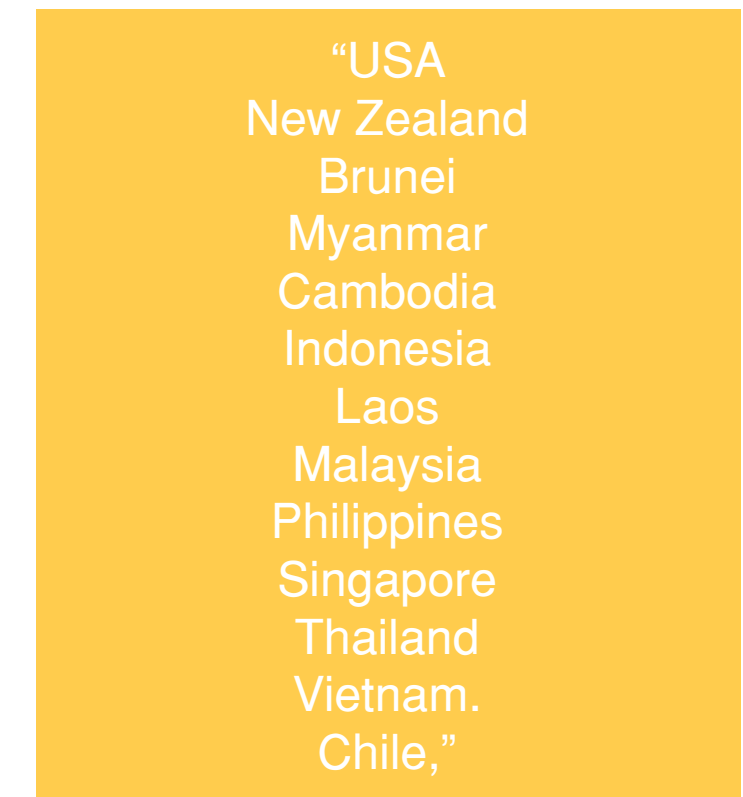
Trade and Investment Minister Andrew Robb has announced that Australia's Free Trade Agreement with South Korea will enter into force on 12 December 2014. KAFTA's entry into force at this time will mean that many Australian importers and exporters will benefit from tariff cuts. Given Korea is Australia's fourth-largest trading

partner – with bilateral trade worth more than \$34 billion in 2013-14 – the agreement will increase import & export opportunities across a wide range of industries.

Australian Customs link to the Korea-Australia Free Trade Agreement:
<http://www.customs.gov.au/site/Korea->

[Australia-free-trade-agreement.asp](http://www.dfat.gov.au/fta/kafta/snapshot/index.html)
 Department of Foreign Affairs and trade link:
<http://www.dfat.gov.au/fta/kafta/snapshot/index.html>

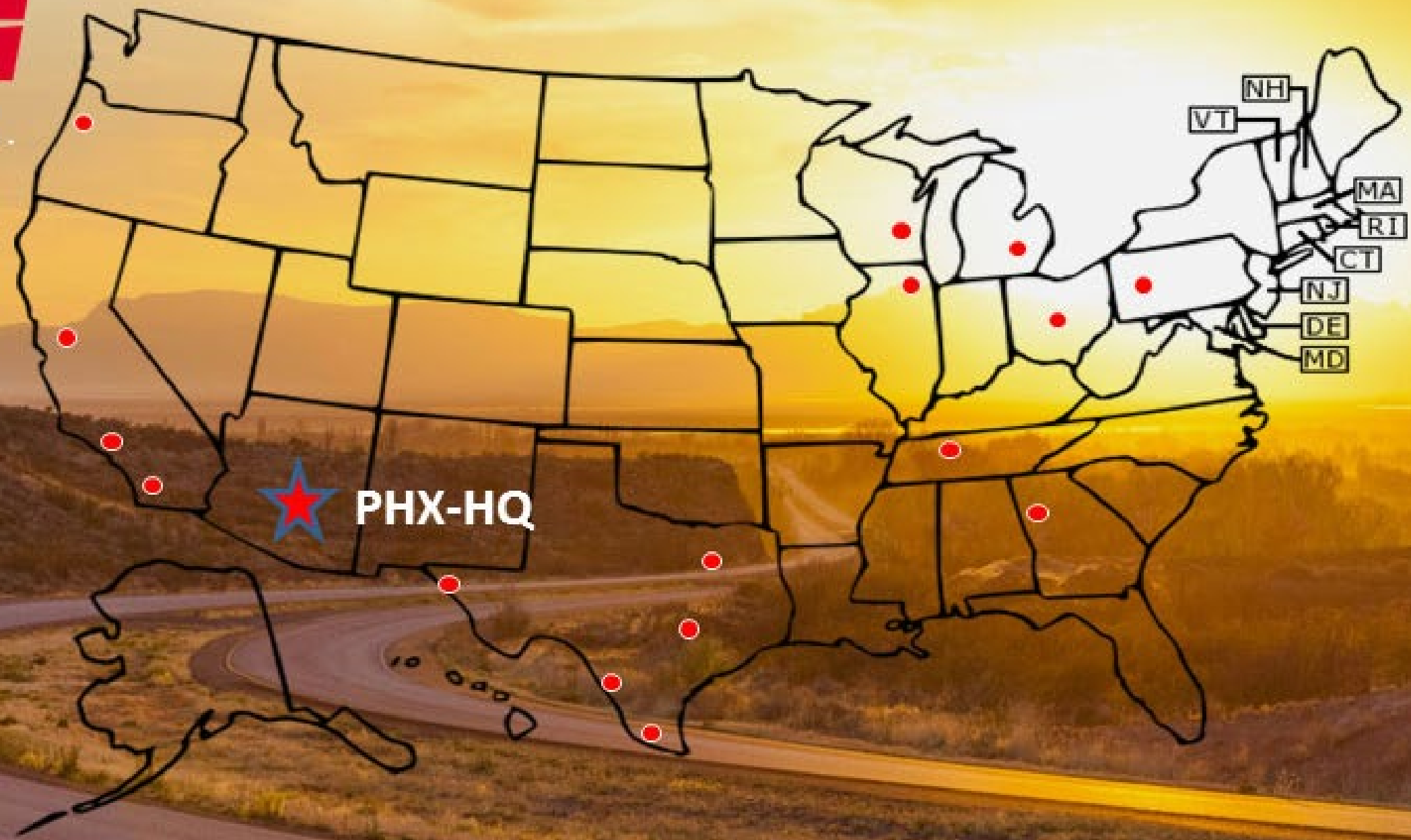
Australia's list of countries with current Free Trade Agreements in place:



With the Japanese FTA soon to be ratified and the Chinese FTA soon to be passed by the Australian & Chinese governments. To obtain duty free admission of Korean origin or other FTA approved countries goods into Australia a correctly complete Certificate of Origin needs to be provided by your supplier a template or advise can be provided on request.



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- Exports
- Customs Clearance

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- 4 Mexico Facilities
- 1 India Facility
- Internal line haul network
- Company owned warehouses and trucks

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The Potential of Making Business in Africa

From Rosenthal Logistics.

Africa is becoming the next big thing in the field of international commerce and investments. To succeed, businessmen must show perseverance, patience and tolerance, realizing this is about going for the long run and not sprinting it out.

By: Amit Rosenthal, International Development Manager “Rosenthal international logistics”

When you say “Africa”, most people think of poverty, disease, hunger, violence and corruption. Many people mistake it to be one unit, describing it in gloomy colors and in terms of disaster and destruction. But, even though such findings have a strong grasp of reality to them, Africa is awakening. The dawn breaks on the Dark Continent. Africa is becoming the next big thing in the field of trade and international investment, that is, at least in the western financial press.

During 2050 Africa is expected to house about a quarter of the world's population. Already, according to figures published by the International Monetary Fund, the average growth of some of this continent's countries is second only to that of the Asian countries and it is accompanied by accelerated

urbanization processes and the creation of a middle-class. Following this, African countries require significant improvement in their infrastructure - from roads and airports, communication and national foundations of electricity, water and even real-estate.

However, entering the African market requires perseverance, patience and tolerance,

which is more appropriate for long-distance running companies than the ones who run a sprint to the finish line. In other words, even many years of experience of working with domestic teams in dozens of other countries will not prepare you to challenge the conduct of the African market.

The exporter, before entering Africa, must thoroughly check what requirements are given by the country of import: both general requirements and those relating specifically to the type of goods or services he exports. Testing should be done with the authorities in that country to which he

intends to export, chambers of commerce in that country, the export institute etc. This issue is also a very important subject of documentation required for the release of specific goods in the destination ports in Africa.

Partnering with a global company

What seems to us as a Western society a failed conduct on all aspects seems to be everyday reality to the African counterparts. More than once I found myself confronted with the reality of a world based on knowledge other than that known to me, its guiding principles and logic strange and puzzling to me. More than once I was angry of the insensitivity of Africans and non-effective way – or so I thought – in which they were carrying out their duties.

Therefore, cooperating with local officials is a necessity. The way to start and operate in Africa is using global companies which own local representatives. As an international shipping company, when we got to make our first project in Africa we have learned on our flesh that in Africa, time has its own rhythm. Cargo that would usually take up to a week to release in Europe (at worst), can, in some situations, get stuck in African customs between one to two months.

Of course, beyond the heavy financial penalty that we had to suffer in respect of port delays for the customer, we had to find a quick solution and provide a better service that will stand up to the Western standards of our clients. We were looking for more global delivery companies with expertise in Africa. We were looking for the right people, with the right connections, to promote proceeding with local companies. We realized that only through them can we connect to a local agent acting on their behalf. We realized that in Africa, businesses need to be done on the vicinity. The company must have people on site that will know how to get along with the authorities, employees and partners. For the customer in Africa it's important to see, close to his home, someone who can give him support and guidance.

Deep into African territory

After that we managed to promote our business with customers for only shipment to the port, we have identified the potential for customers of door to door delivery, deep into the African terrain. Most exporters are looking to send cargo only to the destination port. They refrain from working in front of the local customs office and land transportation inside Africa. These businesses require technical knowledge and high logistics capability in providing solutions sometimes deep inside the African territory.

There are other cases in which the entrance to a specific country (such as Congo, Ethiopia, etc.) is through the ground only. When we received the first door to door delivery offer in Africa, we realized that we must invest every effort in search of a local agent. Without

an agent who can “speak the language” of the Africans and understand how to handle the relevant officials, these projects would have failed even before they would reach port. As part of the marathon required when working on this continent, it took us some time and quite a few agents until we found the agent that we could trust.

The greatest difficulty was to implement our standards with the agent. Africans hold different standards and therefore it took us a while to reach the sufficient working standards we see fit. Therefore, help the local partners help you. Provide them with training and professional development services. Investment in employee training will improve the ability of your partners to provide you with services and strengthen your network of contacts in the area.





But, it is important to choose them with extra care. Local partners are looking for “baits” for bribery and like some to provide promises that any connection between them and reality is often quite distant. However, if you manage to connect with a reliable local partner – you are on the king’s road. You have promised yourself an assembly line of projects in high volume.

Low payment standards

It is very difficult if even unfair to generalize a continent of over 55 countries, but we can say that for years Africa was usually rightly perceived as a dangerous place for business and sometimes simply dangerous

in general. The corruption in Africa, more specifically the phenomenon of bribery, is well known to anyone working on the continent. In many African countries it is difficult to win a government contract without giving bribes and locals do not always perceive this as an immoral act. Another risk in Africa is the moral of payments. It has rarely happened that I received my money as agreed. I always had to chase the money from an international source.

Therefore, exporters should expect to go through many obstacles when navigating alone in the African thicket.

However, Africa has become one of the most popular and promising destinations for investors and exporters from around the world. The acceleration in growth grows by an average of 5% to 6% per year, the increasing urbanization rate, the expansion of the middle class, the spread of mobile communications and many other factors make the markets in Africa a fertile ground for plenty of businesses and projects.

The author is director of business development at “Rosenthal International Logistics” amit@rosenthal-logistics.

M&TM Freight is an international freight forwarding company, handling both import and export operations, based in Moscow.

Our main activity is to assist our clients in export and import operations providing full integrated package of service, including consolidated shipments, FCL, FTL, shipments by air, railroad, over dimension cargo, DGR (dangerous goods), customs brokerage, insurance, warehousing, moving, etc.

We are leading our customers from door to door providing complete service according to their individual need, i.e. any service which may be connected with transportation, we are freight forwarding company.

For years we have important and demanding customers, and so we are constantly developing our integrated transport services. The customer could be safe because the cargo is in the hands of one of our professionals

To serve successfully our customers, we need partners and we have very reliable and faithful agents worldwide which understand not only business, but importance of proper communication!

Russia is a large and complex market that needs not only expertise, but also creative solutions to service international markets.



One of our next advantages is a huge experience in handling temporary import cargoes coming to Russia (via Carnet ATA), here it is important

M&TM Freight: X2 Member In Russia

to understand the activity chain because there are a lot of peculiarities and details. First of all it is about shows, concerts, tours, events, exhibitions (including theater and circus tours) all over the world. Last year among our customers were Japanese theatre, Ice theatre show, Aqua circus show.

We were assisting our clients at Olympic Games in London and in Sochi, and we’ve been already engaged in coming Football World Cup 2018 in Moscow.

The 3d important core activity is all about moving plus packaging, insurance, etc. everything to exceed expectations of our clients.

Of course, like any other freight forwarding company we are facing some challenges, but we are trying to keep our customers by improving our services, optimizing rates, trying to be better as professionals.

We are looking forward to invite our partners and customers to visit our stand during Transport Logistic exhibition in Munich from the 5th till the 8th of May - our hall and stand #: A5.148 and to learn more about our worldwide activity.

Our contacts:
Moscow: 125363 Moscow, Shodnenskaya 56, phone: +7 (495) 268-02-11, office@mtm-net.ru, http://www.mtm-moving.ru/en/ http://mtmfreight.ru
St.Petersburg: 198035 St. Petersburg, 5 Gapsalskaya Street.

M&TM Freight is a member of BIFA since 2001.

The MENA region stretches from the coast of Morocco on the Atlantic Ocean to the east along the southern coast of the Mediterranean Sea, through the Levant countries and to the oil rich Arabian Gulf.

Libya, Syria, Egypt, Iraq, and almost every other state that falls under the MENA moniker has unfortunately been associated with turmoil, civil unrest, and totalitarian dictatorships. However, it is also a region that has seen growth, is the home to architectural marvels, and despite the regional troubles there are individual markets that excite investors and the possibility for growth continues.

Opportunity Amidst Turmoil

Just recently the region has seen the rise and expansion of ISIS. What had started in Syria as a guerilla force fighting the Syrian government, the terror group has expanded as far west as Libya where it has been just found. However, the real center of its power is in Syria and Iraq. Although there has been a military response from regional governments such as Jordan as well as international superpowers like the United States of America.

“The MENA region has vast reserves of petroleum and natural gas that make it a vital source of global economic stability. According to the Oil and Gas Journal, the MENA region has 60% of the world’s oil reserves (810.98 billion barrels (128.936 km³)) and 45% of the world’s natural gas reserves (2,868,886 billion cubic feet (81,237.8 km³)).”

With the above natural resources along with the growth and development seen in countries like the United Arab Emirates, there is evidence that the region is more than just turmoil and warring sects. It is also a region that holds the possibility for immense prosperity and for that it has been seeking for a bigger role on the world stage.

The region’s first aspirations for recognition can be seen from Dubai in the creation of the Palm Islands, its very modern skyline that serves as a coastal oasis with the Burj Khalifa piercing the clouds and serving as a monument to Dubai’s development.

Another event that has been in the news for various reasons is the 2022 World Cup that will be hosted on the island state of Qatar. Due to the climate the event will be moved from the summer to the winter, but the Qataris are confident that they will be able to build stadiums that will protect players and spectators from the extremes of the desert, namely the sunlight and heat.

MENA The Middle East & North Africa

A big region with big ambitions, big problems, and big potential





Developments Daily

Significant developments are frequent in the region. Two of the most recent have both occurred within the first few days of April. 3 April saw some important signs signaling Beirut's intention of creating a tech center for the MENA. Two days later it was announced that a tentative agreement had been reached and sanctions placed on Iran expect to be lifted as early as June.

Beirut, the capital city of Lebanon, a country most recently remembered for a civil war is now emerging as a tech hub for the Middle East, something akin to Silicon Valley. However, as with many of the states in the region, the possibility of realizing the full potential of this opportunity is largely dependent on the permission of the government to allow the freedoms necessary to incubate and then promote tech developments. However, it seems very possible that the government is more liberal than its neighbors and a combination of the central bank and a venture capital group has created a fund of \$471 million to provide to the Lebanese tech sector.

Easter weekend provided investors worldwide with a streak of excitement when a collective of world leaders who brokered a deal with the Iranian government relating to nuclear development announced that a deal had been struck. As a result, the finalized agreement would be opening up an economy that has recently missed out on 5% growth and contains a large consumer population that also provides a resource rich economy that is the equivalent of Saudi Arabia for proven oil reserves, Russia for proven gas reserves, and South Africa for mineral access.



Which Direction?

The MENA region is at a crossroads. Which direction will the region take? It seems that the region generally wants to move to a prosperous future that will provide many economic benefits along with an overall better quality of life for the general citizenry of all the 21 nations that compose MENA. However, the region still faces its difficulties with fringe groups, some of which by governments' own design that served their purpose in decades past but are now out of touch and want to push the region down a different path.

How the MENA states face this large challenge will dictate the future of the region. With greater cohesiveness and increased cooperation, that had been lacking in the past, but now is seen as essential, MENA is a region ripe for rapid development that will boost economies by significant amounts that can create tangible change in developing economies.



NOW IN TURKEY

LEBANON

SYRIA

IRAQ

JORDAN

Net Logistics

X2 Elite's Member in MENA

Net Logistics is a founding member of X2 Elite and is striving to become the largest non-assets, regional supply chain servicing company by offering comprehensive freight forwarding solutions and logistics services. Its strategy focuses on building valuable, durable and successful relationships with its clients, shareholders, employees and network partners.

As of late, the company has been shifting its focus from localized operations to those of a more regional nature with offices in Lebanon, Syria, Jordan, Dubai, Iraq and Turkey.

What has really spurred Net Logistics to move beyond its home in Lebanon and push further to the edges of the Middle East has been the regional turmoil, particularly that which centered in and around Lebanon. When Net Logistics began its operations in Lebanon, it provided the team with best business practices. The Middle East microcosm of Lebanon allowed for Net Logistics to experience the ups and downs triggered by both regional and local events. In 2006, the company reached a turning point. The war in Syria as well as other regional conflicts have triggered efforts to expand beyond Lebanon in order to reduce dependence on the stability of a single country.

Turkey

In 2014, Net Logistics has succeeded in expanding its regional footprint beyond the Levant with 3 offices in major Turkish cities namely Istanbul, Mersin and Gemlik.

The company's interest in Turkey is based on two factors. One is the fact that Mersin in particular is a major gateway to Kurdistan where Net Logistics has a significant amount of business. The second and perhaps the most important reason, is that Turkey is a big country with a lot of potential. With a population of nearly 80 million, its market is double the size of Lebanon, Syria, Jordan and Iraq combined.

With all that is currently happening in the Middle East in terms of economic disturbance, political struggles, and security challenges, Net Logistics sees Turkey as a new opportunity to focus on and develop.

Competitive edge

The criteria that Net Logistics has set for itself is one of excellent service and competitive pricing. The company offers to its clients, world-class quality solutions in all aspects of Logistics and Freight Forwarding.

Net Logistics has the expertise and the systems to work according to international norms. From its performance management system based on strict KPIs, to its continuous improvement policy and its commitment to compliance, the company has an edge over other players in the region.

Net Logistics also abides by the Foreign Corrupt Practices Act (FCPA) as a prerequisite for working with multinationals that are looking for suppliers who can provide them with adequate operational transparency.

Currently Net Logistics is positioning itself with major International Oil Companies, making sure they become familiar with its capabilities and expertise.

“For Net Logistics, what the region has gone through recently can only be a motive to push for development and growth. The possibilities of oil and gas explorations are potentially huge, and the company is confident that they will transform the region in the coming years. Also, as the regional unrest cannot go on forever, peace and stability are bound to come, and with that will be rebuilding projects.”

Net Logistics continues to analyze its strategies in support of its objective to strengthen its position as a regional company, and it continues to seek out new stable markets that will contribute to its regional development





X2 Conference 2015



Cocktail Reception and Gala Dinner

Unique high class entertainment and business development came together on the warm sands of Phuket during the nights of the conference.



Team Building

Competition was made fierce on the warm sands as members, split into teams, contested one another for conference bragging rights while also strengthening their business relationships.

1:1 Meetings

Members of the X2 Logistics Networks came together under one roof at the X2 Conference to grow their business and further their business relationships.



2015 X2 Conference Survey Results

Pleasure



82% Thought the food was delicious.



100% enjoyed Gala Dinner entertainment.



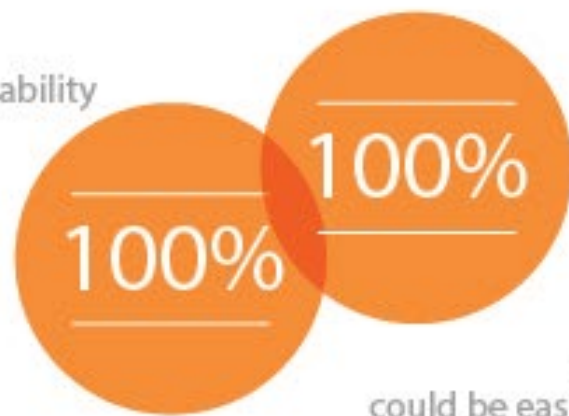
100% found the Cocktail Reception to be a relaxing way to meet fellow members.



1 individual did not enjoy beach dining.

Professionalism

All members were confident in the ability of X2 staff to provide assistance.



100% of members agreed that the X2 staff could be easily approached for questions or discussions.

Productivity



94% Felt that they accomplished a lot during their time on the island. The other 6% felt otherwise. However, with such a disparity, did 6% not use their time wisely or to their best professional advantage.



8% 8 individuals did not find the environment to enable productivity. 92% felt of a different opinion. Why the disparity?



100% Of members agreed that the X2 staff was professional and knowledgeable.



100% Agreed there was ample opportunity to meet each other. With 4 days on an island, it's virtually impossible to disagree.



100% Found the 1:1 Meetings to be advantageous.



94% Of attendees expect to do more business following the conference.

Comfort



Agreed that the dates didn't cause any difficulty.



Had no difficulties reaching the resort.



Found that the transportation met expectations.



Had a restful accommodation. Unfortunately, there were a few complaints.



4 individuals had difficulty reaching the airport nearly 100% felt that received sufficient support.



All but 5 individuals had a comfortable ride from the airport.



A majority of members' accommodation met their expectations.

0% 100%

Pleasure



Productivity



Professionalism



Comfort

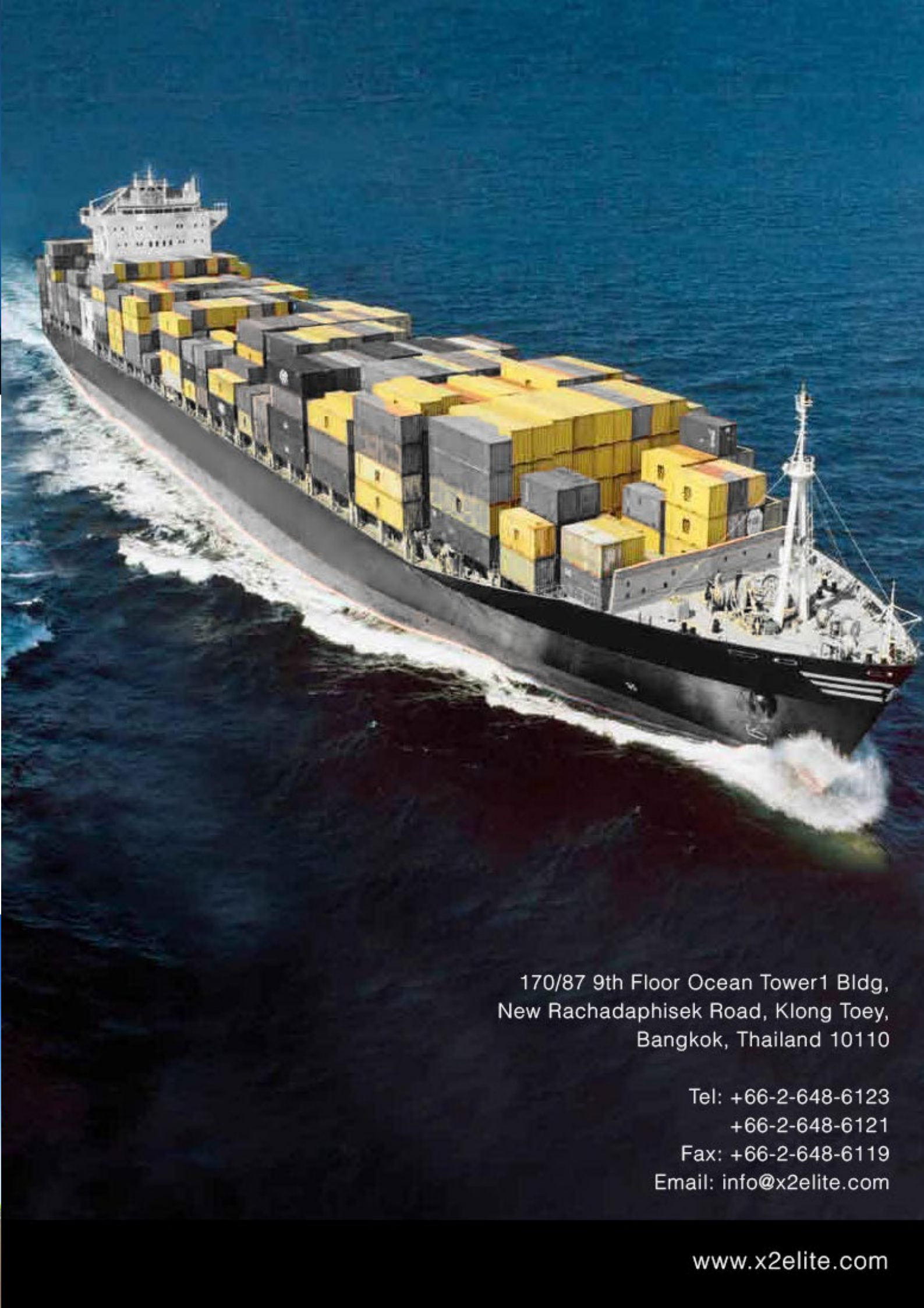
Overall



100% of respondents have agreed that they would like to attend the next conference.

Common Significant Factors (Statistical significance <.03)

• Accommodation allowed to rest easily	.000
• Ample opportunity to meet members	.000
• Enjoyed Gala Dinner entertainment	.006
• X2 staff was professional	.000
• Information X2 communicated effectively	.004
• My accommodation did meet expect...	.003
• Expect to do more business..	.006



Established in 1924, **GIANESINI ERMSIO SRL** began its career with the transport of dangerous goods by land, and over the years moved its professionalism and knowledge to the land transport of solid goods both for full load and groupage, and later on to shipments by sea and by air .

Thanks to its unique geographical position, as a link between East and West Europe, Gianesini has developed a level of knowledge and high professionalism throughout its long history in the field of shipments by land, sea and air , between the two sides of a Europe which for decades has remained divided.

The difficulty and the special relationship between these two realities have meant that the company has grown and has established a valid and solid base and, thanks to its highly specialized staff, the results have always been in constant growth, reaching one million tons handled.

Thus, the company's assets, resulting from professionalism, experience, and a dense network of established correspondents, can offer fast and economical solutions to satisfy all the demands of an increasingly demanding and globalized clientele.

We offer our professionalism to the shippers in order to find the best solution for the shipping of their goods with their approval.

Right from the first moment our staff look after the shipper during all the progress of the shipment because the client is not a number but person.

GIANESINI ERMINIO SRL has grown with this philosophy and every time we developed a new sector we were sure to give this standard service which now we offer to our new of X2 Group colleagues.

I wish everyone a successful 2015
Mario GIANESINI



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