

# X2 Newsletter

## 1<sup>st</sup> Quarter

# 2014



**X2 Elite**  
Professional Global Logistics Network

**Working Together As One**

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## Message from **Richard**

Dear X2 Colleagues...

Welcome to the First edition of our 2014 X2 Quarterly Newsletter. This has been released on the celebration of X2 Elite's 1st annual birthday and this Q1 newsletter kicks off the first part of 2014 by illustrating the focus we have on developing an even stronger network during the forthcoming year. 2014 needs to be a year of change for X2 members as well as the network management. A year where we make giant steps towards achieving even more and more importantly a year where the members have the chance to be involved in making a directional shift towards a more integrated and dynamic network future. Our goals for the year ahead will remain the same and our vision to truly develop a committed group of companies that are focused on

working together to drive long term relationships at a professional level will remain unchanged. We must all make an effort to develop a stronger alliance where everyone involved cares and commits to their responsibilities of membership. All X2 newsletter editions are designed to allow you all an opportunity to be part of a newsletter to highlight your companies, profiles and news items that you would like to showcase to fellow members of the group. This is a free tool that is provided as an advantage for all members utilize as part of their membership. I look forward to a great year ahead for the group and I look forward to more involvement from the members both from a business perspective as well as building a stronger and more cohesive network community.



# 2014 X2 Conference

The 2014 X2 Conference was held at the relaxing and secluded Anantara Bangkok Riverside Resort & Spa with over 100 guests in attendance.



[Please click here to visit  
2014 Conference Gallery](#)





We saw an excellent turn out for a first conference and are proud to have witnessed the X2 Elite membership connect and form the foundation both friendships and professional relationships.

Attendees enjoyed a **Cocktail Night  
&  
Gala Dinner**





The Plenary Session provided the membership with an honest presentation about X2 Elite, a review of the previous year's performance, and the future aspirations of the network.

We will be back with another conference in **2015**

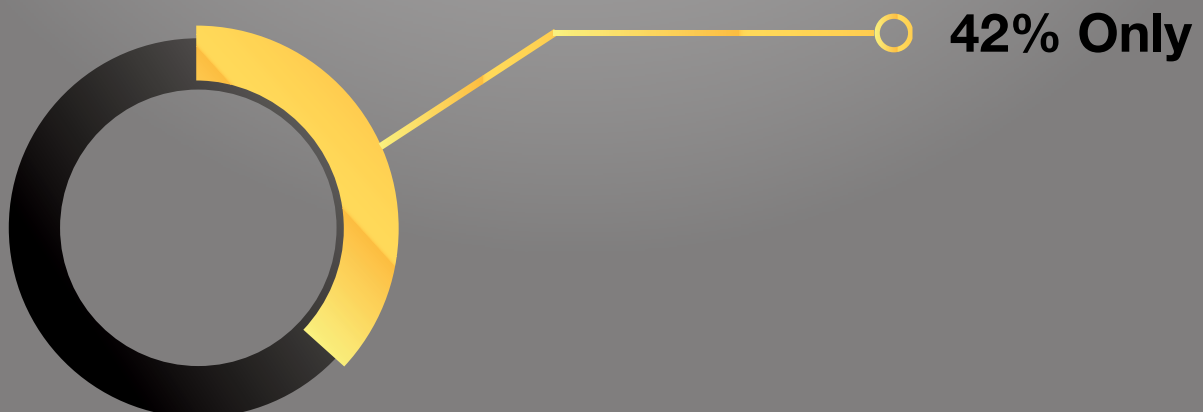


# Membership **File Check**

At the beginning of March, Shane began this year's initial round of Membership File Checks. Each membership file was reviewed and checked for the following:

- Membership Agreement
- Membership Management
- Survey
- Conference Survey Response (Submission Deadline: 21 March 2014)
- Quarter 1 Newsletter Response (Submission Deadline: 17 March 2014)

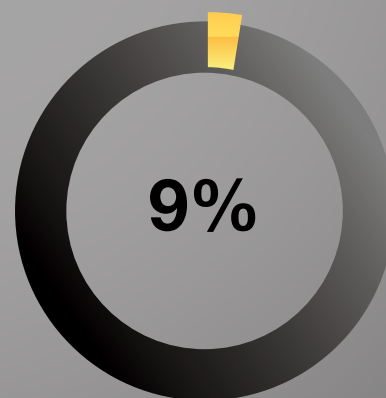
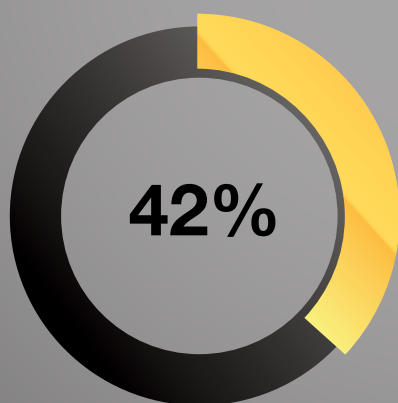
This year we've seen a 42% response rate from the membership. This is certainly disappointing and not at the level that we need to be at to most effectively compete against the multinationals by utilizing our strength as a group.



The most prominent document missing from files was the Membership Management Pack. We know that it is something that may take some time to sufficiently complete, but it is designed to be beneficial for the members also, as a reference to plot and track the growth of your business.

Also, a lot of members that did respond inquired about the newsletter that you are reading now. As you read and see advertisements and other content items, remember that their placement is voluntary and at no extra charge.

Also remember that there is a link to the newsletter in the signature of every email that is sent by the X2 Team. This means that there is an unimaginable number of opportunities for exposure both within and outside of the X2 Networks.



The good news is that a 42% response rate is a 9% improvement over the quarterly check that was performed at the end of 2013.

Expect to see messages again towards the end of Quarter 2 regarding file reviews. Let's try to increase that percentage and get the basics done so we can develop as a network and accomplish greater things in the future.





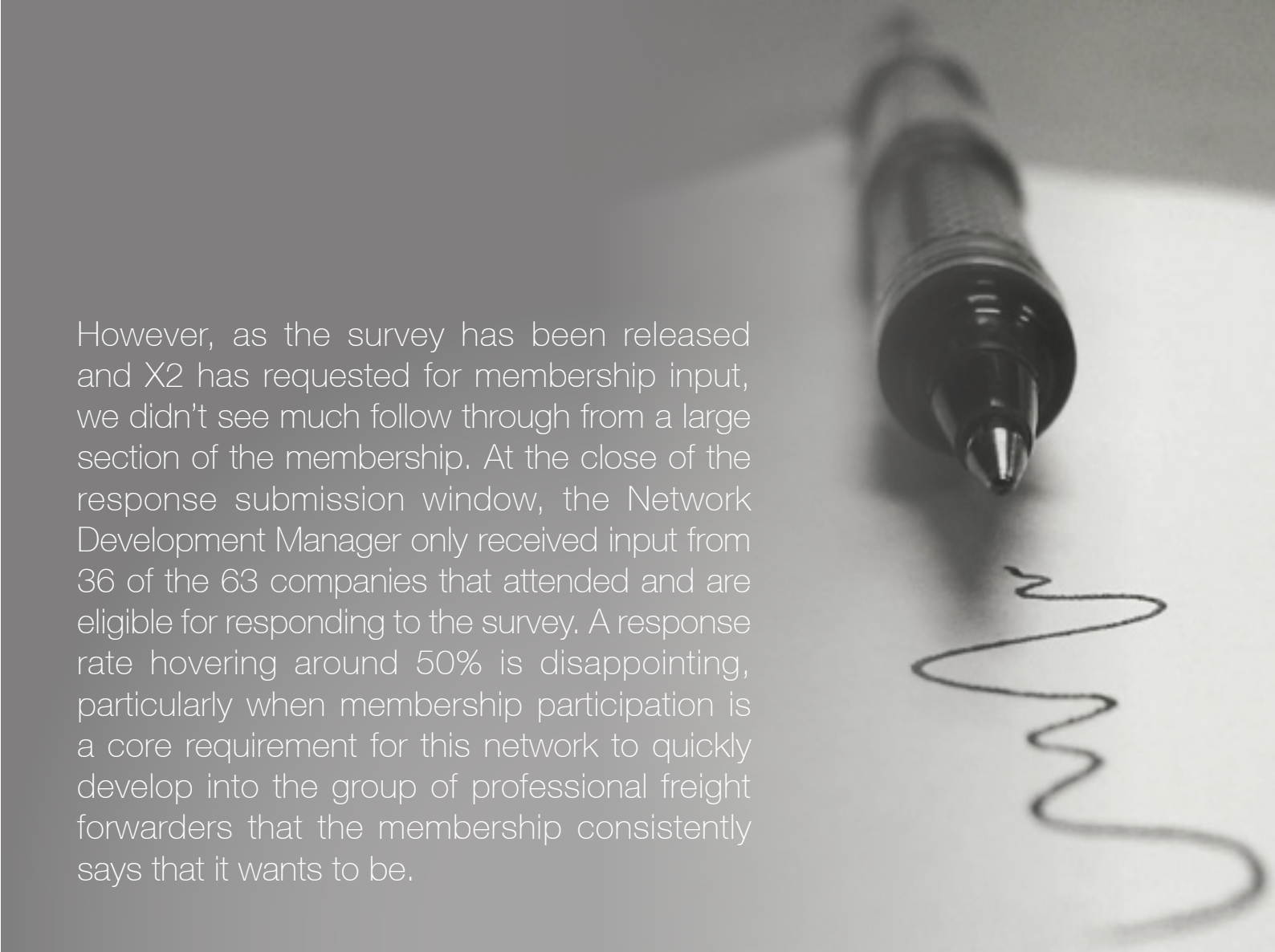
## Conference **Survey**

Shortly following the wrap-up of the 2014 X2 Conference, the network announced and made available a survey on the X2 Elite website for members to respond to and provide us with feedback that we can use when planning for the next conference.


Towards the end of March, which also happens to be the end of the first quarter, we have begun to receive inquiries about the next conference. Some of these queries include questions about when it will be held and where it will be held.

We are happy to see the membership excited and eager to attend the next conference, especially when those members chose not to attend or were unable to attend the First Annual X2 Conference that was held in February

this year. From what the X2 Team has heard from members, we feel that the conference was a success and are already planning to make the next conference an even bigger success.



However, as the survey has been released and X2 has requested for membership input, we didn't see much follow through from a large section of the membership. At the close of the response submission window, the Network Development Manager only received input from 36 of the 63 companies that attended and are eligible for responding to the survey. A response rate hovering around 50% is disappointing, particularly when membership participation is a core requirement for this network to quickly develop into the group of professional freight forwarders that the membership consistently says that it wants to be.



**Ideally we would like to see 100% participation from the membership, however, expecting a 100% response rate, although not impossible, is improbable based upon the response rates of other material that has been sent to the membership. However, barely surpassing half is disappointing. We do not create surveys for ourselves; they are created for you, the membership, so you can have the network that you want.**



“

I will be analyzing the responses of the 36 companies that demonstrated their commitment and professionalism and then use that data to create recommendations and highlight items for consideration when planning the Second Annual X2 Conference. I would like to see increased member participation, as many, if not all members want to compete with the multinationals, and to do that, we need to cover the basics first.

The findings and analysis of the 2014 X2 Conference Survey will be released within the month of April 2014.

**Shane Hebzynski**  
Network Development Manager



# Members Brochure

Members of X2 Elite are can have their own brochures designed for their business. Outsourcing the design of your marketing materials can be a large expense. Fortunately, as a member of X2 Elite, we absorb the cost of designing your brochure.

Please contact us to request a design along with the details that you would like to customize. After designing, we will send you a digital version of your brochure for printing and electronic distribution.

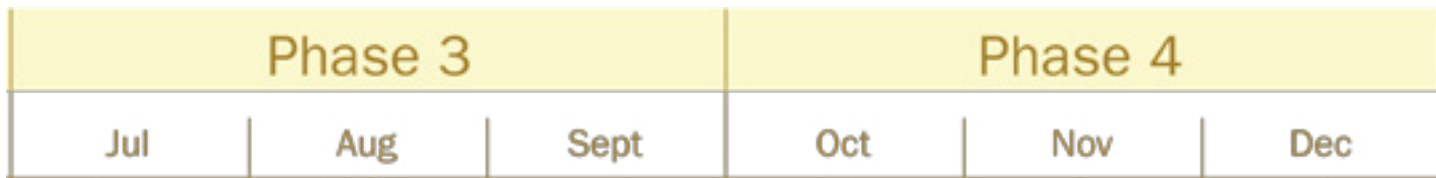
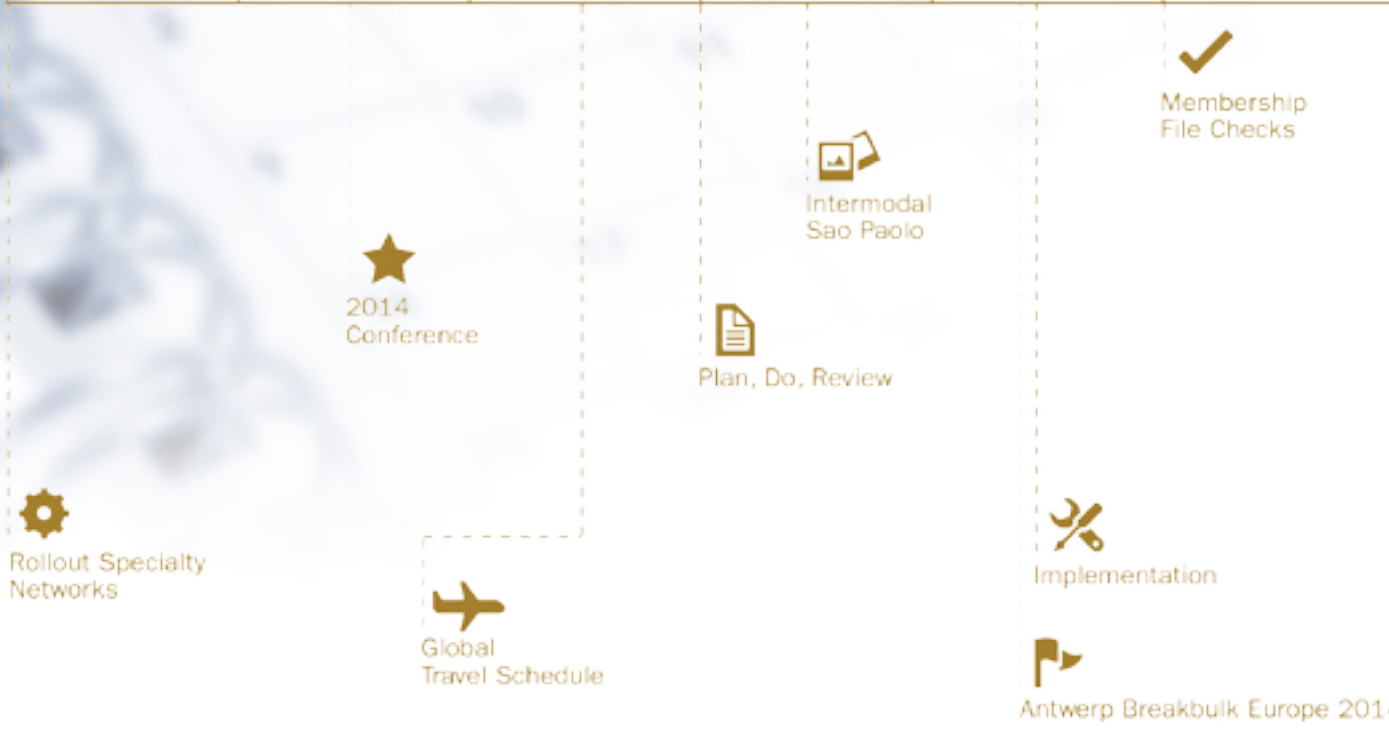
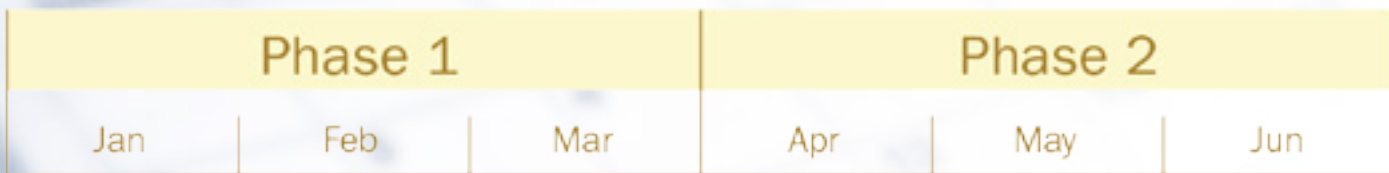
The customizable elements include:

- Company logo
- Contact information
- Certificates and other awards
- Slogan
- Images of office, staff, vehicles





# Plan For The Year





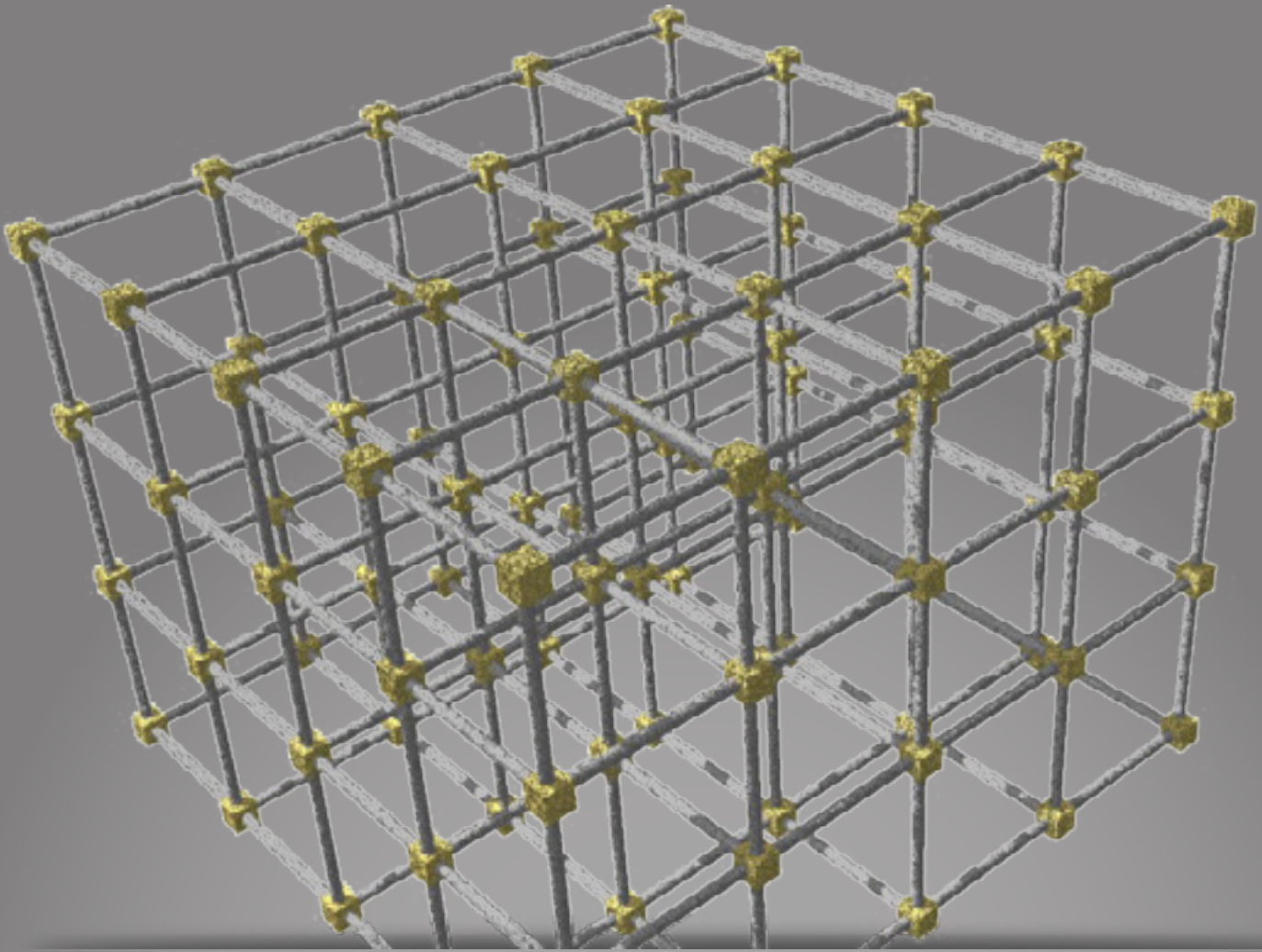
# Framework

Since the conference, we have been working on ideas about what is required for X2 to develop itself into something different. The general consensus of the conference was positive and everyone has been very upbeat with the feedback. However; we have a long way to go with the network and in order for us to truly align the members with the goals of the group we must implement a business network framework.

If we do not have a framework – we will just be another network. Maybe that is ok. But I would like to do what I have done all my life, which is challenge myself and try and do something that could help shape a better future for both my members and for my team.

Therefore, it is the responsibility of the network management to provide a business framework in which members and business partners can work efficiently and effectively, both individually and collectively, and succeed for mutual benefit.





## The X2 network framework will consist of:

- Objectives
- Goals and strategies
- Policies
- Organization and culture
- Relationship contracts and arrangements
- Business processes
- Roles
- Tools
- Systems
- KPI Measures and incentives





This quarter we launched X2 TV.

**X2 TV** is a new concept that we have introduced and opened up with an interview series. At present 3 episodes have been released:

- [X2 Interview Sessions Series 1 Preview](#)
- [X2 Interview Sessions Episode 1: Herbert Hang of Shanghai-SAGA](#)
- [X2 Interview Sessions Episode 2: Amber Ullal of Target Freight](#)

X2 TV Interview Series 1 - Preview



Above contents are hyperlinked, please click to visit the links.

There are a number of interviews to be released plus a few surprise episodes featuring a different format.

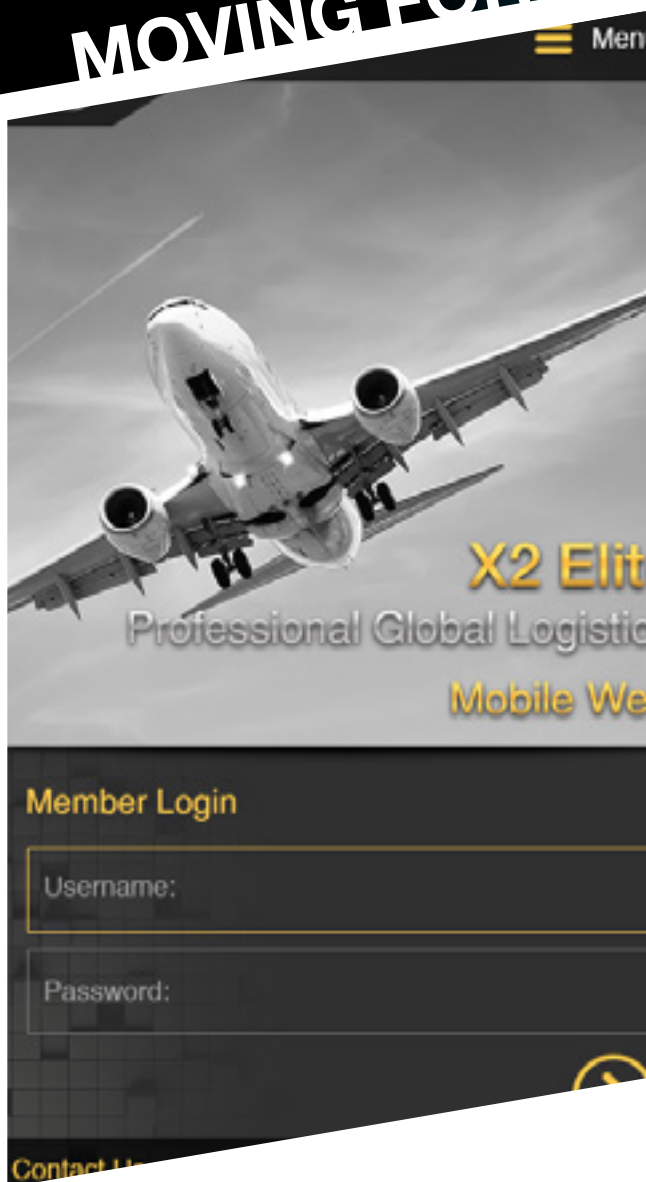
If you'd like to be featured in an episode, please make us aware of your interest in appearing.

Each week we will be releasing a new episode. Keep your eyes on the X2 TV channel either through the X2 Elite website or Youtube.





# MOVING FORWARD WITH TECHNOLOGY



## X2 ELITE MOBILE SITE

X2 is currently designing and creating a mobile site for the convenience of our members.

Members will be able to search the membership, use the quote function, utilize the Financial Protection System, access resources, and much more.

With easy to load pages, members can conveniently access the X2 Elite website and fully utilize some of its premier tools.



MENU



X2 Elite is a global logistics network of dynamic and professional independent freight forwarders representing major air/seaports around the world.

All companies within the group are professional...

Industry News



## X2 ELITE REDESIGNED

Sai, X2's graphic designer, is creating a new website for the network that is representative of the new generation of logistics networks that X2 represents.

The website will maximize the use of browser space to provide an eye catching and immersive experience along with the application of sleek sliding menus that allow for more space to be used for presentation. Once completed, we will be rolling out the site to X2 Elite first.

Be prepared for an experience unlike other logistics networking sites.





## Email Authentication **Protects You & Your Business?**

Generally, mail servers require a username and password to authenticate the sending of outgoing email messages. The purpose of these is to ensure that the messages being sent are authorized and the usage is monitored and controlled. Probably the most obvious reason for this is to prevent the unauthorized use of a server for sending spam.

Email users, especially businesses that use email should utilize authenticated email servers. The use of an authorized server provides both legal and practical benefits. By enforcing authorization, the owner of the server is protected from their investment being bogged down by unauthorized spammer usage, plus the reputation hit that can be taken when a server becomes recognized for that amount of spam that is delivered from it.

It is well worth the investment in time to verify that your business and personal email servers are authenticated. As a business, an authenticated server will reduce the chance of your messages being identified as spam and will maintain your company's reputation as your mail transits through servers to its recipient. Essentially, authentication protects your reputation and that of your business, and it also protects your customers from the potential hazards of unauthorized users accessing your information systems.



# Open Markets

**104**  
Companies

**161**  
Offices

**90**  
Countries

**128**  
Cities

The network can develop faster with the support of the members by helping us to identify the right companies in each open market to come in and join our group.

For this network to work – we need to not only find the right companies with the right attitude and mentality – but also we need to replace the ones that refuse to understand it, can't follow, or who simply do not want to be involved in anyway.

On the following page we have listed countries that are still open markets that we do not yet have member representation.





Albania	Dominican Republic	Mauritania	Serbia
Algeria	Ecuador	Mauritius	Seychelles
American Samoa	El Salvador	Micronesia	Sierra Leone
Angola	Estonia	Moldova	Slovakia
Antigua & Barbuda	Ethiopia	Monaco	Slovenia
Argentina	Faroe Islands	Mongolia	Somalia
Armenia	Finland	Montenegro	South Africa
Aruba	France	Mozambique	South Sudan
Azerbaijan	French Guiana	Myanmar	Spain
Bahamas	Gabon	Namibia	Suriname
Bahrain	Georgia	Nepal	Swaziland
Barbados	Ghana	Netherlands	Switzerland
Belarus	Grenada	Antilles	Syrian Arab Republic
Belize	Guadeloupe	New Caledonia	Taiwan
Benin	Guam	Nicaragua	Tajikistan
Bhutan	Guatemala	Niger	Togo
Bolivia	Guinea	Nigeria	Trinidad & Tobago
Bosnia and Herzegovina	Guyana	Norway	Tunisia
Botswana	Haiti	Oman	Turkmenistan
Brazil	Honduras	Palau	Uganda
Brunei	Indonesia	Panama	Ukraine
Darussalam	Italy	Paraguay	United States of America
Burkina Faso	Jamaica	Peru	Uruguay
Burundi	Japan	Poland	Uzbekistan
Cambodia	Kazakhstan	Puerto Rico	Virgin Islands, U.S.
Cameroon	Kyrgyzstan	Qatar	Western Sahara
Cape Verde	Lao	Reunion	Yemen
Cayman Islands	Latvia	Russian Federation	Zambia
Central African Republic	Liberia	Rwanda	Zimbabwe
Chad	Libya	Saint Kitts And Nevis	
Congo	Lithuania	Saint Lucia	
Costa Rica	Luxembourg	Saint Vincent And The Grenadines	
Cote D'Ivoire	Macau	Saipan	
Croatia	Macedonia	Saudi Arabia	
Djibouti	Malawi	Senegal	
	Martinique		

Your assistance in locating potential members in these markets would be greatly appreciated... in fact without it the network may fail to develop in the right way.

Without your help and time on supporting what is required... the network may fail to achieve what it has set out to do. The network may not survive or develop in the direction that you all want.

It takes the right people to attract the best people in order to do something great with this network.

Already we have refused applications that have been coming for markets that are already full – so help me to fill the open ones as we protect your markets.



## **X2 Elite Membership** Referral Programme

Objective:

- To identify qualified agents in markets not yet covered within the network.
- To utilize our existing member's agent portfolio's to support the network in markets that are required for coverage.
- To identify quality agents that will deliver the results required for those open markets and will bring traffic to the network.
- To identify quality agents that can provide professional services and bring advantages to the group – either strategic or service based.
- Incentives for our members in developing the group with like-minded – results orientated forwarders in existing open markets.

The industry has a bad name – the words “Logistics Network” have now become dirty ones.





## Delinquent Debtors Listing

**Helping you Stay Protected - working alongside FDRS Ltd. (Forwarders Debt Recovery Services) Ltd.**

Being professional is one of the first steps to success and growth in any industry. We believe that we will always reduce risk within the X2 network due to our selection, management and development of the network and its members.

We keep you updated with a weekly listing of delinquent companies that are not in X2 Elite or any of our X2 Networks but are in fact companies involved in freight forwarding, domestically or globally that have failed to settle payments of invoices to industry standards. If you are unsure or you need assistance or further information on this please contact us.

**Risk Reduction**  
**Through Professionalism**



We keep our updated link to the monthly FDRS newsletter list to ensure that all of the members of the X2 Networks have available information to allow you to make decisions and assist you in avoiding financial issues with non-trustworthy partners.



Please click the below link for the monthly newsletter updates.

<http://x2elite.com/news-media/updated-bad-debtors>

We believe that most of the companies and people working within the logistics industry are very reliable - however there is a small percentage that can give the industry a bad reputation.

X2 Logistics Network Members are Elite and we want to ensure that we are differentiated from many of those rogue networks and unreliable companies that work with them.





# X2 Professional

## Global Logistics Networks

Managing quantity and quality of members markets and focused on developing a truly professional group of professionals working together as one.

Specialty Networks are now open for memberships by Qualified specialists in each field.

**Dynamic and Professional  
Freight Forwarders**



**Project forwarding  
...by Project Professionals**



**Temperature-Sensitive  
Logistics Experts**



**Professional International  
Residential and Commercial  
Complete Moving Service Providers**







# FIL Group

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 Warehousing & Storage  
 Distribution



www.friendsinlogistics.com / www.filgroup.com



**NL** Simon Stevinweg 11-10  
 3241 MD Middelhamnis  
 The Netherlands  
 T +31 (0)187 48 19 88  
 F +31 (0)187 48 78 75  
 E info@friendsinlogistics.com

**BR** Rua Emiliano Perreto, 390  
 Curitiba - PR - Brasil  
 CEP 80420-080  
 13º andar, 1303 - 1312  
 T +55.41.3091.9675  
 E info@filgroup.com





## ILG goes ADRIATIC.....

[www.ilg-group.com](http://www.ilg-group.com)

The **Port of Koper**, also called **LUKA KOPER**, is the international seaport of Slovenia. It is located in the North of the Adriatic Sea in the Gulf of Trieste.

Koper is a “**multipurpose port**” connecting **Central, Eastern & Southeastern Europe** with the Mediterranean Sea. The Strait of Gibraltar leads the route to **North America** as the Suez Canal does to **Asia**.

The port itself is a **Free Trade Zone** and equipped with modern handling, transport and storage technology. It is directly connected to the **European Road and Rail System**.

The **Hinterland** of **LUKA KOPER** extends to all **Central, Eastern & Southeastern Europe** and ranges from **Slovenia** to neighboring **Austria, Croatia, Hungary** and **Italy**. It further reaches up to **Czech & Slovak Republic, Poland** and **South Germany** as well as down to **Bosnia-Herzegovina, Serbia, Montenegro** and **Macedonia**.

In 2010 Koper has been the international port with the highest turn of cargo for **Austria**.

Since a couple of years most of our LCL and partly FCL has been moved via Koper. Therefore we decided to establish our **own ILG Office** over there.

The office will be headed by Marko **DJUKIC**, an experienced freight forwarder, who has been working for the Danish based NVOCC Shipco before. **Welcome aboard!**

Blanka **POSPISILOVA** was successfully part of the Ocean Freight Team at our **Czech Republic** office and she accepted the challenge to relocate to **Slovenia**. She will **really take CARE** about your cargo movements.



Marko **DJUKIC**  
General Manager



Blanka **POSPISILOVA**  
Operations Supervisor

**Intelligent Logistics Granted!**

# SERVICE AREA MAP



## OPERATIONS

**ILG Adriatik d.o.o**

Ferrarska 30  
SI - 6000 **KOPER**

**Marko DJUKIC**

General Manager

**E-mail:** marko.djukic@si.ilg-group.com

**Skype:** ILG KOP - Marko DJUKIC

**Blanka POSPISILOVA**

Operations Supervisor

**E-mail:** blanka.pospisilova@si.ilg-group.com

**Skype:** ILG KOP - Blanka POSPISILOVA

## BILLING

**ILG Adriatic s.r.o.**

Kastanova 489/34  
CZ - 620 00 **BRNO**

..... really taking **CARE**





FLS first arranged road transportation of the pressure vessels, which each had the dimensions 24 m x 6.9 m x 8.5 m, to the Hamriya port, using multi-axle hydraulic low bed trailers.

A geared vessel was chartered, which loaded the cargo at Hamriya and then discharged it at the Shuwaiba port in Kuwait, before inland transportation to the project site, 135 km from the port.

During the delivery to the final jobsite, FLS were required to temporarily remove obstacles, such as sign boards, traffic signals and road barriers, in coordination with traffic and police authorities.

Fleet Line Shipping is a member of the Global Project Logistics Network (GPLN).





Lojistik Servisleriniz

## PROJECT CARGO TRANSIT OPERATIONS TO N.IRAQ

PLEASED TO ANNOUNCE OUR VALUE ADDED SERVICE TO NORTHERN IRAQ. ALREADY HANDLED SOME PROJECT CARGO (OIL FIELD EQUIPMENTS).

The shipments loaded from Dubai port and unloaded in Mersin port and then our Mersin office arranged transit from Mersin to Erbil/ IRAQ.

Now cargo offloaded from vessel and within 24 hours , it's on the road!

This route already provide the most reliable and secured one due to security problem in Middle East territory.

Now Mersin port is the most convenient and suitable transit port in East Mediterranean sea and Bosmar Trans is able to arrange transit operation from Middle East, China, U.S.A to all Iraq destinations. We will continue to invest on this newly developing region.







AMERICAN WORLDWIDE AGENCIES

## Houston Office Open

We also have our Houston office 100 % up and running and fully functioning with Reagan heading up the team there and we have been seeing some great experience and knowledge in the TX market. Reagan is a native Texan and joined us with experience from retail forwarders, trucking and also Charter experience. With our focus on projects and OGG cargo our Texas operations will only further support this growth in what we consider one of our key markets.





## Karl Gross Vietnam makes a move with their latest Project shipment

Karl Gross is a privately owned freight forwarding and logistics company with head office in Ho Chi Minh City, established in 2008. Our motto is: “Better logistics for you”. For our clients we create customized transport solutions – worldwide. For many years, we have constantly met the challenges of changing markets and changing customer needs, always with one goal in mind: Creating successful solutions for our clients and providing excellent customer service. Driven by this ambition, we have pooled a high degree of expertise in our company and developed dynamic and flexible modes of operation.







## AGX Logistics – Aerospace Solutions



AGX Logistics provision of supply chain management services to manufacturers, operators and vendors involved in the global aviation and aerospace industry is supported by our experienced team. Experience gained over the years has given the company an edge in supplying aviation and aerospace customers throughout AGX Logistics international network.

Whether it is a critical AOG (Aircraft on Ground) shipment that needs to move from France to Kuala Lumpur, or from Hong Kong to London Heathrow, AGX Logistics network of offices and collection services means that it can offer cost-effective, reliable logistics solutions throughout the sector.

AGX Logistics specializes in aircraft parts moved for installation on an aircraft; parts shipped in for overhaul and then returned to the original location; parts moved to another location after repair and overhaul; and parts returned after loan to another operator.

Shipair Express (HK) Ltd is our X2 partner for shipment of aircraft engines from Hong Kong to Kuala Lumpur and Manila.



## Central Eastern Europe Business opportunities – Romanian Port of Constanta in Black Sea

One of the biggest commercial ports serving Central Eastern Europe is in Romania – the Port of Constanta. It is located on the Western coast of the Black Sea, at 179 nM from the Bosphorus Strait and 85 nM from the Sulina Branch, through which the Danube flows into the sea.



### General information - Romanian Port of Constanta

Constanta Port is located at the crossroads of the trade routes linking the markets of the landlocked European countries to Transcaucasus, Central Asia and the Far East. It has excellent connections with the Central and Eastern European countries through the Corridor IV (rail and road), Corridor VII - Danube (inland waterway), to which it is linked by the Danube-Black Sea Channel, and Corridor IX (road), which passes through Bucharest. The port is comparable with the most important international ports, allowing the accommodation of tankers with capacity of 165.000 dwt and bulk carriers of 220.000 dwt. Constanta Port covers 3.926 ha of which 1.313 ha is land and the rest of 2.613 ha is water. It

has a handling capacity of over 100 million tons per year and 156 berths, of which 140 berths are operational. The total quay length is 29,83 km, and the depths range between 8 and 19 meters.

### Advantages of the Port of Constanta

#### Constanta is the main distribution center for the Central Eastern Europe:

- **Multi-purpose port** with modern facilities and sufficient water depths in the port basins to accommodate the largest vessels passing through the Suez Channel,
- **Direct access to the Central and Eastern European countries** through the Pan-European Corridor VII - the Danube,
- A **hub for the container traffic** in the Black Sea,
- Good connections with all types of transport: railway, road, river, airway and pipelines,
- Customs facilitations for commercial operations performed through the Port of Constanta,
- Since January 1st 2007, the Port of Constanta has become Free Zone.

#### Romanian Port of Constanta - both a maritime and a river port

One of the main advantages of Constanta Port is the connection of the port with the Danube river that is made through the Danube-Black Sea Channel.

Daily, **more than 200 river vessels** are in the port for cargo operations. Facilities offered by the port allow accommodation for any type of river vessel.

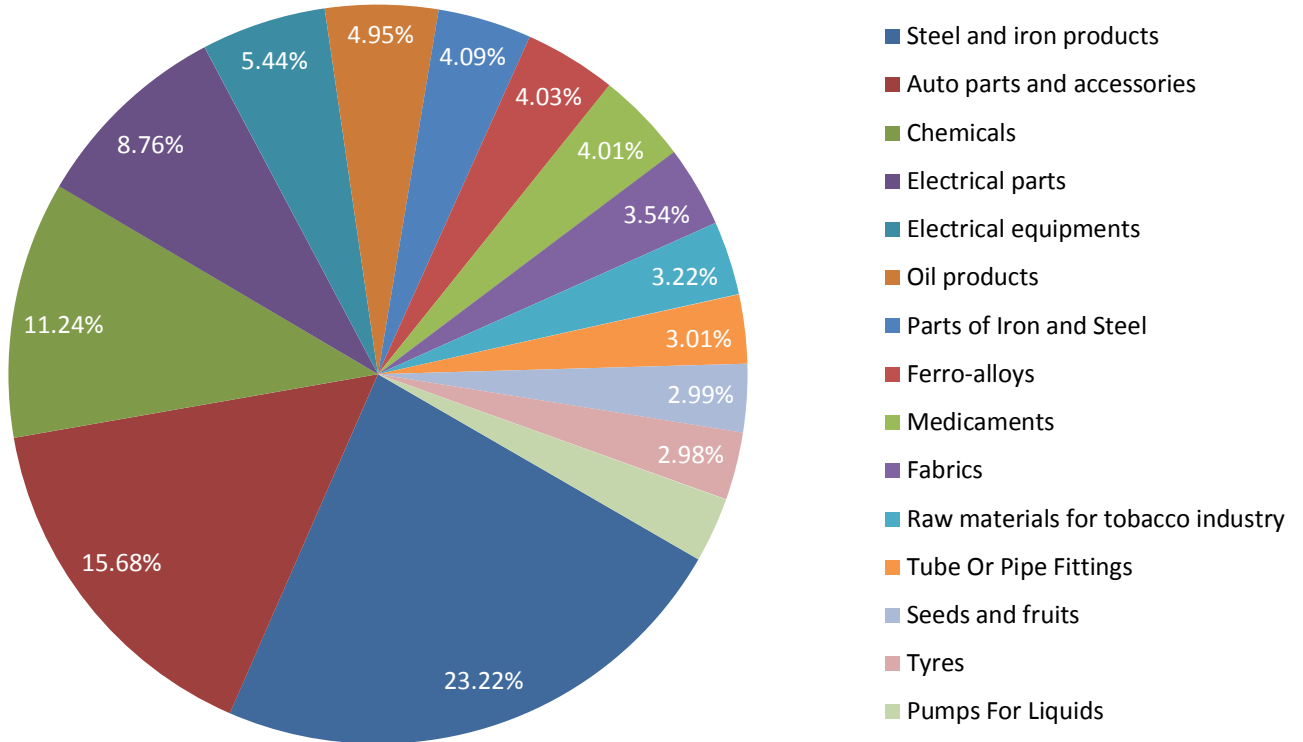
The Danube is one of the most advantageous means of transport, due to **low costs and important cargo volumes** that can be carried, thus being an efficient **alternative to the European rail and road congested transport**.

Important cargo quantities are carried by river, between Constanta and Central and Eastern European countries: Bulgaria, Serbia, Hungary, Austria, Slovakia and Germany.



## Main imports through the Romanian Port of Constanta

### Top Imported products through Constanta Port



## IB Cargo – Your reliable agent for sea, air, road operations in The Black Sea area



**IB Cargo** is an experienced independent freight forwarder operating also in the Port of Constanta through its subsidiary located there. Its dedicated professional team can successfully handle any kind of operations: loading, unloading, consolidation, deconsolidation, road / air freight forwards.

If your business opportunities are going through Constanta Port don't forget that **IB Cargo** is a very reliable partner.



**Wadoye Express Limited** is an international freight forwarding company with over 20 years of experience. The company prides itself on being large enough to offer a worldwide service; small enough to maintain efficient and personal services to its customers. With our successful expansion, the emphasis on business-to-business relationship and customer relationship remains imperative.

Our **Vision** is to be one of the leading cargo/courier service companies in the world, with an enviable track record of safe, intact and prompt delivery of goods and services.

Our **Mission** is to operate cost effectively, reaching the nooks and crannies of the globe as environmentally friendly as we can get while contributing to the success of our customers and employees.

The company is introducing **HAMEM LIMITED** to its services for procurement coverage to its customer's purchases internationally; this is to create an effective supply chain management.

## Services

- The company is expert in:
- International Sea Freight
- Air Freight
- Aviation Support
- General Sales Agent
- Courier
- Trucking
- Packaging
- Warehousing
- Custom Clearance
- Haulage
- Foreign Airline Representative, e.t.c.

## Benefits with Us

- Cost-Effective Door-to-Door Freight Service Worldwide
- Total Supply Chain Management
- Professional Vessel Handling and Documentation
- Tracking and Tracing of Shipment
- Fast and Intact Delivery
- Cordial Relationship with clients
- Secured Warehousing





## ONE CALL ALL SERVICES

Founded in 1995, AMOS has been striving to be the most reliable forwarding company in Korea. As a member of Korea AEO, our main job is based on trust within and between clients and all partners and this trust comes solely from our almost 20 years of experience. AMOS is also a fast growing local Korea corporate with almost 20 years experience in competitive industry. We work closely with partner companies to provide consistent service in areas of air freight, ocean freight, inland transportation, quarantine, heavy/project cargo, cargo inventory, distribution, 3PL and more. Located Free Trade Zone of Incheon International Airport with 1,000 square meters, our bonded warehouse offers the complete facilities for the warehousing and distribution and it is unified and registered as AMOS at Korea Customs, Airlines and EDI system. Amos is one of a few forwarding company in Korea which can truly offer a complete logistics package.



**Jay Lee (Oversea Sales Manager)**  
**Tel: +82-3215-6354 / Mobile: +82-10-5531-1361**  
**E-mail: [jay@amosexpress.co.kr](mailto:jay@amosexpress.co.kr)**



[www.ical.com.au](http://www.ical.com.au)

### ICAL Directors

Melbourne

**Andrew GRIMA**

Director

Import Freight

+ 613 9335 2566

+ 61 488 163 122

[andrew@ical.com.au](mailto:andrew@ical.com.au)



Melbourne

**Mark COLEMAN**

Director

Export Freight

+ 613 9335 2566

+61 413 993 344

[mark@ical.com.au](mailto:mark@ical.com.au)



Melbourne

**Russell BURKE**

Director

Customs

+ 613 9335 2566

[russell@ical.com.au](mailto:russell@ical.com.au)



### ICAL Branch Management

Sydney

**Gregory GOOD**

Manager

Sydney Branch

+61 2 9695 7378

+61 447 035 588

[gregory.good@ical.com.au](mailto:gregory.good@ical.com.au)



Shanghai Representative Office

**John ZHANG**

Manager – SHANGHAI

Australian customs broker

+ 613 9335 2566

+86 138 1813 6100

[john@ical.com.au](mailto:john@ical.com.au)



### ICAL Sales & Marketing

Melbourne

**Danielle DAVENPORT**

National

Sales & Marketing Manager

+ 613 9335 2566

+61 415 300 016

[danielle@ical.com.au](mailto:danielle@ical.com.au)



Melbourne

**Stephen KOLEGA**

Business Development

State - Victoria

+ 613 9335 2566

+61 447 040 288

[stephen.kolega@ical.com.au](mailto:stephen.kolega@ical.com.au)



Melbourne

**Daniel GARCIA**

Business Development

State - Victoria

+ 613 9335 2566

+61 419 539 761

[kate@ical.com.au](mailto:kate@ical.com.au)



Melbourne

**Dolores KRISTO**

Business Development - Support

State - Victoria

+ 613 9335 2566

[dolores@ical.com.au](mailto:dolores@ical.com.au)



Newcastle

**Dan WILKINSON**

Business Development

Newcastle / Sydney

+61 2 4983 2390

+61 417 648 755

[dan@ical.com.au](mailto:dan@ical.com.au)





## ICAL Operational



Melbourne  
**Nicholas WATTS**  
National  
Import Manager  
+ 613 9335 2566  
+61 419 504 149  
[nicholas@ical.com.au](mailto:nicholas@ical.com.au)



Melbourne  
**Kate AHMET**  
National  
Customer Service  
+ 613 9335 2566  
[pre-alerts@ical.com.au](mailto:pre-alerts@ical.com.au)

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## ICAL - Operational



Melbourne  
**Jodie RENNIE**  
Export Operations  
Air Exports  
+ 613 9335 2566  
[exports@ical.com.au](mailto:exports@ical.com.au)



Melbourne  
**Lauren GRATTAN**  
Export Operations  
Sea Exports  
+ 613 9335 2566  
[exports@ical.com.au](mailto:exports@ical.com.au)

## Operational - GROUP Email address

Export Freight  
Import Freight

[exports@ical.com.au](mailto:exports@ical.com.au)  
[pre-alerts@ical.com.au](mailto:pre-alerts@ical.com.au)

## ICAL Administration



Melbourne  
**Christine BALMER**  
Manager  
Finance  
+ 613 9335 2566  
[accounts@ical.com.au](mailto:accounts@ical.com.au)

MELBOURNE | SYDNEY | NEWCASTLE | BRISBANE | PERTH | ADELAIDE | [CALL US NOW + 613 9335 2566](tel:+61393352566)



+66-2-648-6123



+66-2-648-6119



info@x2elite.com



www.x2elite.com

170/87 9th Floor Ocean Tower 1 Bldg,  
New Rachadaphisek Road, Klong Toey,  
Bangkok, Thailand 10110

