



**X2**  
ELITE

# 2015 Q3 Newsletter

## Durban

More Than Meets  
The Eye

## X2 Conference

Don't Miss Out!

## X2 Group Appoints

X2 Cold Chain Ambassador

## Message from **Richard**

Message from Richard

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Dear Colleagues...

I hope you are all well as we say hello to the 4th quarter. Since our 2nd Annual Conference in February we have seen an increase in member to member interaction and more importantly the network has shown a greater increase in business movements between fellow members of the group. We have facilitated this increase by opening up the opportunity for greater member-member communication as well as member-network management communication through the establishment of regular news bulletins and emails since day one and now WhatsApp chat groups for all of the X2 Logistics Networks.

Unfortunately, with the increase in member-member movements, we have seen an increase in payment problems between members. Due to the rise we are now coming down hard on those companies and individuals that are showing signs of problematic network behavior. We urge all members to act responsibly and if you are aware of an expected delay, communicate with your partners. Much of what we see boils down to a simple lack of communication.

On a more positive note, one of our fundamental focuses for the rest of the year and for X2's future is PR and Media for the groups' members. We have a full time PR & Marketing Team that are working at getting our members in the press. You also might have seen the announcement communicating the launch of X2 Global Media, which has been created to serve members in numerous areas.

Also, as the 3rd quarter closes and the 4th quarter opens, The 2016 X2 Conference is approaching quickly. We expect to see all of X2 Logistics Networks members attending. For this event we will be hosting individual break out meetings and focus groups for each specialist network under a theme that will provide for an experience different than last year's but still providing an environment like no other networking event.

The Direction set out in 2012/2013 for X2 has not changed within the mindset of the management of the group. Our vision is still to professionally develop and manage a dynamic group with the focus being on quality and professionalism. Our aim is to deliver results for our members in order for them to be able to compete within the global market and to also satisfy local and regional customers.

I wish you all a great final Quarter of 2015 and I look forward to meeting you all in February at the next X2 Annual Conference.

A handwritten signature in gold ink, appearing to read "Richard Overton".

**Richard Overton**  
CEO of X2 Logistics Networks



# X2 CONFERENCE

2016

## Booking Open for 2016 X2 Conference

**X2 Group was formed with a vision of providing a professional alternative for freight forwarders. A company offering services that would allow for small-medium size freight forwarders to compete with multinationals in both capability and presentation.**

Today X2 Group has 455 corporate customers in 159 countries around the globe. X2 Group's expansive client base continues to grow as the group develops and expands into new areas of business.

Through X2 Logistics Networks, X2 World Media, and Ontori Thailand; X2 Group meets the needs of its growing

client base through the continual development of its business units to provide the tools to meet the future needs of its customers.

X2 Group and its venture, X2 Logistics Networks, have their beginnings in 2012 when Richard Overton formed the company with the purpose of bringing professionalism to the

logistics networking industry, an aspect that was recognized as lacking by Richard and leading individuals within the freight forwarding industry.

X2 Group and X2 Logistics Networks have sought to establish relationships with companies that are seeking more professional dealings with global partners.

# X2 Elite New Members



*First Class Global Logistics*



## X2 MEMBER

# MERCURY LOGISTICS TAKES DELIVERY OF CONTAINER TANKS BOUND FOR Vietnam

Limited was assigned the turnkey services for the over-dimensional freight, each measuring over 15 meters long and four meters high, weighing 30 tonnes each.

X2 member Mercury Logistics took care of all the logistical challenges, load securing, lashing and moving of the freight. The company developed a multimodal solution for the heavy cargo which involved sea and

road with transloading facilities available and at the ready.

“We live up to our slogan, “Think Possible, Act Logical.” We supply the best service and simplified transportation solutions to our clients.” said Mercury Logistics’ Freight Manager, Hoa Dang.



Mercury Logistics has taken delivery of four massive tank containers for onward shipment bound for Vietnam. The bulk, transported to its final point of delivery in Binh Duong province was successfully conveyed, meeting the client’s priorities and expectations. The tank containers were moved in May at Binh Duong province, considered one of the busiest and

biggest industrial provinces in Vietnam. The region is also a hub to a significant number of manufacturing firms in the country.

The heavy bulk operation which was part of a transnational project was accomplished on behalf of a major manufacturer headquartered in Vietnam. Mercury Logistics Vietnam Company



# X2 Member Transconsult Moves Concrete Plant Components Across Russia

**Transconsult organized the route survey and oversaw the loading and the smooth unloading of the cargo to the final point of delivery in Arkhangelsk.**

With highly specialized expertise in project logistics, Transconsult took care of the entire operation which only lasted six days with customs procedures taken care of swiftly. X2 member Transconsult Brest Ltd. has handled numerous shipments of machineries, components for automobile and truck manufacturers, pharmaceuticals, chemicals and general cargos.

With over 20 years of experience in business logistics, Transconsult performs over 200 shipments every week and 5, 200 cargo transportations from Europe to Russia annually.

The Belarus-based heavy hauler, Transconsult recently arranged the transport of parts and components of a concrete plant from Ostrava, Czech Republic en route for Arkhangelsk, Russia. Transconsult overcame logistics related challenges and carried out the operation successfully.

The equipment was transported for a new concrete plant currently being built in Arkhangelsk. With a maximum weight of 200 tonnes, the components were loaded via 13 heavy duty trucks, three oversized, seven mega trucks and three standard trucks.

The oversized cargo was secured, lashed and conveyed via the Belarus-St. Petersburg route.



## Services:

- Customs clearance, inspection and documentation
- Supply chain
- Freight forwarding by rail, truck, air or ocean to final destination
- Door-to-door services
- Real time updates by email, telephone
- Goods In Transit insurance or insurance of goods
- 3 days free storage DDP, DDU, EXW
- Import transportation service, incl. LCL DC
- Booking services (MOL, CMA, MACS, MSC)
- Dangerous cargo service
- CFS cargo export, FCL export and import
- Logistics management

**We at Diamond Express Logistics** are passionate about providing end-to-end logistics solutions; an established name in freight forwarding, goods handling and customs clearance, we have our own branch offices in: Maputo, Beira, Pemba & Nacala.

## Our supply chain solutions

- Real-time order preparation (on request), specific added-value services on industrial products, high-tech, food and pharmaceuticals (labelling, packaging, special offer packs, assembly, etc.).
- High-performance computerised management systems.
- Development of integrated solutions with complete management of international transport operations, customs formalities, added-value warehousing and distribution.

## Anyway, Anytime

We are connecting the world but we are missing your business



## Diamond Express Logistics

Maputo - Beira - Pemba - Nacala

Av. Alberto Lithuli nº15, 1st floor, Baixa

+258 21 307 630 | +258 82/84 305 26 93

[www.diamondexpress-mz.com](http://www.diamondexpress-mz.com)





# LOADLINE



## ABOUT LOADLINE

**LoadLine is a Moroccan freight forwarding and logistics company created in 2001. With offices in Casablanca Tangier and Jorf, LoadLine has been steadily growing since its inception and is today present in the main trade-lanes and has customers from the various business sectors of the Moroccan economy.**

## OUR MISSION

Our mission statement is to offer high-standard professional logistics solutions to our customers, in close cooperation with our partners, and be active in as many phases as possible, in the logistical chain that binds the producer to the final consumer. Our key management has more than 20 years' experience in shipping and throughout the years, we have been involved, in project cargo, OOG, IMO & Hazardous shipments,

reefer expeditions, removals, tanks reception in addition to import and export of air and sea freight.

We also manage follow-up and re-expedition, door to door services, vessel agency and bulk shipments, consolidation and LCL imports, as well as domestic haulage, warehousing and distribution. Among other milestones, LoadLine is agent for 'K' Line container business in Morocco since 2002; our latest one dated April 2013, being the approval from IATA for IMO and HAZ cargo handling.

## Loadline Latest News:

### News 1: LoadLine New Recruits :

We are proud to introduce our latest recruits who will enrich our team with their experience and new perspectives :

**Mohamed JOUDANE:** Air Freight Manager  
With More than 30 years of technical expertise at Royal Air Maroc (Morocco National Airline)

**Asmae MAKDOUN:** Customer service  
Export  
Logistic engineer recently graduated

**Abdelali MOUNAJI:** IT Manager  
With 5 years experience in similar responsibilities.

## News 2: Trainings

We have also ensured appropriate training to our team in order to deliver the highest level of service to our customers and partners  
Bill of lading and ocean transport : February 18th & 19th , 2015 :

- The conventions and laws of ocean transport
- Duties and responsibilities of both shipper and consignee
- Alternative of Bill of Lading : Sea Way Bill, Short forms, Loading Note, Booking Note, Delivery Order.
- Electronic Bill of lading

## Air transport : February 22nd till 26th 2015

- Different categories of freight : General cargo, Export cargo, Direct cargo, Business cargo
- General Conditions of acceptance: Packaging, payment mode, destination, weight and volume, cargo, cargo value.
- Air shipment booking elements : AWB N°, Destination, weight, Dimensions, FIRAV
- Air shipment tariffs : Published tariffs, confidential tariffs
- Different Export taxation : Normal taxation, Surcharges, Reductions, minimum amount, quantitative
- Unit Load Device (ULD)
- Air transport document : AWB

**News 3: Our new Office at Jorf Lasfar Port:**  
Loadline is pleased to announce its new office located in Jorf which main activity is vessel agency, directed by Mr Youssef BOUJEMEL

Our aim is to provide liner agency services for all type of vessels:

- Disbursement accounts
- Post fixing
- Demurrage-laycan
- Supervision and inspection services
- Husbandry

Contact Jorf Office through : [jorf@loadline.ma](mailto:jorf@loadline.ma)

## News 4: New Website : [www.loadline.ma](http://www.loadline.ma)

We are delighted to announce the launch our new website, redesigned with new and friendly look in order to streamline user search and appeal. Please consult our website features with all provided services of our company, quote request and utilities. You can also view our brochures (in PDF) for a brief introduction of all our services and key contact. If you have any question or feedback, pls contact : [loadline@loadline.com](mailto:loadline@loadline.com)

## News 5: Fonasba:

Loadline has been awarded Fonasba Certificate for Quality Standard. The awarding body states that "Fonasba quality standard is designed to assist shipowners and operators to identify those agents and brokers who are well-funded and demonstrate a tangible commitment to quality".

Working with an agent or broker displaying the FONASBA Quality Standard gives the customer peace of mind that they are dealing with a well-run and reputable business.



# X2 CONFERENCE

2016

## X2 CONFERENCE

3<sup>rd</sup> ANNUAL CONFERENCE

20 - 24 FEBRUARY, 2016

REGISTRATION NOW OPEN



[www.x2conference.com](http://www.x2conference.com)



X2 Group of Professional Logistics Networks is hosting another of its prestigious gathering of business elites and industry leaders on the 3rd Annual X2 Conference 2016. The 5-day event which will commence in Bangkok, Thailand on February 20-24, 2016 will be the 3rd of the annual assembly of the professional network members of X2.

X2 Group is expecting more than 300 attendees for this year's conference with an aim of providing every participant an elite and exclusive experience. X2 Conference 2016 will bring together all the key members of X2 at one platform to network with other members and industry leaders and further develop alongside like-minded professionals.

Guest speakers and business leaders in the industry will be speaking along with the founder and X2 CEO, Richard Overton on the keynote sessions of the event. Mr. Ron Valkenburg, X2 Cold Chain Ambassador from the Netherlands together with Mr. Dorai, X2 Critical Ambassador from Malaysia will also be chairing a committee focused on the Cold Chain and Critical industries as part of the overall conference program, respectively.

The preceding X2 Conference 2015 was a success and well attended as it oversaw more than 200 attendees. This year indicates a strong growth as X2 Group expects 300 members joining the summit. Attendees will have the chance to develop their businesses via networking combined with all-inclusive programs that will allow members to take part in 1:1 meetings and industry focused breakout sessions. X2 Group is aiming to exceed the successes of its earlier conferences by realizing the finest and elite event experience of the year, The 3rd Annual X2 Conference 2016.



# Golden Well Supports FIATA World Congress 2015 Taiwan



**Gary Tseng, General Manager of Golden Well International Logistics, a member of X2 representing Taiwan is concurrently the Director of Taipei Customs Brokers Association (TCBA).**

TCBA is one of the leading hosting committees of FIATA World Congress 2015. To show support, X2 Group has promoted

the event to all the global representatives of its networks.

The congress commenced on September 08-13, 2015 in Taipei, Taiwan with the objective of confronting the tough issues and trends arising from the general world of logistics and promoting all the modalities of transport. FIATA World Congress 2015 underlined the im-

portance of overcoming future challenges in logistics and aimed to provide an exceedingly rewarding conference experience to all the international attendees.

The six-day event was attended by approximately 800 industry experts and multinational organizations from 70 countries including the members of X2.



# X2 Group Visits Bosmar Trans' New Office in **Turkey**

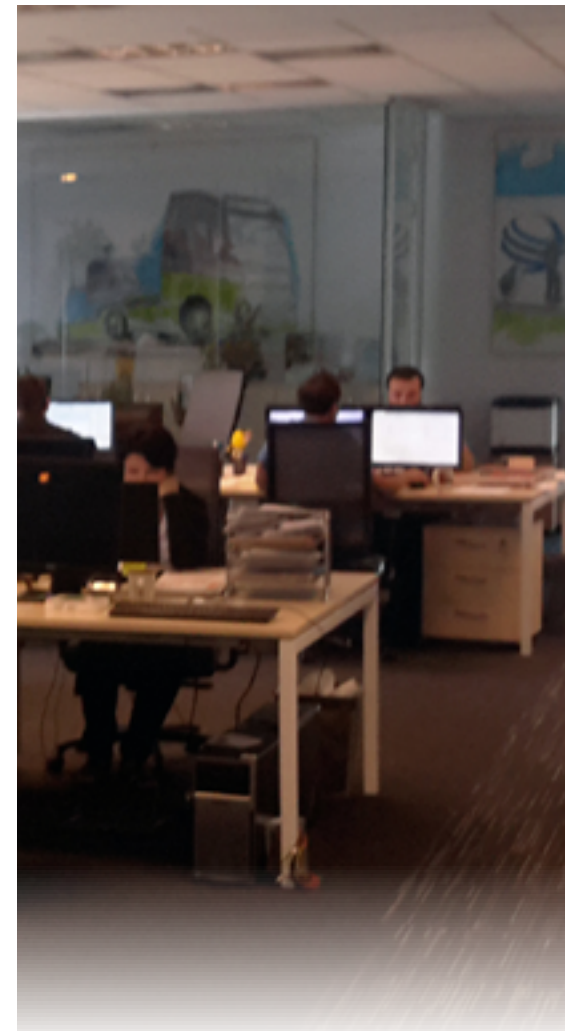
**X2 recently visited X2 member Bosmar Trans' new office in Turkey and met with the Bosmar management & staff. X2 endeavors to build a strong and committed network and drive all the members to work together as a team.**

The visit proved to be insightful as both organizations discussed about the newest opportunities, progress and challenges in the industry.



# X2 Visits IB Cargo in **Romania**

**X2** recently visited X2 Member IB Cargo, headquartered in Romania and met with the IB Cargo, team. The team of IB Cargo, were as warm as they were welcoming of X2 in their offices in Romania. IB Cargo, and X2 shared their thoughts about the new developments and challenges in the industry and as well as the growing opportunities within the group.



# How we fuel opportunities. Made in Romania.

IB Cargo is an independent freight forwarder operating worldwide since 2008. Our business values combine accuracy, creativity, experience, the “can do” culture for offering you the most complete range of services in the market.

We can reach any commercial destination in the world by any means of transport: air, sea, road and for any kind of cargo. Our specialist can tailor the solutions for your most complex transports by combining the appropriate means of transportation for successful multi-modal projects.

The company's multi-lingual team can effectively address all inquiries, offer consultancy and value-added services: door-to-door, warehousing, consolidation, de-consolidation, custom clearance, bill of lading, AWB, CMR, cargo insurance, warehousing.

1.923 Clients	1.124 t Air Freight	17.437m <sup>3</sup> LCL	3.617 TEU
18.862 Truckloads	50 Employees	18,8 mil. USD	34% Increase in turnover



X2 visits IB Cargo In Romania

**More about Romania, CEE, IB Cargo**

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Phone: +4 021 528 13 00  
Fax: +4 021 528 1309

**If you're ever in the neighborhood**

Bucuresti Nord highway, nr. 10, 10/F, Global City Business Park, 021, Room 4, Voluntari, Jud. Ilfov, 077191, Bucuresti, Romania  
Lat: 44.489246  
Long: 26.127339

# Why we're enthusiastic about Romania



And we are enthusiastic, believe us. It has to do a lot with the current business context, with more and more foreign investors coming to Romania, but also with the geo-economical position. Most of the 22 countries of Central and Eastern Europe are currently working hard to reduce gaps in terms of economy and living conditions in relation to Western Europe. This ensures a rapidly growing purchasing power, in comparison to Western Europe's marginally growth.

Europe has no less than 47 key sea freight ports and handles approximately 55 million TEU per year, but most of it goes to North Western Europe, mainly Rotterdam and Hamburg. With approximately 30% of all commodities entering the European Union coming from Central and Eastern Asia, the Port of Constanța has the potential of becoming the main Central and Eastern European gateway for commodities coming from and going to Eastern Asia and the Middle East.

## The story told by the GDPs

The impact on the region's nominal GDP is visible. Most countries have enjoyed significant growth and have started to mature, learning how to cope even with tough moments, such as the most recent recession. In the past four years, Romania's nominal GDP has grown from 168 to 200 billion dollar and a further growth to 215 billion is expected for 2015.

Russia	X	1,024,302	1,904,791	2,005,335	2,079,133	1,857,448
Poland	✓	476,628	624,109	486,687	626,010	644,644
Czech Republic	✓	287,016	227,207	200,791	200,799	200,693
Ukraine	X	136,011	163,307	176,707	176,673	138,661
<b>ROMANIA</b>	✓	<b>147,694</b>	<b>194,113</b>	<b>170,041</b>	<b>191,498</b>	<b>199,967</b>
Hungary	✓	120,525	120,447	120,025	121,424	127,164
Slovakia	✓	88,173	97,621	90,799	97,743	99,671
Belarus	X	55,221	50,725	63,615	71,711	76,139
Croatia	✓	58,611	62,373	58,404	57,849	57,325
Bulgaria	✓	48,782	55,759	51,619	54,517	55,881
Slovenia	✓	48,061	51,209	46,288	48,005	49,506
Lithuania	✓	37,155	43,478	42,818	45,426	48,181
Serbia	X	38,035	46,458	40,749	45,521	43,866
Latvia	✓	24,112	28,493	28,343	30,638	31,171
Estonia	✓	18,529	22,824	22,613	24,888	25,893
Bosnia and Herzegovina	X	16,947	10,110	16,905	17,002	17,977
Albania	X	11,927	12,651	12,345	12,505	13,292
Macedonia	X	9,433	10,859	9,761	10,174	11,342
Moldova	X	5,823	7,003	7,283	7,985	7,944
Russia	X	5,841	8,489	8,563	7,975	7,338
Montenegro	X	4,120	4,511	4,040	4,410	4,402

✓ Part of EU X Non-EU

## CEE's huge automotive hub

Romania's Renault (Dacia) and Ford are not the only big automotive plants in the region, as Poland, Slovakia, the Czech Republic and Hungary have also attracted massive investments in this sector, thus creating an important regional hub. Scania, Volkswagen, Volvo and Fiat are currently employing 190,000 in Poland, while Slovakia is responsible for the manufacturing of approximately 150,000 vehicles per year for Volkswagen, Kia and Peugeot-Citroen. Audi, Suzuki and Opel are the ones manufacturing in Hungary, generating 100,000 jobs in the neighbor country of Romania. As for the Czech Republic, more than 250,000 work in the automotive industry, with brands like Skoda, Kia and Hyundai present.



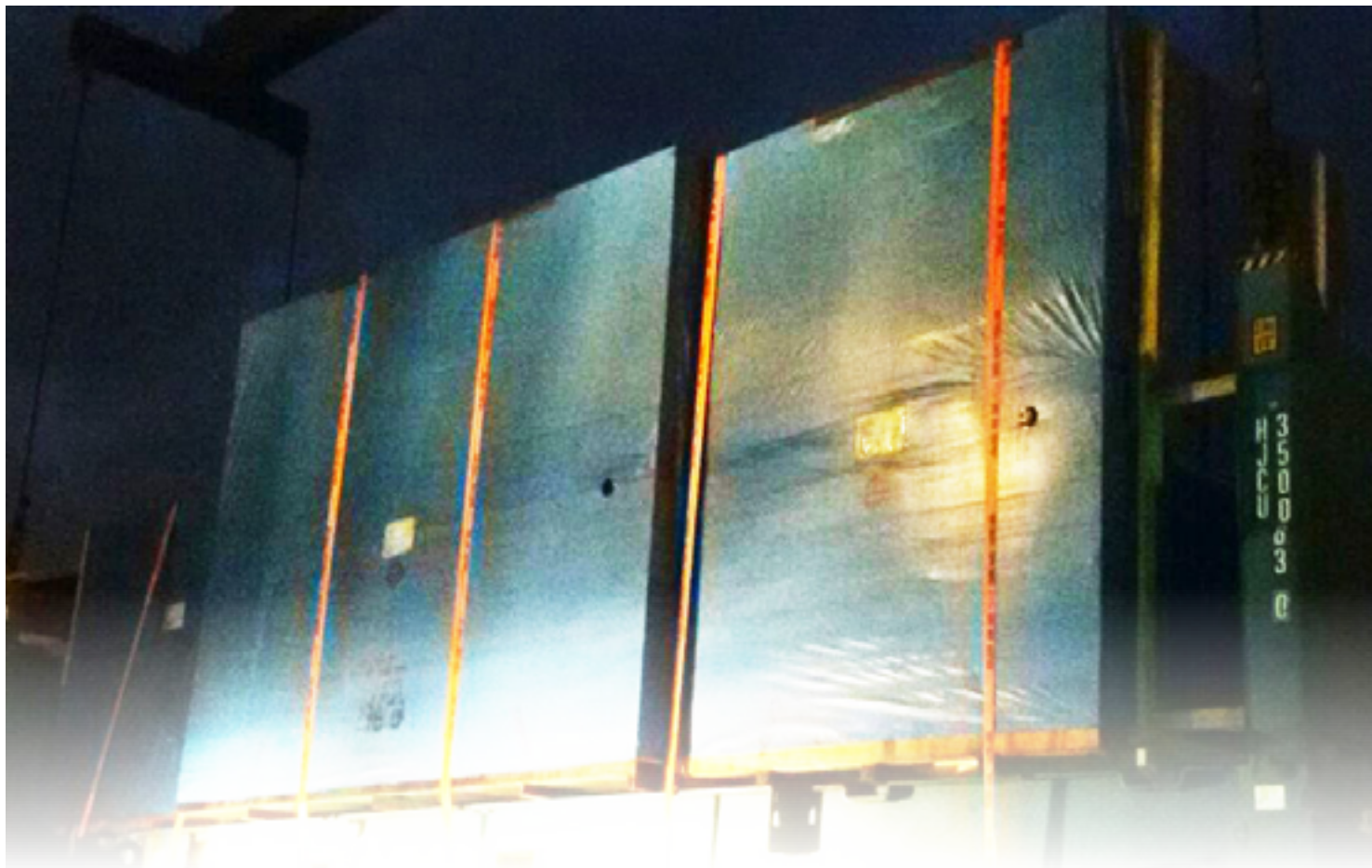
# Tyre Uniformity Machine Sails to India

X2 members, Radius Logistics and Knot Global

**handled their latest shipment of a Tyre Uniformity Machine from Japan to India.**

The shipment was accomplished on behalf of one of the biggest tyre manufacturing companies in India. Radius Logistics arranged for the transport of cargoes from the Japanese Sea port of Yokohama to Nhava Sheva via the South Korean port of Busan.

The cargo transit time which only took 28 days, sailed in July with a weight totaling in at 39 metric tons.



Radius Logistics studied the complete dimensions of the cargo and laid out a plan to transport the loads into containers instead of break bulk due to its immense size.

After acquiring the approval of the client, the entire machine was moved in one 40 ft flatrack container and one 20 ft open top container, with 20 additional standard containers required for accessories.

Extensive surveys and careful selection of routes prior to the move was done. Knot Global arranged for the standing order to the supplier's customs broker to meet the sailing dates and deliver the machine well on time.

The project was a joint effort between X2 members, Radius Logistics in India and Knot Global representing X2 in Japan.



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# X2 Cold Chain Ambassador Visit

**Ron Valkenburg of DL Logistics visited the X2 office in Bangkok, Thailand. During his visit, Ron met with the X2 Network Management and together they discussed the upcoming 2016 X2 Conference.**

Some of the topics discussed were how X2 Cold

Chain members can gain through their attendance and also how the event in 2016 will differ from the 2015 X2 Conference.

Ron was present for the 2015 X2 Conference and had found the event to be unique and something he is looking forward to attending a second year.

Ron and X2 will be in contact with the X2 Cold Chain membership over the coming months to raise awareness about the conference and how X2's boutique events differ from the average networking conference.





## Group of Professional Logistics Networks Visits Time Critical Line in Romania

**Richard Overton, CEO of X2 Group of Professional Logistics Networks recently visited Time Critical Line in Romania. X2 Group met with the Time Critical Line Management and the visit was indeed insightful as both organizations discussed about how the network can grow and further solidify their business relationships and links worldwide.**

Since Time-critical services are being used frequently and it is becoming the mode of

choice for many logistics operations, both networks explored the possibilities of new opportunities for all the members of X2 Critical. In the coming years, X2 Critical members will be more focused on further delivering dedicated customer service with optimum service suites to offer. Each member is expected to bring their individual capabilities to fully service the niche markets of aviation, aerospace and maritime industries.

X2 member Time Critical Line also shared the recent developments and opportunities within their organization.



## X2 Visits Qualitair & Sea International Logistics in Turkey

**Qualitair & Sea International Logistics, a proud member of X2 Critical was recently visited by X2 CEO Richard Overton in Turkey. Both organizations were keen to set strategic objectives to build stronger business relationships towards a solid organization.**

X2 believes that nurturing professional relationship is vital and should always be prioritized. X2 Group also met with the Qualitair & Sea management. The meeting proved to be insightful, maintaining perspectives on what is vital and important within the X2 Critical network. Qualitair & Sea International Logistics is also optimistic for the imminent possibilities stretching within the X2 Critical pipeline.




## X2 Group Visits VIYA Logistics in Turkey

**Offering high value-added logistics services internationally, VIYA Logistics, a global freight forwarder was recently visited by the X2 Group in their headquarters in Turkey.**

X2 CEO Richard Overton had the chance to discuss pertinent matters with the

VIYA Management as X2 Group is rapidly expanding. Both organizations also tackled the possibilities and looming opportunities within the X2 networks as the 3rd Annual X2 Conference is swiftly approaching. The X2 conference in 2016 is expected to gather 300 delegates from over 120 countries worldwide, exploring growth opportunities and building stronger business relationships amongst the

A photograph of two men in an office setting. The man on the left, Ron Valkenburg, is smiling and looking towards the man on the right. The man on the right is wearing a pink shirt and is writing on a notepad with a blue pen. They are sitting at a wooden table with papers and a glass of water. The background shows a window with vertical blinds and a view of a city building.

Announced as the official envoy of the most forward thinking network in the cold chain industry, Ron Valkenburg, Commercial Director of DL Logistics Group in the Netherlands was selected to assume a key role in X2 Cold Chain development as Ambassador of X2 Cold Chain group.

X2 Cold Chain will be prioritizing issues relating to network developments with Valkenburg being the direct voice of X2 Cold Chain as the network continues its growth. This year, X2 Cold Chain is intensifying coordination amongst its members.

The new ambassador underscored the significance of identifying areas that will be prioritized to guarantee that the network members can contest toe to toe with multinational organizations.

## **X2 Group Appoints New X2 Cold Chain Ambassador**

“As the newly selected ambassador of the X2 Cold Chain, I am here to assist members to be excellent in what we do. Expect more developments within the network.

I am also looking forward to see all the X2 Cold Chain members in the upcoming 3rd X2 Annual Conference 2016,” said Ron Valkenburg.

The newly appointed ambassador has signed on to become the official global ambassador of X2 Cold Chain and as part of the role, Valkenburg will be working with the network on a number of global projects.

One of which is the upcoming 3rd Annual X2 Conference in which Valkenburg will be chairing a committee to support the establishment of a longer-term opportunities within the network.

# Net Logistics

## Heading Towards Specialization

Net Critical is a Middle East based network, providing time sensitive delivery services for clinical trials and AOG logistics. At Net Critical, we offer solutions designed for the specific needs of the life sciences and aerospace industries.

Net Critical specializes in cold chain management, handling time-critical transportation, temperature-controlled storage and distribution, specialized packaging, and customs brokerage services.

**Net Logistics, one of the Middle East's fastest growing logistics and freight forwarding networks, has now launched Net Critical to service the AOG and Pharma industries.**

At Net Critical, we are committed to achieving service excellence for our partners, helping them benefit from new technologies and best practices in the transportation industry.



X2 GROUP  
LAUNCHES  
X2 GLOBAL  
MEDIA



# Transglobal Cargo: The Hazardous People

## **Dangerous goods, if not handled correctly can be potentially disastrous.**

This is why only few freight forwarders venture on in this sector while most would rather not tread at all. In order to be an authorized carrier of highly hazardous materials, logistics companies must adhere to an ample number of government procedures and acquire authentic documentations.

Extremely trained in carrying hazardous freight, Trans-

global Cargo, headquartered in South Africa is fully compliant to all the government requirements in handling perilous cargo, classes 1 to 8. In fact, the latest of which was a shipment of 1.3 Class explosives, substances of which can produce a minor blast hazard, transported from Europe to South Africa.

In particular, Transglobal Cargo offers its services as an affluent freight forwarder in handling class 7 sector. Class 7 deals with the trans-

port of radioactive and nuclear materials, items containing radioactive isotopes, medical equipment and other radioactive sources used in irradiating products.

These materials are essential for pioneering research and development in the medical and sustainable energy sectors. Transglobal obtains registrations and valid certificates with various statutory bodies to continue its hazardous logistics operations.

The company needs to comply with all the staff requirements and ensure that their training is valid and current. Additionally, Transglobal Cargo has to keep abreast with the most recent regulations for the movement of hazardous products via sea, air and road. These are only few of the many strict statutory regulations that Transglobal Cargo must abide to.

Ismail Parker of Transglobal Cargo stressed that while the complexity of shipping

hazardous cargo is truly interesting, one can never plan enough. In this industry, things may change in an instant and planning and execution sometimes poles apart. Therefore, it is important for people within the field to have the ability to respond quickly on emergency situations and Transglobal team is apt for it.

“Transglobal Cargo has faced all challenges, weathered the storms and put in the effort to know this business, to understand the

mechanics and to know the client.

**Now, people from other clearing agents, shipping lines, and other shippers contact us for advice, assistance and general inquiries regarding the transportation of hazardous cargo.**

Hence, it is not surprising that we are known in the local arena as “The Hazardous People,” said Ismail Parker, Class 1 Specialist of Transglobal Cargo.



# DURBAN:

## MORE THAN MEETS

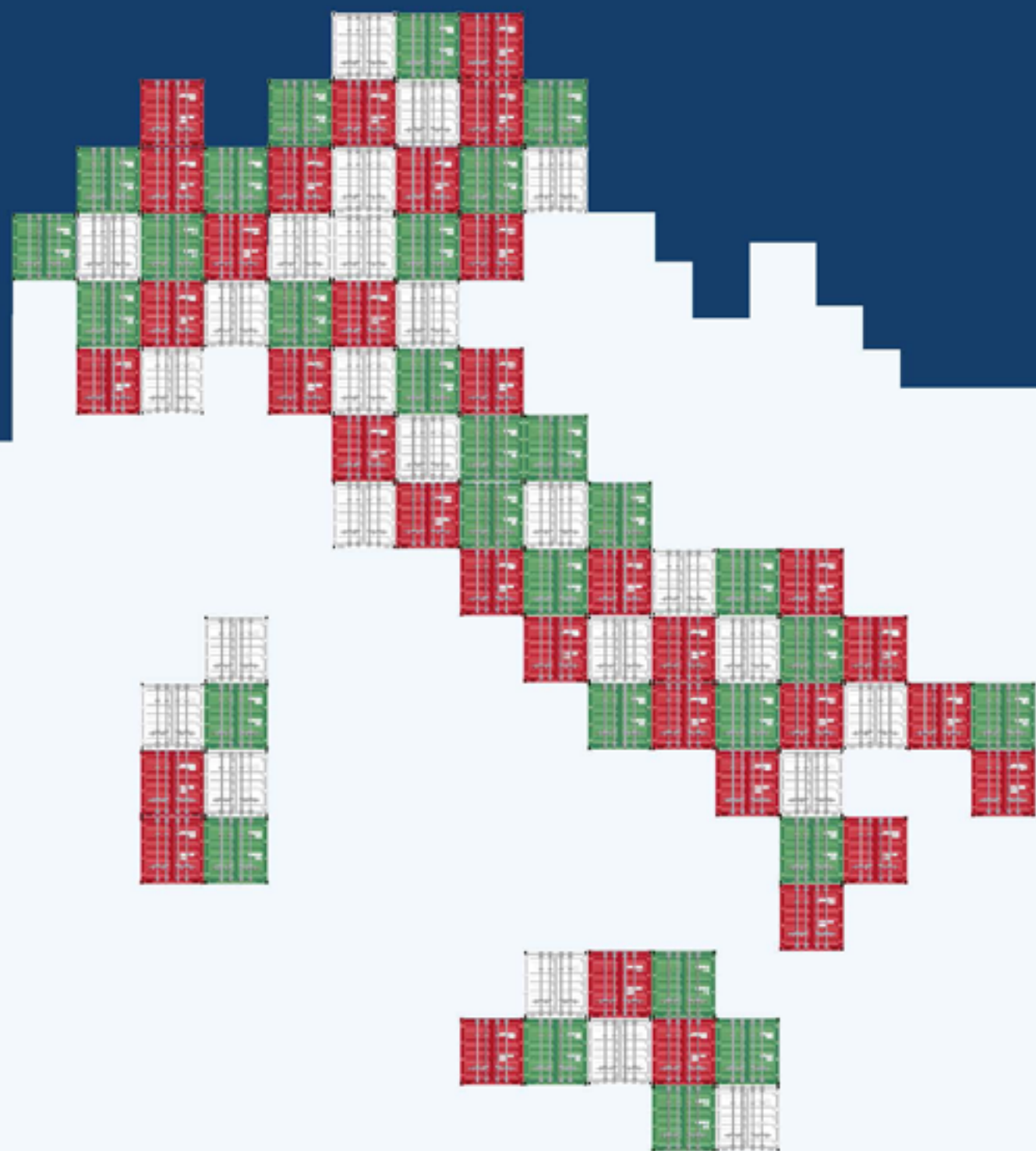
### THE EYE

Stretching for close to 3000 kilometers, the beautiful South African coastline encompasses both the Atlantic and Indian Ocean. Along this coastline are eight strategically placed ports, namely Durban, Richards Bay, East London, Port Elizabeth, Mossel Bay, Cape Town, Saldanha and the under construction Coega. With all of these ports being ideally placed on both sides of the Atlantic and Indian Ocean, South Africa has evolved into a major sea-trading nation over the last four or so decades and in 2002 handled 3.6% of world sea trade by volume.

The majority of the port activity is concentrated on the east coast of South Africa. A stark illustration of this fact is that Durban from a general cargo perspective and Richards Bay from a raw materials perspective together make up 76% of sea trade in the country. In 2014, Durban in particular has seen a steady increase of container traffic, growing 18% in the course of a year alone. With this growth has come an increase in revenue, leading to the country's authorities committing to an ambitious multi-billion dollar project to expand the port. Upon this project's completion, the port would turn it into the largest port in the entire Southern Hemisphere.

The expansion plans will also cater for tourist cruise lines that will make Durban a regular stop in their itineraries. Currently tourist cruise lines entry into Durban's port is limited due to the congestion. Consequently port authorities say this expansion will go a long way to solving this problem. With the youth unemployment rate in South Africa standing at a staggering 51.3%, the municipality is hoping that under the new plans of making the harbor wider, deeper and able to handle four times the number of containers than its current capacity this will provide a much needed boost to the economy and alleviate the youth unemployment problem to a certain extent.

The expansions that would make the Durban port the biggest in the southern hemisphere have not come without its fair share of controversy. With environmental activists saying that extensive works will damage the delicate eco-system of Durban bay, home to several fish nurseries and sand prawns. The South African government's argument is that the port also serves all landlocked countries related to South Africa and with the fact that 90% of Africa's trade is conducted by sea, this project is seen as a vital economic importance of the wider region.



#### WE DELIVER WORLD-WIDE

Thanks to our global network of forwarders, we have been carrying our Italian passion all over the world since 1924.



#### WE SATISFY THE MOST INTRICATE DEMANDS

To fulfilling your needs is our job, no matter how complex they are. We analyze every aspect before planning a confident solution.



#### WE DOUBLE- CHECK EVERY DETAIL

Any route you choose, we take care of every single aspect of the shipment, from the initial loading up to the delivery.



#### WE ALWAYS FIND A SOLUTION

No matter how dangerous the goods are, nor if it is oversize. We will find the right transport to deliver all kinds of goods anywhere.

# AGX Raises Funds in Support for Myanmar Flood Victims

## X2 member AGX Logistics

Wasted no time in launching a financial assistance

campaign to the victims of the recent massive flooding in Myanmar.

The heavy torrential rain which started early in August 2015 left thousands of people in need of immediate assistance. This

has prompted X2 member AGX Logistics to raise a collection of funds to support aid organizations in their efforts to alleviate the rising number of difficulties faced by Burmese due to the widespread flooding across Myanmar.



With donations of relief and funding assistance scaled up, AGX Logistics was able to raise a total sum of USD 6000 for the victims of Myanmar calamity.

AGX Logistics has extended this support making monetary donations to relief foundations and non-

government organizations alike.

Daw Khin Kyi Foundation, Eleven Media Group, Loi Hein Flood Relief Center, Sitagu International Buddhist Academy, Rakhine State Flood Relief Association, Wai Lu Kyaw Foundation and Myanmar Red Cross

Society were among the organizations aided by AGX Logistics.

**The donations were directed to the flood-affected communities and supported the causes of governments for a speedy recovery of the country.**



# M&TM 20 Years in Business Logistics

**M&TM Freight started from scratch in 1995 and within 20 years of premium customer service, the corporation has turned into an international freight forwarding company with several branches across Russia.**

To secure high level operations service, we have built up reliable and faithful relationships with agents and partners worldwide. A new milestone in the development of M&TM Freight is the Relocation/Moving project, a unique set of services directly or indirectly related to the removal and transportation of personal belongings of clients.

One of the advantages of M&TM Freight is our huge experience in handling temporary import cargoes coming to Russia (via Carnet ATA). This year, M&TM Freight has also been successfully providing services to participants of FINA World Championships in Kazan from Australia and UK.

We are proud of our highly trained workforce. With over 5-20 years experience in business logistics, all M&TM operational staff has the right skills and adequate experiences combined with excellent communication skills English! M&MT Freight provides full integrated package of services in freight forwarding:

- Consolidated shipments

- FCL, FTL, LCL
- Shipments by air, railroad
- Over dimension cargo
- GR (dangerous goods)
- Assistance in import/export customs clearance
- Insurance
- Warehousing
- Packing
- Moving, etc.

With warehouses in Russia, Germany and Great Britain, and consolidated warehouses all over the world, M&TM Freight can offer the customers safe storage, packing, order picking, communications, customs clearance, etc. and we guarantee a delivery according to the thoroughly worked out plan without any trouble or force majeure.



# X2 Visits ADD Cargo in Romania

**X2** recently visited X2 Member ADD Cargo, headquartered in Romania and met with the Add Cargo team. The team of ADD Cargo were as warm as they were welcoming of X2 in their offices in Romania. ADD Cargo and X2 shared their thoughts about the new developments and challenges in the industry and as well as the growing opportunities within the group.



# Petrasco Wins Rig Mobilization Contract

## X2 member Petrasco Energy Logistics,

an international freight forwarding company headquartered in Dyce, Aberdeen, settled a contract with drilling and engineering contractor, KCA Deutag to transport the T-45 mobile land drilling rig from Germany towards North Africa.

The complex move which started immediately, involved transporting the 2000 tons unassembled rig from Georgsdorf, Germany to Skikda, Algeria and onwards

Ardrar Region in Southern Algeria.

“The transport of an entire working drilling rig is a demanding project with a complex scope of work but we have handled the task with ease because we are a true logistics partner and are able to work closely on a consultative basis with our clients across all aspects of a move,” said Kevin Buchan, Petrasco Managing Director.

Petrasco’s responsibility covered the coordination of the load out from the

origin point en route for the loading port. Petrasco took certain measures on handling the cargo from the Algerian port for an onward trucking to the remote desert rig site. In addition, the company negotiated and oversaw all the involved port charges, the chartering of a suitable vessel, and

the entire documentation services to include import documentation and customs clearance. “The project was an international operation across multiple terrains. Making sure that it can be achieved accordingly, smoothly, on time and on budget is what we do,” Kevin Buchan concluded.

# Nielsen Freight Expedites Tank Shipment to Norway

Nielsen Freight ApS, head quartered in Copenhagen, Denmark, a global freight forwarder and member of X2 Group, recently administered a shipment of two massive stainless steel tanks en route to Norway.

The tank containers were transported specifically for the production of salmon oil.

The cargo was picked up on August 28 and was delivered after four days of

sea voyage from Denmark. The voyage had an onward itinerary bound for Sweden and finally in Norway.

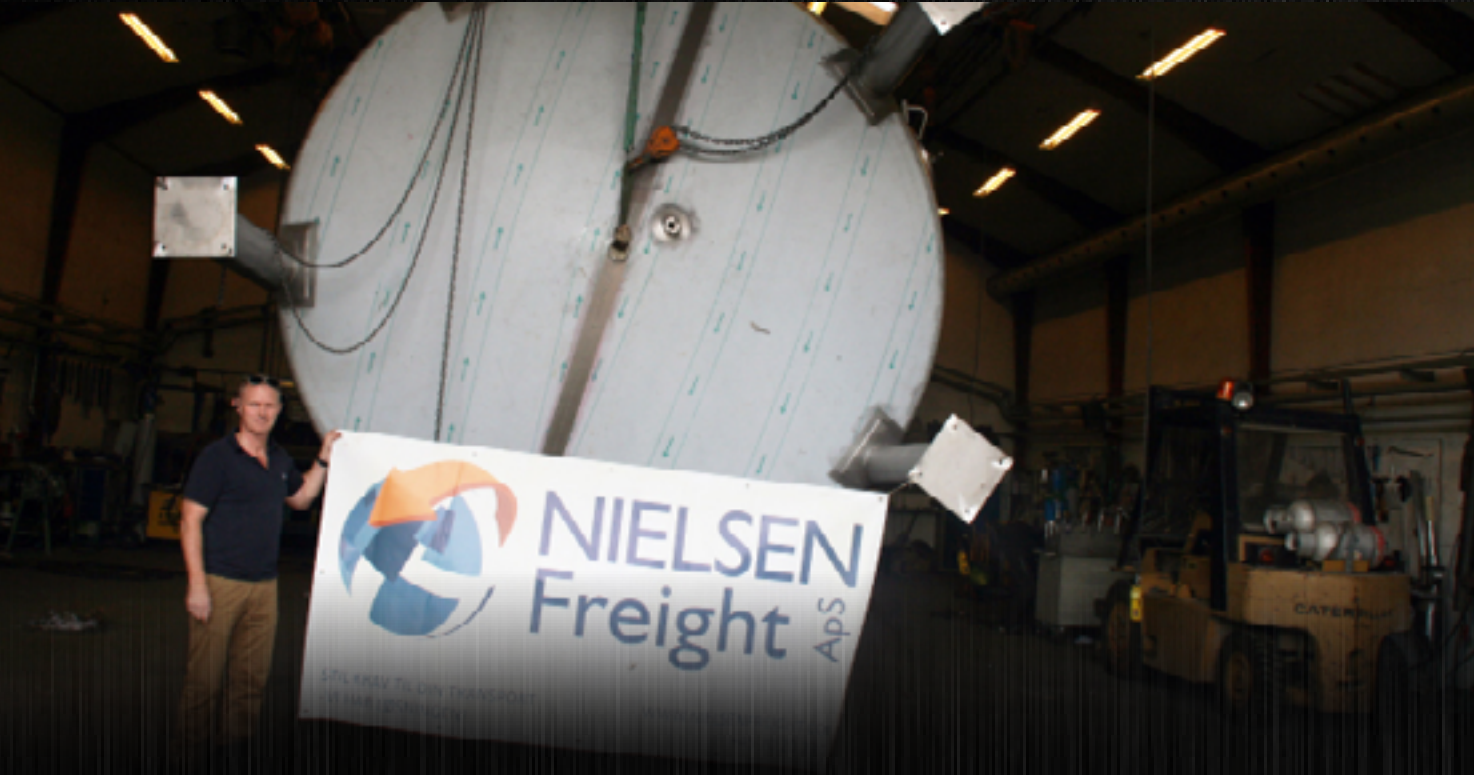
Weighing 6000kg each with the dimensions of 4.6 m x 3.8 m x 3.9 m, the tanks were sailed from Denmark to Sweden and transported by road to Ski, South of Oslo in Abershus County, Norway.

Nielsen Freight's responsibilities covered the multi-modal transportation of the cargo

with loading and unloading facilities at the ready.

Nielsen Freight took certain measures in the selection of the routes and readied the entire documentation including exit clearances and customs.

X2 member Nielsen Freight delivered the cargo successfully as specified by their client in Norway.



## SUSTAINABILITY IN

# THE THRIVING MARKET



**In this world of complex logistics that requires expertise, creative minds to service all markets; Destiny Cargo Nigeria Limited has put in place sustainable solutions tailored to deliver shipments on time.**

Destiny Cargo Nigeria Limited is about serving

the international freight market across the world. In order to successfully serve clients, we communicate effectively as communication is the key and the cost of doing business.

As an International Freight Forwarder, our primary focus is premise on serving clients, providing ex-

pertise, having partners that understand the cost of doing well and as well as taking cognizance of prompt and continuous update to enhance seamless services.

DCNL has the expertise and leading edge which gives her customers the greatest value and service amongst others by combin-

ing local expertise with proven international capabilities.

**We develop the prosperity of a nation along with its protection, even more so with our state of the art warehousing, distribution facilities, unique combination of integrated shipping and logistics; and dedicated quality management system.**

At DCNL, turning companies' logistics challenges into real competitive advantages is something we do well through our integrated flexible logistics solutions that

address the unique, diverse needs of our customers. Directly through our partner companies spans major hubs from all countries thus, providing accurate supply chain solutions focused on quality system throughout. We strive for perfection and always aim to get things right the first time as first impression creates a good brand image to our clients.

Working with other companies as part of a professional platform has linked us with customers who are quality and professionalism driven thus, opening the airwaves to function more efficiently,

effectively and economically. Our strategy is to build valuable relationships with our clients, shareholders, employees and network partners. This is to ensure flexibility while maintaining the international standard of superior quality.

Our thinking edge is the catalyst for our ability to break through the barrier. At Destiny Cargo Nigeria, we are of the philosophy that success is a product of competitive price through a high standard of detailed care and attention to customer's request.





# EAST GLOBAL LOGISTICS KENYA LIMITED AND SIFA INVESTMENTS LIMITED



East Global Logistics (K) Ltd



## East & Central Africa

UN Equipment mobilization to North Eastern Congo

A privately owned company, **Sifa Investments Limited** has been operating since 2008. The Management team of Sifa Investments Limited is an energetic and highly experienced group, with over 30 years of extensive transport and logistics experience.

The company started in 2008 as an off shoot of the Mother company A K Abdulgani Transporters Ltd, with 3 trucks and today has a fleet of 55 trucks and fleet of 20 — 3 and 4 axle low loaders and 3 extensible semi trailers.

The company has invested in its own property on the old Port Reitz road where the main administration building and covered workshop (fully equipped with covered service bays, trailer fabrications, electrical and paint areas) is located, plus has an additional 2 acres parking yard opposite the main office.

**East Global Logistics (K) Limited**, our sister company incorporated in Republic of Kenya and licensed (license no CUS /014097/14) by the Kenya revenue authority to handle clearing and forwarding of all Transit and local cargo. The company has a Transit bond of USD 2 million and is registered with the Kenya international Freight forwarders Association.. The company clears cargo in Transit to Uganda, Rwanda, and North Eastern Congo.- Bukhavu, Beni, Bunia, Juba, Wau, Bor, Nimule - South Sudan.

The company can arrange for documentation and receiving cargo direct ex vessel and ensuring quick vessel turn around at the port of Mombasa. Arrange temporary storage of bagged / project cargo direct ex vessel or ex GBHL, and onward loading to site, arrange and coordinate for required survey/ repacking and reconstitution of damaged bags as per client requirement and preference. Provide dedicated support on all logistics issues and coordinate transportation upto client warehouse with real time tracking of trucks, having in house trucking company enables us to track closely all shipments as all trucks are on GPS.

***“We provide specific tailor made logistical solutions for clients to Final destinations ex Port of Mombasa”***

### UN EQUIPMENT MOBILIZATION TO NORTH EASTERN CONGO



### EXCAVATORS AND CRANES TO NAMOYA MINING SARL, BUKAVU



# Woodland Group Fulfils Customers

Woodland Group, a global freight forwarder headquartered in England has opened a strategic 155,000 sq ft fulfilment centre at its Chelmsford, Essex headquarters and main depot to serve both UK and overseas clients.

The multi-million pound investment has been made to satisfy client demands for Third Party Logistics (3PL) services.

“We invested a seven-figure amount into the new fulfilment centre in response to customers’ demands for 3PL services. We took a clean basic transit shed and spent nine months developing it into a state-of-the-art facility,” said Luke Fermor, Woodland Group Fulfilment Manager.

Woodland now offers a range of fulfilment services at the site including pick and pack, insertions, hand bagging, storage, re-packing, export packing, jacketing and re-jacketing, palletisation, shrink wrapping, magazine packing, product re-work and bar coding.

“Our 3PL fulfilment centre operates as a full back office for our clients who also use our various import services to ship their goods in

from source. We have taken on 28 dedicated staff to operate the facility and to support its growth. Shippers that have taken advantage of our added-value services are based all over the country, as far away as Australia and Hong Kong,” Fermor added.

Fermor stressed that clients can take advantage not only of Woodland Group’s brand new, high-tech facility and innovative IT systems but they can also feed their products and cargo into its first class national and international network for delivery both local and abroad.

“We feel that having all parts of the jigsaw covered in-house, with global import freight services and bespoke fulfilment requirements suited to each customer, we have something very special to offer,” Fermor concluded.

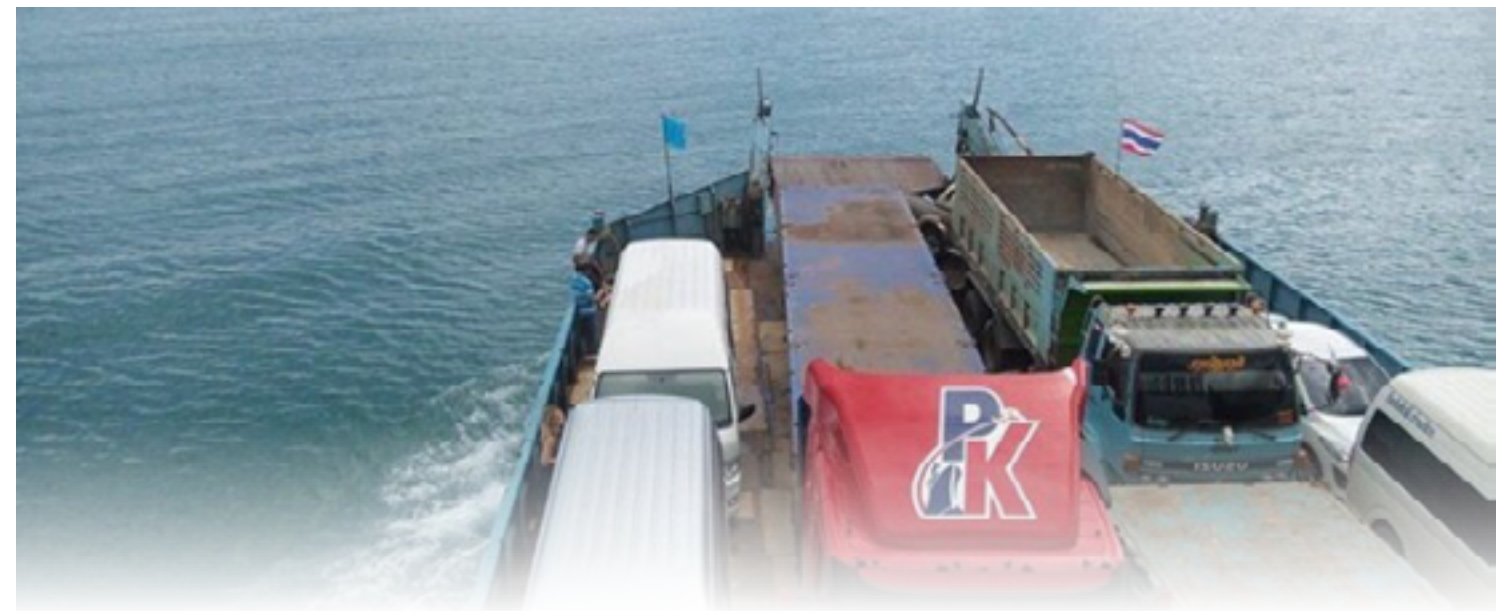


# PK Interfreight Thailand

**PK INTERFREIGHT CO., LTD. is a licensed inland cross border company focusing on the Thai-Laos border as an International Freight Forwarder (NVOCC). The scope of PK Interfreight's focus includes services to Myanmar, Cambodia, Vietnam, Malaysia, and the greater Southeast Asia by road transport.**

Just recently, PK Interfreight Thailand was awarded over handling oversized cargo from Laem Chabang seaport for one of the well-known soft drink brand manufacturers which set up their new factory in Laos.

PK Interfreight Thailand is also the first trailer transporter that reached the top of Koh Chang Island, Trad province in Thailand.





LinkedIn Logistics Partners Pvt Ltd

Your satisfaction is... Our motivation

## Knowledge

Knowledge is one of the core values that drive LinkedIn Logistics Partners Pvt Ltd's (LLP) corporate culture. It is highlighted on the cover of the latest LLP brochure. We have elaborated on some of our other values - 'Commitment' and 'Partnership' (Collaboration) - in earlier issues of X2 Elite.



Knowledge is one of the most valuable repositories of human assets. Most of us acquire it through various levels of education. Others, by virtue of certain inherent qualities, gain it through life's experiences.

Either ways, people with knowledge and talent are invaluable to their organisation and society at

large. Strategic planning requires a strong grasp of theoretical analysis while implementation requires a strong conviction and latent talent.

powers us to make intelligent decisions and come up with effective solutions to problems.

**The power of observation and keenness to understand the requirements help us to constantly improvise on existing practices and develop innovative solutions for greater and better results.**

It gives us the ability to make a resourceful and sustainable contribution for larger satisfaction and happiness, to others, in what we

At LLP, we strongly believe in the power of knowledge - to create a meaningful growth trajectory by unraveling any bottlenecks in operations and removing hindrances - for better services and higher levels of satisfaction to our clients.

We encourage and advocate free thinking - sharing and learning - in our management and staff... to consistently maintain the highest level of quality in our offerings. Because we believe we can overcome any adversities by using mental prowess.

# Trucking Industry Drives Growth to US Economy

**The** trucking industry is sending US unemployment rate down to 5.3%, authorities claimed. According to the Bureau of Labor Statistics, the trucking industry has opened a great deal of opportunities to the community as it unwrapped more than 17,100 jobs in June.

In a broad perspective, the increase showed that the U.S. economy added 223,000 jobs, improving the overall employment statistics in the country.

Among the solid contributors were retailers which added more than 33,000 jobs from May to June. The warehouse and storage industry

also contributed firmly adding 2,800 jobs as of May forecast. The manufacturing industry's growth added 4,000 jobs.

Water transportation was the lone logistics-related sector which showed a tepid and weak employment rate with only 2,400 jobs contracted in the previous years.

The American trucking industry expects a major growth by 2020. This forecast was completed by the American Trucking Association (ATA) which suggested a growth in the industry's revenue by 66%.

# Logistics and Transportation

Logistics is the thorough management of a multifaceted operation which involved a lot of individuals, services, facilities and/or supplies. It organizes the flow of products from the point of origin to the final point of conveyance. In order to meet the specific demands of clients, Logistics is integrated with a detailed and continuous information flow to minimize risks and maximize efficiency in every operation.

While logistics involved the management of product shipment, transportation takes care of the efficient movement of merchandises and/or people via sea, air, and rail or road mode.

Logistics and transportation have become fundamental on how industries operate nowadays. Here are few facts about logistics and transportation.

- Logistics and transportation industry is one of the largest industries in the world. The industry is made up of 6 different sectors namely, road, storage, rail, aviation, maritime and warehouse.
- The world's biggest ship can comfortably carry the Eiffel tower and an airbus in it.
- Nearly 70% of the US' annual freight transport economy depends on truck transference.
- The most shipped items/ products are clothes, food, electronics and furniture.
- The transportation industry is the fastest growing sector in the economy. The industry increases by 7% every year since 2011.
- The air freight has a global value of over \$70 billion.
- The road freight has a global value of over \$2 trillion.
- The sea freight has a global value of over \$54 billion.



# E-Commerce:

## The Latest Big Driver of Change in Logistics

**Reports show that E-commerce industry is driving growth opportunities in the logistics sector. Experts projected that by 2030, the e-commerce industry will boom to \$300 billion, driving a massive logistical growth as key players within the business begin to associate e-commerce in their trades.**

E-commerce comes into two dimensions, business-to-business or more commonly known as B2B and business-to-consumer, otherwise known as B2C. B2B is a business model focused on selling products and services to other businesses while B2C is the direct process of business transaction between a company and the consumer.

Both models have distinct advantages to logistics as it changed the traditional ways of supply chain processes. Formerly, the logistics of a product starts with the producer. Merchandises

are transferred to distribution centers then go along a string of retailers and finally, to the consumers.

Conversely, e-commerce has immensely changed this process as products are being shipped per consumer's order, usually two to five boxes maximum and are expected to arrive directly to the purchaser within 24 to 48 hour time frame.

In the traditional supply chain, consumers are restricted to the availability of goods in the market. Therefore, the consumer's behavior is partially determined by the range of available products.

E-commerce is now considered the latest big driver of change in logistics. Inevitably, it has demanded new systems and mechanisms in the industry. As e-commerce booms alongside logistics, the need for flexibility will certainly be paramount in the coming years.

# Asia Cold Chain Show 2015 Examines Growth Opportunities in

## Asian Region



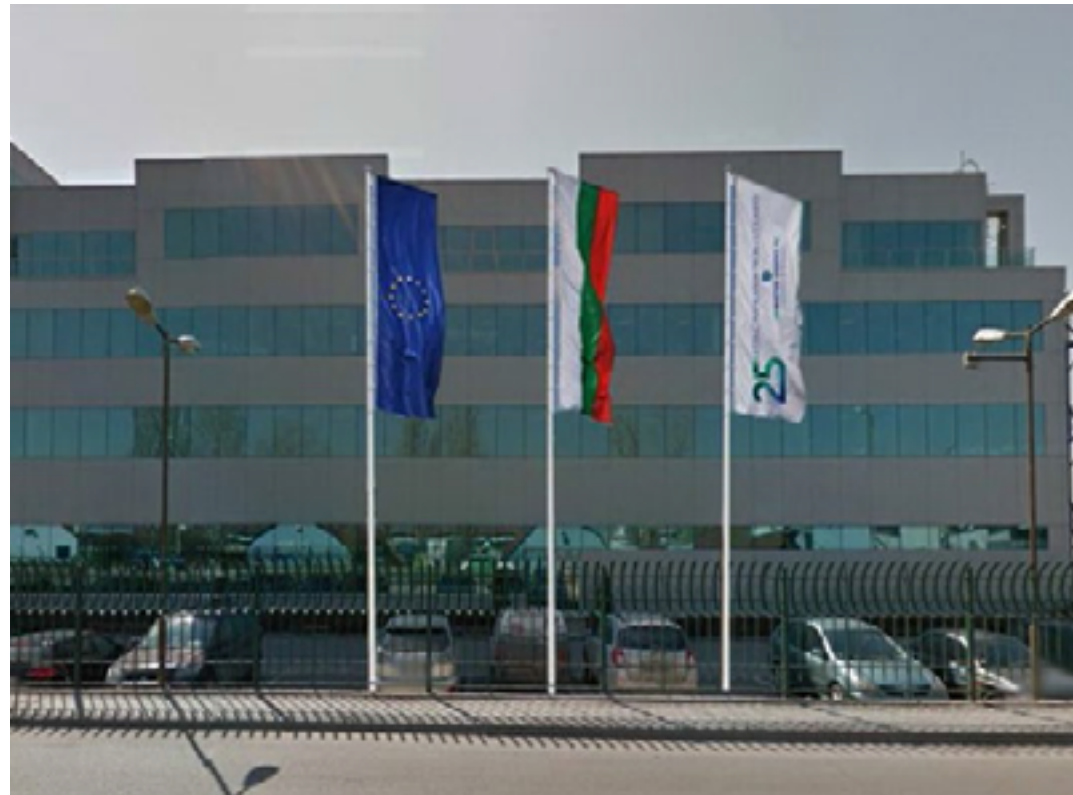
**Given the multitude of problems faced by the experts in the cold chain industry, decision makers, specialists and big users of Cold Logistics & Cold Storages have gathered to explore the growth opportunities of cold chain businesses specifically, across ASEAN region.**

Asia Cold Chain Show 2015 was initiated to bring together all the key stakeholders of cold logistics industry at one platform. The trade show opened opportunity for all Cold Chain professionals including the X2 Cold Chain

members to exhibit full cold chain facilities. The three-day event successfully gathered 100 brands from 12 countries, providing a showground for cold chain specialists to exhibit their latest technologies and solutions in the cold chain field. Leading logistics providers and delegates from over 30 countries visited and showed full cold chain supply chain competencies, including the members of X2 Cold Chain.

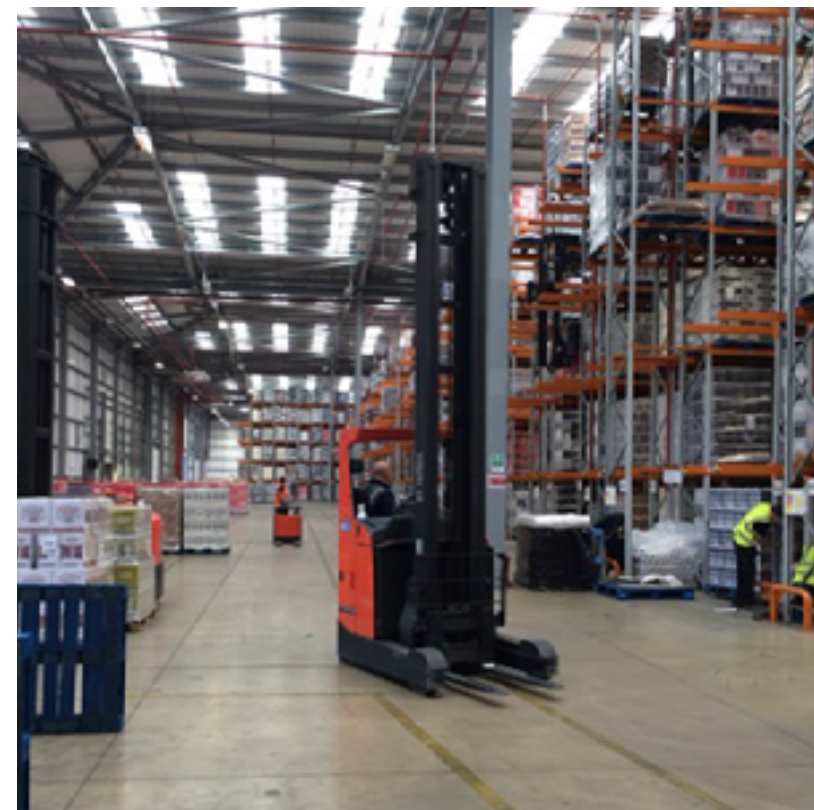
Akash Goyal of Manch Communications, organizer of the event invited X2 CEO, Richard Overton together

with the X2 Cold Chain members. The show, which embarked upon supply chain integrity and secured cold chain management issue was divided into three key segments namely, cold storage, cold transport and cold supply chain. Attended by a wide spectrum of industries such as Agro & Agriculture, Fisheries, Dairy, Shipping, Transport & Logistics, Horticulture, Pharmaceutical and Seafood, Asia Cold Chain Show 2015 proved to be well-attended and insightful across the cold chain and temperature controlled logistics sector.



In addition to their 25th Anniversary, Unimasters was also awarded as Bulgaria's SuperBrand Award for 2015/2016, denoting brand excellence for companies in Bulgaria.

In the face of achievement and success, Unimasters is striving and pushing for more in the upcoming years. As part of their landmark vision for 2025, Unimasters proudly expounds, "We are Game Changers. We think differently. Our striving to become the Next-Generation logistics enterprise is supported by continuous innovation and insatiable passion for intelligent work. It's part of our corporate DNA!" X2 is proud to have members like Unimasters and is looking forward for further developments with years ahead for X2 and Unimasters.



## 25 YEARS GETTING INSPIRATION FROM CUSTOMERS

UNIMASTERS LOGISTICS PLC  
COMMITMENT TO EXCELLENCE

Recently, Richard Overton had the unique opportunity of traveling through Europe to visit Sofia, Bulgaria to meet with Nikolai Bozhilov, the Executive Chairman of Unimasters Logistics PLC. Together with the Unimasters Team, Richard and Nikolai discussed developments within the industry as well as the X2 Group membership, Unimaster's fulfillment and distribution center in Bulgaria, and their most recent achievements.



Unimasters just celebrated their 25th Anniversary as one of the top logistics providers in Bulgaria. May 22, 2015 marked their 25th year since Unimasters Logistics entered the fascinating world of logistics projects and intriguing business challenges.

The Executive Chairman Nikolai Bozhilov, commenting on the active years of Unimasters said, "Unimasters turned from a company with a strong hierarchical structure into a company from new generation, based on shared values, where proactiveness, entrepreneurship and horizontal structure led to quick and effective solutions that resulted in great customer experiences."

# TRANSCONTINENTAL SHIPPING SERVICES CO



LEADING FREIGHT FORWARDING COMPANY IN KUWAIT



FREIGHT FORWARDING



PACKING & REMOVALS



PROJECTS CARGO



EXHIBITIONS-EVENTS & FAIRS



LOGISTICS SOLUTIONS



WAREHOUSING & DISTRIBUTIONS



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## Published In...

*X2 and its members appear in a number of heavily circulated and respected publications.*

### • Breakbulk

- X2 Member Transconsult Moves Concrete Plant to Russia
- X2 Member Mercury Logistics Takes delivery of Container Tanks Bound for Vietnam
- Tyre Uniformity Machine Sails to India

### Heavylift and Project Forwarding International

- X2 Member Transconsult Moves Concrete Plant to Russia
- Nielsen Freight Expedites Tank Shipment to Norway
- Tyre Uniformity Machine Sails to India
- X2 Group to Host its 3rd X2 Annual Conference 2016

### Ostrava/ Newsfeed

- X2 Member Transconsult Moves Concrete Plant to Russia

### Petersburg.Webcam

- X2 Member Transconsult Moves Concrete Plant to Russia

### Arkhangelsk.trade

- X2 Member Transconsult Moves Concrete Plant to Russia

## American Journal of Transportation

- X2 Member Mercury Logistics Takes delivery of Container Tanks Bound for Vietnam
- Asia Cold Chain Show Examines Growth Opportunities in ASEAN Region
- Tyre Uniformity Machine Sails To India

### Heavylift News

- X2 Member Mercury Logistics Takes delivery of Container Tanks Bound for Vietnam
- Petrasco Wins Rig Mobilization Contract
- X2 Group to Host its 3rd X2 Annual Conference 2016

### Cargo Business News

- Tyre Uniformity Machine Sails to India

### The Shipping Tribune

- X2 Group Appoint New X2 Cold Chain Ambassador

### Rediff Labs

- X2 Group Appoint New X2 Cold Chain Ambassador

### The Loadstar

Booking Opens for X2 Conference 2016

### Global Logistics Media

- Asia Cold Chain Show Examines Growth Opportunities in ASEAN Region





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