

## THE IMPORTANCE OF CARRIER RELATIONSHIPS

FRESH THREAT TO US  
FOOD EXPORTS: **CHINA**  
**COVID INSPECTIONS**

HOW **AI** IS KEEPING  
TIME-CRITICAL SHIPMENTS  
ON TRACK

HOW **ROBOTICS**  
PROTECT HUMAN WORKERS  
FROM FREEZING TEMPERATURES



**NETWORK  
MOVES & NEWS**

**YOUR FACEBOOK  
BUSINESS PAGE AND THE  
POSITIVE EFFECT IT BRINGS**



**Richard Overton**

CEO of X2 Logistics Networks

A MESSAGE FROM RICHARD

Dear X2 Colleagues,

Welcome to our latest edition of X2's Q3 2020 XTRA, the X2 Network Newsletter.

During this time I am still in the UK with my family, and the membership team is still in Thailand, the majority of them still away from their native soil, but happy in Thailand continuing to serve you.

The team works hard striving to ensure you are served well in a professional manner, responding promptly to your requests for information and providing a network for daily communication between members which has contributed towards creating an ever-increasing community within the network. Something which has further strengthened the bonds between us all is the battle we are all fighting against the Covid 19 virus which initially knocked everybody sideways. Thanks to determination and a kindred spirit we have all risen as one to fight this dreadful, invisible enemy. At this time we see colleagues under siege from the Pandemic, with our friends from all countries globally. But we see strength and passion through your work.

Our thoughts and support go out to all our member's families and staff and all other employees making sure that the supply chains do not grind to an ignominious halt. Many businesses are seeing something of a downturn and many seeing opportunities in volume, but we are determined to work hard to assist you all by bringing in new members and growing the interaction between members creating new business opportunities globally. Our industry never ceases to be challenging, sometimes tough, but always interesting, bringing companies together and growing business relationships. To assist you all better with our internal resources we are restructuring the team and their functions to better support you with dedicated network management that we hope enhances your experience and with better focus on your specific network needs. The team are dedicated to you and to help you with your network enquiries and respond faster in order for you to hopefully operate with your network with more support and direction. As I have said before, the Newsletter is provided as

## Keep in touch...

✉ [richard@x2group.com](mailto:richard@x2group.com)

in [linkedin.com/in/richard-overton](https://www.linkedin.com/in/richard-overton)

a value added extra to your membership and its main purpose is to keep membership up to date with what is happening in the network, the world outside and we want you to play a big part in its production. As I have already asked you, we would appreciate receiving contributions written by you, the members, and we would like to hear from you submitting articles of interest. Please send all editorial to [memberships@x2logisticsnetworks.com](mailto:memberships@x2logisticsnetworks.com).

Please do keep the exchanges of information and friendly messages going on WhatsApp Chat. They make for great reading. I would like to close by hoping that you, your colleagues, families and loved ones remain safe. In the meantime, please stay out of trouble, keep your distance and always wear your mask if you go outside. And just one more thing! Don't ever lose your sense of humor! We all need to maintain it in order to keep our sanity!

Take care everyone and #X2strongertogether

Sincerely

Richard

Brought to you by



**Global Media**

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# How to be Financially Protected by X2 Network!



We provide Financial Protection for every X2 member. In order to be financially protected, you have to upload the invoice in our FPS system.

Follow these 3 easy steps:

1. Login to your dashboard on your X2 Network website
2. From the left menubar open the Financial Protection System
3. Click "Enter Invoice" button and fill out the form

Now your shipment is financially protected!



Welcome

John Doe

Dashboard

Company Profile

Member Search

Member Expiry

Documents

Financial Protection System **2.**

Overdue Invoice Rankings

Temporarily Removed from FPS

Resolution Center

Hall of Shame

Departed Members

Announcements

News Submission

X2 Pay

0 Paid Invoices   0 Outstanding Invoices   0 Overdue Invoices   Paid Invoice   Delete Invoice

My Invoices   Owed Invoices   Guidelines   **3.** Enter Invoice

Invoice No.

Invoice Issued to

Issue Date \* 2020-01-31

Due Date \* 2020-01-31

Currency    Amount Due

X2 PAY



# FIGHT FRAUD WITH X2 PAY

## Smart Freight Forwarders Working Together Under One Financial Umbrella



If you are not looking for a way to eradicate the risk of fraud from your business and save money at the same time, then we suggest you stop reading this now...

### For all those intrigued logistics professionals, we give you X2 Pay!

A simple member to member payment system that has never heard of a bank fee, does not discriminate between nationalities, has no hidden charges, and offers immediate payment in real time.

...And did we mention it mitigates all risk of fraudulent email attack against your business.



The future is safer and cheaper  
The future is X2 Pay

X2 PAY



## Braanker Logistics puts in service the brand new Mercedes-Benz Actros 5 SLT

Our X2 Elite and X2 Asia Global member Braanker Logistics in Netherlands puts in service brand new Mercedes-Benz Actros 5 SLT Heavy transport tractor.

This 2019 model has 630 HP / 3000 Nm It is suitable for a total of 180,000 kg transportation.

Unique Turbo Retarder Clutch delivers particularly high power for precise, wear-free pulling away while also enabling manoeuvrings at low revs and the full torque of up to 3000 Nm for as long as is necessary.



Gigaspace cabin - the largest and most comfortable in the Actros line-up - is ideally suited to the space requirements of two-person crews.

Mirror cameras instead of mirrors, which greatly contributes to better visibility and more safety.

This tractor will be used in combination with a variety of (semi) low-loaders for exceptional and heavy transport throughout Europe.

## Grupo TCI trucks in challenging weather conditions

We've got a thrilling video from our X2 Projects & X2 Asia Global member Grupo TCI. Their Multimodal Service team went from Peru to Argentina via Chile. This is a video of the import in the International Step of Christ the Redeemer between Chile and Argentina, in the Andes.



As you can see in the video the weather conditions were quite challenging but professional driver managed to beat the challenges.



## BIG Projects in Hands of Shanghai Flowlink

Our member in China Shanghai Flowlink Supply Chain Management has been actively involved in handling some wind power and manufacturing machinery orders. These shipments are weekly and monthly shipments arranged under OOG container/general container and Ro/Ro service; focusing on the wind and industry equipment. They have been working on this for many years, which with the experience gained, has been helping them to design shipping solutions under competitive ocean fee with their own ocean contract, reliable container loading and lashing services.

The Shanghai Flowlink Team can support as well with their local warehouses. Below some information on their current shipments handled to Germany, Denmark, Turkey & the UK!

- 1) Shanghai - Cuxhaven, 27472 (Bearing shipments) C/Siemens /Gamesa
- 2) Shanghai - Rostock, Germany (Rotor Hub) C/Eno Energy
- 3) Shanghai - Stonehill, UK C/G2 Energy
- 4) Shanghai - Brande /Rinkbing, Denmark C/Vestas
- 5) Shanghai /Shenzhen - world wide port lots of Sany excavator /reach stacker orders
- 6) Kuwait /Dubai /Turkey - Buenaventura (Sany second hand equipment logistics)



Contact the team anytime!  
[www.x2projects.com/member\\_profile?id=11074](http://www.x2projects.com/member_profile?id=11074)

## Knot Global opens Branch in Narita, Japan

Our founding member in Japan, Knot Global Holdings just published their branch opening in Narita, Japan! Please see below their announcement:

“We are pleased to announce that the Narita Branch will be opened on Monday, July 6th and will begin all operations.

We will make further efforts in providing even better service.

Thank you for your continued support.

Sincerely yours,  
Holdings Co., Ltd.  
C.E.O,  
Takamitsu Matsuzawa



Narita Branch Manager,  
Kazuhiro Iwakiri”

See Original Announcement here: [https://www.knot-global-hd.com/assets/pdf/20200701\\_topics\\_en.pdf](https://www.knot-global-hd.com/assets/pdf/20200701_topics_en.pdf)

We are very happy to see their company’s expansion; this is one of the results of the hard work that Takamitsu Matsuzawa and the Knot Global Team have been doing through the years. Congratulations Kazuhiro Iwakiri, who is now managing the branch and to all the staff in the new office! All the best to Knot Global Holdings!

Visit their X2 profile:  
[www.x2projects.com/member\\_profile?id=10450](http://www.x2projects.com/member_profile?id=10450)  
[www.x2elite.com/member\\_profile?id=10450](http://www.x2elite.com/member_profile?id=10450)

## Bleckmann partners with Masks for Belgium

We are proud to share the good news - our X2 Asia Global member Bleckmann has been selected by Masks for Belgium as their logistics partner, handling deliveries of face masks to their B2B and e-commerce customers.

Congratulations!

Read more here:  
[www.bleckmann.com/en/masks-for-belgium-selects-bleckmann-as-its-logistics-business-partner/](http://www.bleckmann.com/en/masks-for-belgium-selects-bleckmann-as-its-logistics-business-partner/)

See Bleckmann X2 profile:  
[www.x2asiaglobal.com/member\\_profile?id=11258](http://www.x2asiaglobal.com/member_profile?id=11258)



## Magnum Cargo celebrates 17 years of being a member of IATA

Our member, Magnum Cargo celebrates 17 successful years of their IATA membership! They are thrilled about their success and how much they’ve accomplished through the years; always looking for what the exciting future will bring to them. They are so thankful to all their X2 network partners for their support given to them.

COVID-19 pandemic situation around the world has caused severe social and economical impact. While everyone’s lives are at risk, so is the business. Magnum Cargo, even under the current pandemic situation has managed to successfully perform in the business. They have been handling large volumes of Pharmaceutical and “Time and Temperature“ sensitive critical shipments for their regular customers.

They also have been successful in handling few part charters globally. Magnum Cargo was part of the Philippine Airlines charter mission for medical cargo which was also for World Health Organization (WHO).

Magnum Cargo is well prepared for current and extreme situation when COVID-19 vaccines come out. They have IATA- CEIV trained and certified team to deal with all sorts of customer requirements.

They are open for communication and assistance to the network partners in developing and growing their business.

Get in contact with the team!  
[www.x2elite.com/member\\_profile?id=10510](http://www.x2elite.com/member_profile?id=10510)



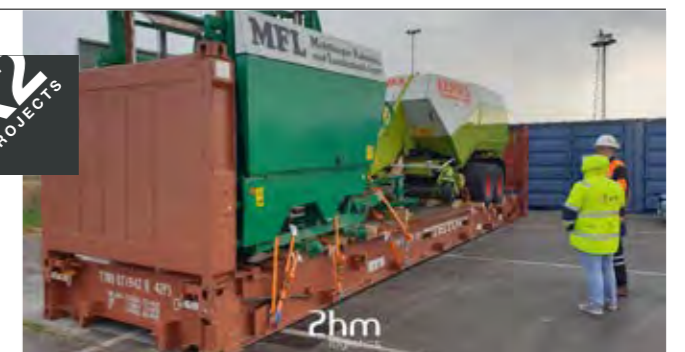
## 2HM Logistics ships Farming Machinery

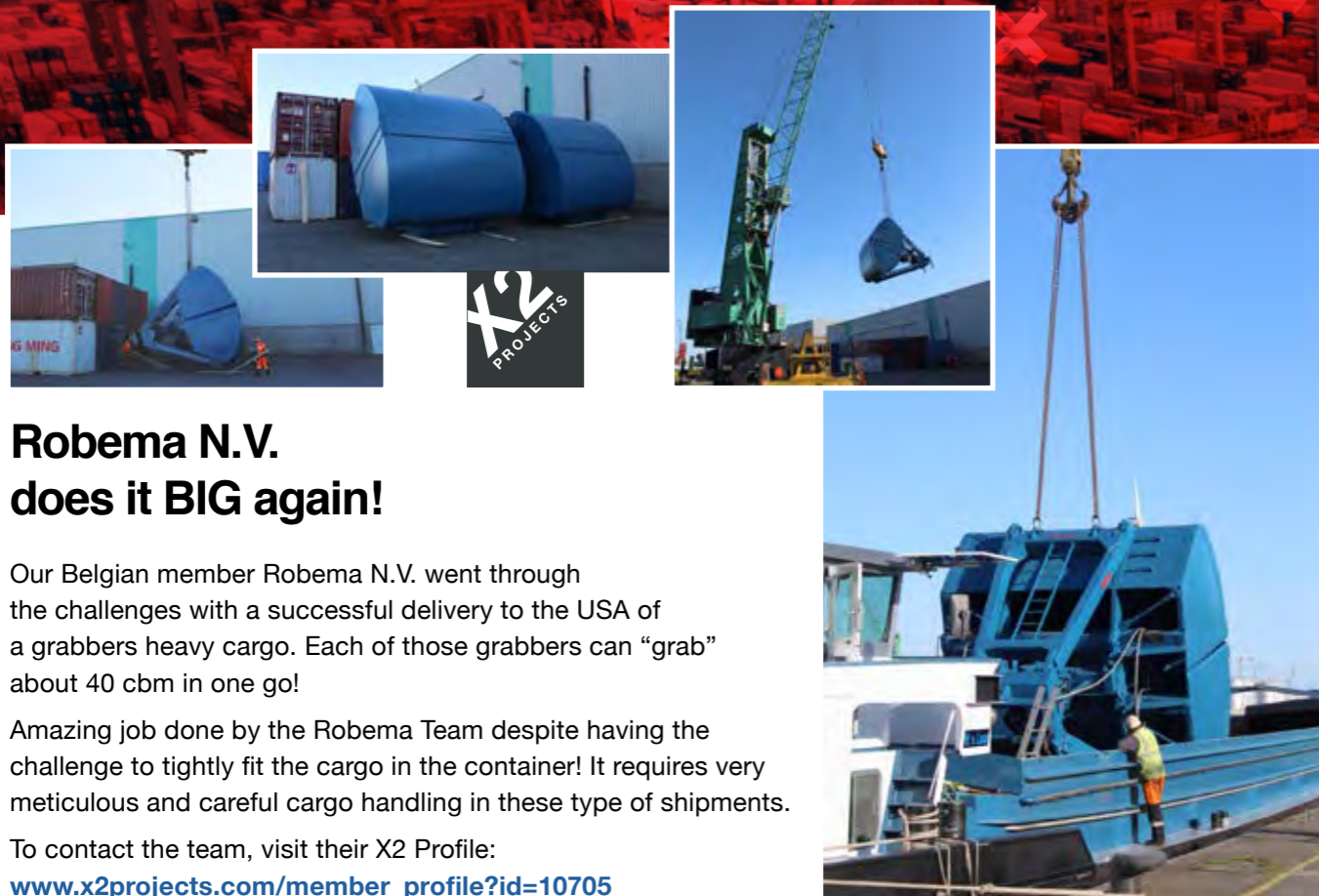
Our Member in Slovenia 2hm Logistics recently managed successful oversize cargo.

Their Project Cargo Team transported a nice shipment of used farming equipment from Germany to Lebanon.

Shipment was sent through Port of Koper (Luka Koper) where stuffing and lashing of cargo on Flat Rack container was performed.

Learn more about 2hm Logistics, visit their X2 profile:  
[www.x2projects.com/member\\_profile?id=11343](http://www.x2projects.com/member_profile?id=11343)



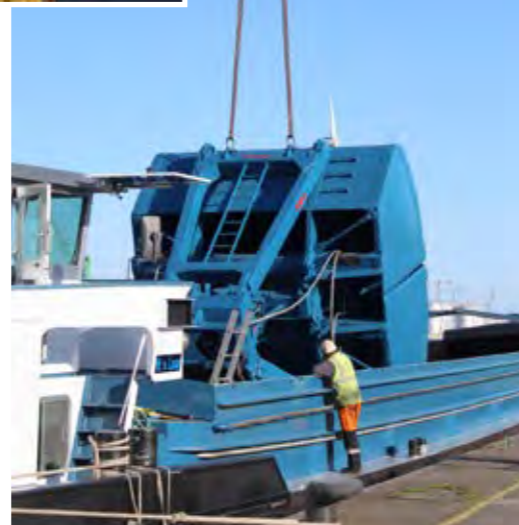


## Robema N.V. does it BIG again!

Our Belgian member Robema N.V. went through the challenges with a successful delivery to the USA of a grabbers heavy cargo. Each of those grabbers can “grab” about 40 cbm in one go!

Amazing job done by the Robema Team despite having the challenge to tightly fit the cargo in the container! It requires very meticulous and careful cargo handling in these type of shipments.

To contact the team, visit their X2 Profile:  
[www.x2projects.com/member\\_profile?id=10705](http://www.x2projects.com/member_profile?id=10705)



## Vertex Express Successful Handling of Commercial Airplane Engine

Vertex Express, our X2 Premier member in Egypt, shared with us their newest project successfully completed. They exported an engine PW4000-94 on the stand DG/ Class 3. UN 3528 up to Sharja/U.A.E.

The team dedicated strong efforts during the process of handling this cargo. Vertex Express is always keen to act with the highest standard of professionalism, timing, costing & satisfying customer through professional and tailor made services.



Their excellent services always meet accuracy when dealing with multiple tasks & critical times.

Contact Vertex Team in Egypt:  
[www.x2elite.com/member\\_profile?id=10818](http://www.x2elite.com/member_profile?id=10818)

## SATT Shipping & Logistics started July successfully

SATT Shipping & Logistics, our fresh X2 Member from Malaysia, started the month of July with the right foot!

During the 1st week of July, the team loaded from Port Klang, Malaysia to Busan, South Korea.

The shipment details are as follows:

3x40’OT(ING) + 1x40’FR(OW) + 2 units of bulk (Heavylift) L25 x W2.6 x H3.6 (m) @ 33 tons.

Congratulations SATT Team for this fantastic shipment successfully loaded!

Don’t forget to visit their members’ profile:  
[www.x2asiaglobal.com/member\\_profile?id=11484](http://www.x2asiaglobal.com/member_profile?id=11484)



## LogisTurk completed another Out of Gauge Cargo stuffing

Your Cargo may fit in standard containers but may be so Large and/or Heavy that special equipment is needed to handle the weight. LogisTurk can source Flat Racks or Open Top containers in both 20’ and 40’ sizes to load your OOG cargos. LogisTurk also offer you inland & destination carriage services, Lashing services and Depot Stuffing services.

Get in contact with their Project Cargo Team now to explore more:  
[www.x2projects.com/member\\_profile?id=11211](http://www.x2projects.com/member_profile?id=11211)





## AGX Logistics Never Stops!

AGX Team manage to handle the 6th shipment of PPE air charter to the NHS UK. The cargo was of 60 Tons over 500 Tons. The team spirit is visible as they enjoyed working together with the operations teams on the floor through the entire process.

Great to see the contribution AGX Team is doing during these challenging times we are all facing Worldwide!



## Shiftco Celebrates their 6th Anniversary!

Our proactive X2 Projects & X2 Asia Global member Shiftco celebrates its 6th Anniversary.

In 2018 they've been bestowed as the fastest growing logistics company in India!

Congratulations to Shiftco Team for the great achievements through these years!

To get touch with them visit their members profile:

[www.x2projects.com/member\\_profile?id=11093](http://www.x2projects.com/member_profile?id=11093)

[www.x2asiaglobal.com/member\\_profile?id=11039](http://www.x2asiaglobal.com/member_profile?id=11039)

**X2**  
PROJECTS

**X2**  
ASIA GLOBAL

**Network News**



## Keeping Tequila “cool” with Thermal Blankets

MLTi Logistics helps the national tequila market's exports by providing added value solutions which contribute to a better delivery of the product to its destination. This is our first Mexico - East Europe shipment of bottled tequila following export quality standards.

Thermal blankets were installed per pallet to regulate the temperature impact of the different climates on the product through all the voyage from Mexico to Latvia. This way, temperatures ranging 15° to 25° were maintained inside the blankets, avoiding drastic temperature changes and maintaining the original and well-sought flavor of tequila.



The use of these mighty blankets just saved our client around 300% compared to what the use of a Reefer container would have costed. Besides, they are eco-friendly as they are reusable and do not use any form of active energy!

Feel free to contact MLTi team, they're always happy to help!

[www.x2projects.com/member\\_profile?id=10919](http://www.x2projects.com/member_profile?id=10919)

## EAS International success with critical 6000 kilo door to door delivery

Our X2 Critical and Elite member EAS International shared with us a video of their exciting and critical shipment handled successfully in less than 12 hours!

#Time\_Critical\_Delivery Crazy night for EAS-International, but proud of our team! Congratulations to Marco Muggianu and George Barbulescu

The team organized a dedicated charter with delivery door-to-door in less than 12 hours to Romania from France with 6000 kilos of automotive parts!!

The team is grateful to their client for their trust put in them.

EAS International is ready to give you the best support, always:



- Respect of your requirements
- Design a tailor-made solution
- Worldwide freight forwarding and customs formalities
- At your disposal 24/7

Well done team! Wishing you more successful shipments to come soon!







## VN Projects from Vietnam Exports Face Masks to USA

Our X2 Projects member VN Projects from Vietnam exported 2x40HC to USA.

Normally VN Projects exports approximately 10x40HC containers/month worldwide.

Feel free to contact them:

[www.x2projects.com/member\\_profile?id=11492](http://www.x2projects.com/member_profile?id=11492)



## Grupo TCI successfully transported 2 milk tanks from Spain to Peru

Our X2 Asia Global and Projects member from Peru: Grupo TCI shared with us their Cargo Project service executed with success with their partner in Spain. It consisted of 2 milk tanks transported from the port of Valencia, Spain to the port of Callao, Perú, successfully completed!

Get in touch with our Latin friends via their X2 Members Profile:

AsiaGlobal:

[www.x2asiaglobal.com/member\\_profile?id=11050](http://www.x2asiaglobal.com/member_profile?id=11050)

Projects:

[www.x2projects.com/member\\_profile?id=11050](http://www.x2projects.com/member_profile?id=11050)



## 315 tons of freight on 3 charters to Kuwait by Mathez



Our X2 Elite member, Mathez Freight Forwarding handled urgent shipment to Kuwait with 315 tons of freight, some of which up to 40 tons each, to be urgently transferred from France to Kuwait on an

off-shore platform just after the lockdown was eased: this is the challenge taken up in record time by the Mathez Freight Roissy-CDG team, led by Alban Wargniez and Pierre Commissaire.

## Big Excavator goes from Vietnam to Hong Kong, handled by SM Logistics

Our member in Vietnam: SM Logistics handled a 30 tons excavator Hitachi Zx520, shipped by 1\*40FR+1\*40HC with an arrival time of 2-3 days to Hong Kong.

They faced some challenges such they needed to use 2 mobile cranes to lift machine in center 40 Fr container. It needed to be done slowly, exactly to balance and avoid any damage of the cargo driver cranes.

Well done, SM Logistics Team!



You can contact them, visit their members profile:  
[www.x2projects.com/member\\_profile?id=10742](http://www.x2projects.com/member_profile?id=10742)



## Transport of two transformers from Rijeka Port to Jebel Ali by Altius

Altius has carried out the transport of 2 transformers of 230 tons from Croatia to Jebel Ali.

Altius has handled the logistics operations from the moment the cargo was delivered at port of departure, including the supervision, the loading and the sea transport to Jebel Ali.



## NMT Logistics successfully delivered project from China to Turkey

Our X2 Projects member in Turkey, NMT Logistics shared with us a great project successfully delivered from Shanghai to Izmit Port! It was 4 pieces of Out of Gauge Cargo of 95 tons each!

Details on the route:  
Shanghai – Izmit Port  
POL: Shanghai  
POD: Haydarpasa  
DAP: Duzce

Connect with NMT Logistics' BDM team:  
[www.x2projects.com/member\\_profile?id=11029](http://www.x2projects.com/member_profile?id=11029)



## Framex Group transporting the “molds” from India to Argentina

Our Argentinian member Framex Group is handling a cargo EXW from Hyderabad, India to its final destination: Córdoba, Argentina.

The route was as follows:

Loading in Mundra port, making a transshipment in Antwerp and POD in Buenos Aires; continuing through custom transiting to Cordoba, Argentina.

The consignee is a main producer in Argentina of light poles, who in South America and Argentina is

well known as OTEK (Grupo Orbis) and Framex is in charge of transporting the “molds” to produce this light poles.

The big challenge Framex team faced was to coordinate successfully this project in the middle of the rainy season in India. Another challenge was reaching out the cut offs on time in order to get the special container designated by Happag Lloyd a 40” FR Collapsible.

Get in touch with Framex Team to have the best support!

[www.x2asiaglobal.com/member\\_profile?id=11186](http://www.x2asiaglobal.com/member_profile?id=11186)

## Heavy Performance by Turk Logistics

Our member Turk Logistics in Bahrain shared with us this amazing execution of barging operations of a 140 Ton transformer supplied by Fuji Electric to Electricity and Water Authority in Bahrain.

Well done team!

Don't forget to visit their X2 Member Profile to stay in touch with Donna and the Team:

[www.x2elite.com/member\\_profile?id=10796](http://www.x2elite.com/member_profile?id=10796)





## Smooth move managed by Origin Logistics Project team

Origin Logistics Project team recently performed loading of Metso Shredders and its components from Izmit, Turkey to Wellington, United Kingdom.

43.430 kgs total cargo successfully loaded onto flat racks and open top containers

Origin Logistics experts controlled every step of the Project.

### Project Details:

POL & POD: Door to Port: Kazan, Ankara via Izmit port to Wellington

Equipment details: 3x40'FR & 6x40'OT

Total weight and pieces: 43.430 kg / 87 pieces



The Origin team surveyed the whole process and was involved at the necessary points during the loading process at the factory.

All lashing, securing activities and port operations well observed and tracked by Origin Logistics operation department and field staff.

Visit their X2 Member profile:

[www.x2elite.com/member\\_profile?id=10922](http://www.x2elite.com/member_profile?id=10922)

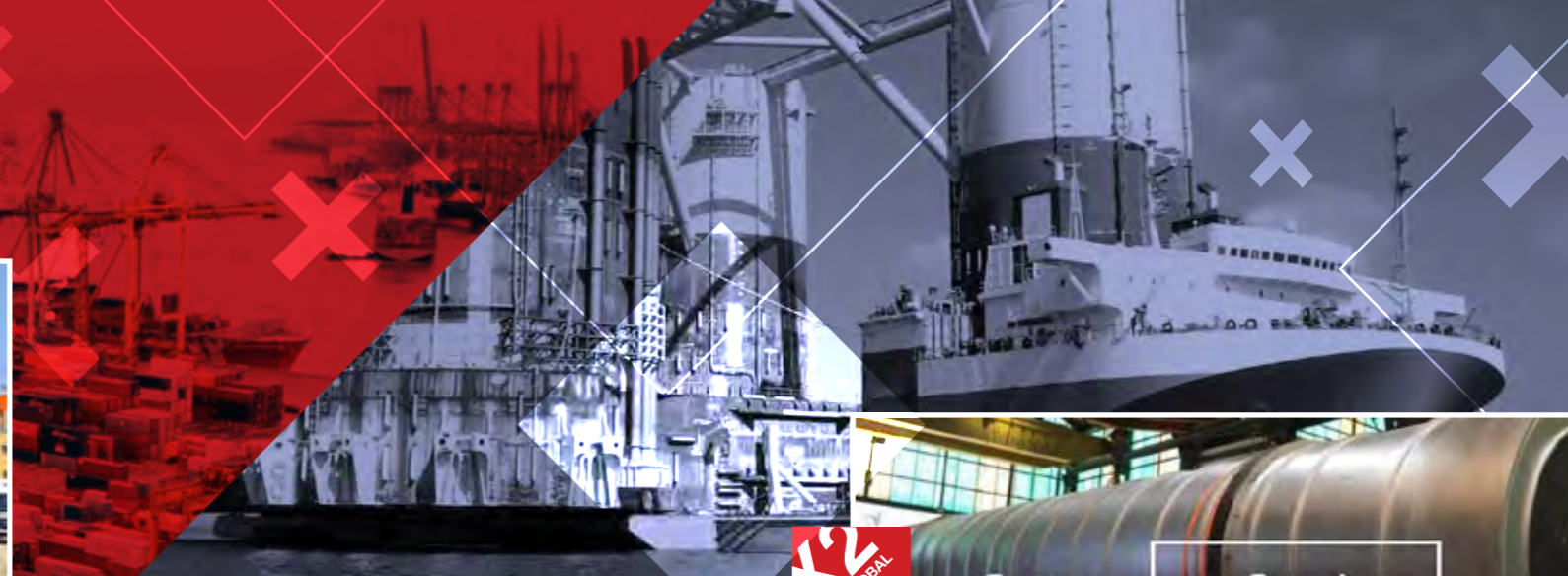
## AGL Agemar Handles Efficiently Any Challenge



During the pandemic, our Turkish member AGL Agemar Project Team achieved a couple of projects shipments without any problems. During May they shipped one of many excavators from Izmir, Turkey to Haiphong, Vietnam. AGL Project Team lashed and secured the cargo at the warehouse, going through any challenge. Since the wheelbase was long, the excavator was placed on wooden wedges, not on a container. Cargo was moved smoothly.

On June, AGL Team dismantled and loaded oversize industrial machinery from Istanbul, Turkey to Chennai, India. They made sure to secure and lash the cargo at the shipper's factory, so they made special tarpaulin for the cargo. Cargo was on deck without any problems.

Well done team! Great to hear that nothing stops you to overcome the challenges!



## Cargo Services Group moves industrial plant

Our X2 Asia Global member Cargo Services recently completed a shipment led by their Project Division. A complete Industrial plant moved by their project department from Spain to Hungary. Abnormal Heavy lift cargo, a 23 meters length and 4,4 meters diameter piece with a unitary weight of 75 mt. Another big success for their project team!



## NTC Logistics Project Cargo Movement

NTC takes immense pride in partnering with HMEL Refinery, Bathinda, Punjab for its Logistics requirements in providing cutting edge Logistics solutions to deliver critical transport cargoes.

As part of this ambitious project, NTC have successfully completed an "on time" delivery of their Purge Column of 32x8.5x9.2m - 285MT.

NTC teams have consistently demonstrated their capability in handling critical sized cargoes.



Their Design and Engineering teams made sure that every aspect of the movement was precisely planned along with Q and EHS team members who ensured complete adherence to safety guidelines.

NTC Logistics wish to place on record their sincere gratitude to their customer for reposing total confidence in NTC.

## Brunel Air Cargo announced as the winner of the BIFA Freight Service Awards 2019

The BIFA Freight Service Awards 2019 competition culminated in a glittering Luncheon Ceremony on Thursday 16th January 2020 at The Brewery, in the City of London. The event was hosted by Paralympian and broadcaster, Ade Adepitan.

There are 33 freight forwarding finalists shortlisted from over 100 entries and only 10 organisations and individuals recognised by the British International Freight Association as the 'best in industry' for various categories in the Freight Service Awards 2019.

Brunel Air Cargo Services, our X2 Critical and X2 Asia Global member, won the Extra Mile Award

Extra Mile Award is for Members that can provide specific examples of 'innovation' and/or 'customer care' by adding value and exceeding their customer's expectations.

Brunel Air Cargo Services, through detailed planning, anticipating and reacting to the various challenges encountered during the project, went the extra mile to insulate their customer from any of the pain.



The shipment, consisting of bespoke hand-crafted furniture to be delivered to the 64th floor of a Manhattan skyscraper, had to be split over two charters to meet insurance requirements. At the planning stage all access points, doorways and lifts were carefully measured to ensure clearance of crates. At the same time Brunel Air Cargo Services have used the experience to grow the business into a new market.

They deserve the award more than anyone. Huge Congratulations from X2 team for your great achievement.

You can see all the details here:

[Brunel supplementary evidence for Extra Mile combined.pdf](#)

## World Trade Connection Logistics moves aircraft engine

Our member World Trade Connection Logistics in Hong Kong shared with us a fresh shipment handled from their Aircraft on Ground Team, moving an engine from Macau Airport by feeder to Hong Kong. The final destination will be to Frankfurt, Germany. All this handled on July 14th.

Good luck to the team!



## RA Logistics and Petrasco moves projects easily

Pretty straight forward shipment, however throughout very professional job and excellent collaboration between two X2 members - RA Logistics Oman and Petrasco DXB and ABZ

Oil and Gas equipment (2x 40ft Flat Racks, with certified Lashing and Securing) from Sohar, Oman to Aberdeenshire, UK was shipped by Sea.

Good job to both of the teams!

For more info see their X2 member profiles:

RA Logistics

[www.x2projects.com/member\\_profile?id=11196](http://www.x2projects.com/member_profile?id=11196)

Petrasco Energy Logistics

[www.x2projects.com/member\\_profile?id=10646](http://www.x2projects.com/member_profile?id=10646)

## GSA SRL handles a big project from Italy to India

The team handled a big project cargo from Italy to Nhava Sheva, India. From loading, stuffing and lashing of floating hoses (pipes) which are used in the oil & gas industry.

They made this possible offering dedicate service and very suitable tariffs.

Connect with them!

[www.x2asiaglobal.com/member\\_profile?id=11213](http://www.x2asiaglobal.com/member_profile?id=11213)





## Fleet Line Shipping completes Heat Exchanger shipments

X2 founding member in UAE, Fleet Line Shipping completes Heat Exchanger shipments.

The task was to provide an end-to-end logistics solution of several heat exchangers starting from shrink wrapping, loading, lashing, pre-carriage, customs clearance and the ocean freight.

FLS in-house Project Engineers worked out a cost effective solution and successfully executed the shipments on time.

According to Peter Mathew, Managing Director of FLS:

“Our expertise in error-free project management over 15 years is our KPI and is what helps us to maintain our



reputation of being ‘The First name in Project cargo in UAE and Iraq’”

To know more about FLS turnkey solutions in project cargo handling, please contact them:

[www.x2elite.com/member\\_profile?id=10322](http://www.x2elite.com/member_profile?id=10322)



## Altius performed a shipment on partnership with Shanghai Beetle

Altius performed a shipment on partnership with Shanghai Beetle acting as the cargo owner representative.

Altius scope of work was to prepare, organize and supervise the inland haulage, port operations and Ro-Ro shipment of a 150 ton CAT6015B excavator from suppliers facilities in Spain and up to destination port in China.

Deep knowledge of road limitations and port and vessel operations, combined with a solid and high standard of service allowed the Altius RoRo Team to perform the shipment within a really short timing and meet the Zero Incidents Altius target.



The main unit measuring was 8.6x4.9x4.75m and a 90.6 ton was loaded with a modular trailer, with a 3+2+4 beam type configuration. Due to height restrictions, air filters and chimney was disassembled for road transport getting them back on place at port so the unit was fully operative and ready for a swift ro-ro shipment. Spare parts were loaded on generic transports and stuffed over a 40 feet roltrailer.

Having a skilled team and 100% dedicated to ro-ro projects, has driven this shipment to end as a smooth operation for both parts of the partnership.

## Abdul Aziz Savul & Co (Pvt) Ltd., offering LCL services to/from Pakistan

One of our founding members, Abdul Aziz Savul & Co (Pvt) Ltd., offers professional LCL services to/from Pakistan.

Offering international shipping and logistical tailor made services for your Import and Export requirements; covering major ports, such as:

- HONG KONG
- NINGBO
- TIANJIN
- GUANGZHOU
- SHANGHAI
- XIAMEN
- QINGDAO
- SHENZHEN
- SINGAPORE
- TAIWAN

- PORT KLANG
- PENANG
- PASIR GUDANG
- BANGKOK
- BUSAN
- JAPAN
- GENOA ITALY
- HAMBURG
- ROTTERDAM
- TURKEY
- UK
- DUBAI
- NHAVA SHEVA



Savul is one of the leading companies engaged in providing logistics solutions to leading national and multinational clients. They have available ware house facilities with details such as:

- Custom bonded
- Area 31,635 square meters
- Stacking capacity of 4,400TEUs
- In House container MnR Facility to survey and repair as per IICL standard thorough certified staff.

- Reach Stackers and Top Lifters, Kalmar
- Empty Handler Kalmar
- Narrow Aisle Forklift Trucks – Landoll Bendi
- Ordinary Forklift Trucks misc brands
- Weigh Bridges on both the facilities

Always active within the X2 community and always showing proactivity, they are available anytime to support your services. Stay in touch with Shoab and Abdul Aziz Team; connect with them via their X2 Members Profile:

[www.x2elite.com/member\\_profile?id=10009](http://www.x2elite.com/member_profile?id=10009)





## VN Projects Co., Ltd moves projects from Vietnam to Houston, US

Our Vietnamese member VN Projects Co., Ltd recently exported this heavy cargo from EXW Vietnam to CFR Houston, United States.

This project consisted of 6 units, each one having the following dimensions:  
L 28m x W 4.2m x H 2.1m; with a weight of 20 Tons!

Great to see the proactivity and excellent services provided by VN Projects Team!

Visit their X2 Members Profile for more details:  
[www.x2projects.com/member\\_profile?id=11492](http://www.x2projects.com/member_profile?id=11492)



## JET8 (Thailand) Co., Ltd, successful in supporting pharma industry

JET8 (Thailand) Co., Ltd, our specialized member in Cold Chain, capable of delivering chilled and frozen shipment of pharmaceutical products, food and other highly sensitive products; recently, has been entrusted to deliver MRNA refrigerated products from famous universities, such as Massachusetts Institute of Technology (MIT) in the USA to Thailand.

MRNA vaccine is currently considered as a candidate to combat the covid-19.

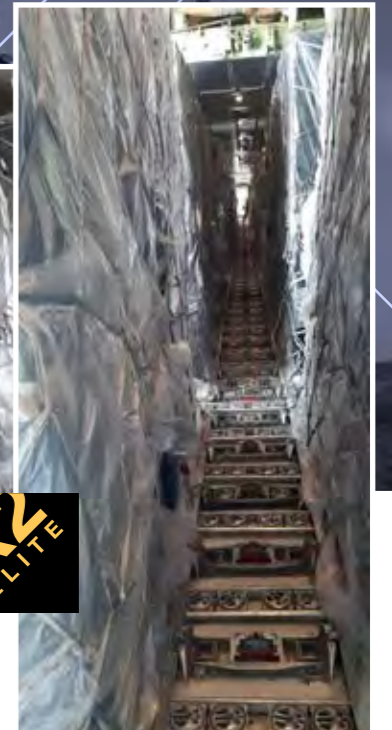
Amazing big contract on this bio shipment Jet8 has from one of the biggest vaccine companies!



Glad to see one of X2 members is active in the pharma industry, supporting the nowadays challenges the World is facing.

Stay connected with Maneeya and Jet8 Team.

[www.x2coldchain.com/member\\_profile?id=10434](http://www.x2coldchain.com/member_profile?id=10434)



## Farasoobar handled charter flight with 41 tons of computers

We are pleased to announce that our founding member Farasoobar International Forwarder & Transport Co. Ltd, in Iran, handled charter flight by B747-200 freighter from Dubai to Tehran (Payam airport) for shipment of computer and accessories which was about 133 pallets, 41 tons.

Despite unfair sanctions against Iran and terrible economy situation due to Covid-19 pandemic and sanctions as a freight forwarder Farasoobar never stops and always tries their best to move ahead.

The biggest challenges during operations were:

1) finding and securing proper aircraft who can accept shipment of cargo for this route.

2) following all safety measures regarding the Covid-19 pandemic situation.

3) obtaining several permissions and approval from relevant authorities both for aircraft and cargo.

4) packing procedure since the permissible height of X-Ray gate was less than height of some packages, Farasoobar team was obliged to re-palletized some pallets but at the end could Technically find a solution for handling without changing height of pallets.

See their X2 member profile:

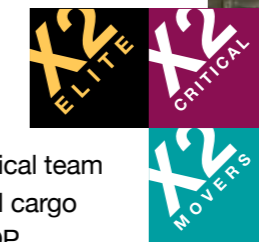
[www.x2elite.com/member\\_profile?id=10306](http://www.x2elite.com/member_profile?id=10306)



## SCHNEIDER + PEKLAR handles critical cargo in record time

The SCHNEIDER + PEKLAR pharmaceutical team once again successfully handled a critical cargo from Austria to the USA, according to GDP regulations - in record time.

SCHNEIDER+PEKLAR picked up 5 pallets of pharmaceuticals from a pharmaceutical manufacturer in Linz, Austria using a thermal truck. The cargo with a product value of EUR 1.3 million. Without delay, the goods were flown with Lufthansa pharma.cool.active to JFK, New York and was quickly delivered to the recipient in New Jersey, USA.



See their X2 member profile:

[www.x2elite.com/member\\_profile?id=10746](http://www.x2elite.com/member_profile?id=10746)

[www.x2critical.com/member\\_profile?id=10746](http://www.x2critical.com/member_profile?id=10746)

[www.x2movers.com/member\\_profile?id=10746](http://www.x2movers.com/member_profile?id=10746)



## Origin Logistics Project team handles oversized shipments without a break

This time, Mersin branch was on the field to perform.

A Circuit Breaker was picked up in Antalya, directly from the power plant which made process very dangerous, but experienced Origin Logistics team handled all sensitive works securely with precision and exactly on time.

The hardest part was moving the unit out to a suitable apron to do the crating. The power plant was very small with very low ceiling. The Crane was used to load the cargo inside an open-top container.

After that, cargo loaded onto the special low bed because over-height was 1.35 meter and due to

the winding roads, Origin Logistics team had to use a special truck to maintain the balance and road holding during the passage up to the Mersin Port.

All the necessary protection support and lashing was done by Origin Logistics team.

See their X2 members profile:  
[www.x2elite.com/member\\_profile?id=10922](http://www.x2elite.com/member_profile?id=10922)



**CONSOL**FREIGHT

## Revealed: 4 Simple steps to convert your website into a 24/7 sales-person, in less than 5 days.

Imagine what would it be like to double your sales in the next few months, while cutting out costs and enhancing operational efficiencies.

Do you find yourself struggling with excel sheets and piles of papers when trying to create a quote for your client?

Are your clients becoming more demanding?

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- Step 2.** Enhance your digital presence.
- Step 3.** Automate your sales process.
- Step 4.** Manage and Process Bookings coming from your website in a dashboard.

### BOOK A FREE CONSULTING SESSION

[Offer Exclusive for X2 Members]:

How to transform your website into a business generator in 5 days.

➔ [messages@consolfreight.com](mailto:messages@consolfreight.com)

# Be Visible! Send us Your News

[memberships@x2logisticsnetworks.com](mailto:memberships@x2logisticsnetworks.com)





## Turk Logistics ships Pedestrian Bridge Sections

Turk Heavy Transport has recently completed the transportation of the Pedestrian Bridge Section for our client Haji Hassan Group, for the ongoing project in the Kingdom of Bahrain.

**The shipment is consisted of:**  
7 Units of Pedestrian Bridge Section  
Weight: 61 Ton each  
Dimension: 25 x 3 x 3 Meter each

With close coordination of operation team members, TURK managed to execute the transportation safely.



### A brief background of the project:

A pedestrian bridge is built to link Bu Maher Fort to the rest of Bahrain's Iconic Pearling Trail. The 3.5 km trail is one of the Kingdom's best-known attractions and a Unesco World Heritage Site. The project is set to be completed in October 2020. The footbridge will help the visitors enjoy their trip to explore the site.

"Turk Logistics and Heavy Transport your reliable, professional partner in the Kingdom of Bahrain"

See their X2 profile:  
[www.x2elite.com/member\\_profile?id=10796](http://www.x2elite.com/member_profile?id=10796)



## Buckets to Nigeria, Bikes to Dubai - 2 Successful Projects by Alfons Freriks

Our member in Netherlands Alfons Freriks Logistics recently handled 2 great projects.

One involving Excavator Buckets and the other - Suzuki Motorbikes!

The buckets, sent to Lagos, Nigeria port went through a bit of challenge on finding the right carrier for the needs of this shipment.



The Suzuki bike shipment's final destination was Dubai, UAE in which it was needed to create custom-made crates to make the motorbikes fit perfectly without damage through the transportation.

Well done to the team of Alfons! They're always looking forward to collaborate with the X2 partners and fulfill any customized requirement.

X2 Members Profile:  
[www.x2elite.com/member\\_profile?id=10917](http://www.x2elite.com/member_profile?id=10917)



## Allround Forwarding & Logistics ships Airbus helicopter from Belgium to Brazil

A nice project handled by Allround Forwarding & Logistics, Antwerp. Brand new Airbus H175, 18-passenger helicopter arrived from France at Antwerp port. After coordination of dismantling/packaging the 4.6 ton medium utility helicopter was shipped to Brazil.

Contact Allround Forwarding & Logistics, see their X2 member profile here:  
[www.x2projects.com/member\\_profile?id=10964](http://www.x2projects.com/member_profile?id=10964)



## Cargo Movers chartered 201 pallets of pharmaceuticals to Libya



Double shot! Cargo Movers Germany organized 2x A300F full charter flights with a total load of 201 pallets / 78t of pharmaceuticals to Libya within 24hours. A very short pre notice and no suitable aircraft was the huge task of this successful operation. Thanks to David from Cargo Movers!



## Fleet Line Shipping Services awarded by Hapag-Lloyd

Fleet Line Shipping Services LLC. was awarded “the Best Customer for Special equipment’s and Break-Bulk cargo” by Hapag-Lloyd for the 3rd consecutive year.

Fleet Line Shipping Services says big thank you to Hapag-Lloyd, especially Mr. Surin Ranchigoda and Mr.



Muhammad Farooq Shah for presenting them with the award and their continued support.

Peter K Mathew, Founder & M.D.A of FLS thanks to his Team, Customers and Vendors, who have accompanied them on their 15 year journey.

## SM LOGISTICS Lifting Heavy Machines

Our X2 Projects member SM Logistics Co., Ltd. sent a video how their Project Team are lifting heavy machines by Liebherr LHM 550 Mobile Harbour Crane to vessel directly.

You can view other wonderful shipments on SM LOGISTICS Youtube channel:



## A New Look for AGX Express Philippines

Our X2 Elite member AGX Express Philippines Inc has created a new look for themselves on the web with a website that looks great with impressive images and a message which AAGX Express has always sent to the world.

**We don't' build in order to have clients. We have clients in order to build.**

The site is easy to use and covers detailed information on all of the AGX portfolio of services.



Congratulations on the new site guys.

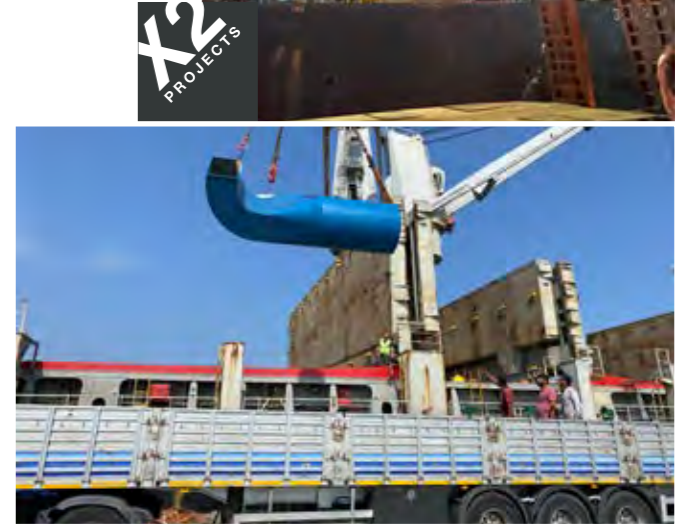
See it for yourself at [www.agxlogistics.com](http://www.agxlogistics.com)



## Viking Project Logistics has completed the Shanghai – Konya project!

In collaboration with their good partner Sino Projects, Viking Project Logistics has completed the shipment of another project with a packing list of 1.500 CBM in total. The pieces were mostly steel structures, roller and rotors. The team's responsibility was from Shanghai Port to the final delivery address which was Konya, Turkey via Sanko Port, Adana, Turkey. With the assistance of their partner, they have loaded the cargo in Shanghai port onto breakbulk vessel to sail for delivery to Sanko Port.

Viking Project Logistics team, itself were at Sanko Port, Adana to supervise and control the unloading and trans-shipment of the cargo from breakbulk vessel to their trucks. During the operation they were always at the port taking care of the cargo and handling the operation, from beginning to end. They have done the shipment of 48 pieces with 27 trucks. The temperature of Adana was a big challenge for them as it was almost 53 Celsius every day while the project lasted. In total the discharging operation took 6 days. At the end, all of the goods were safely delivered to Konya, Turkey.



Bravo to the Viking Project Logistics for successfully handing this BB shipment, with efficiency and professionalism. Contact the team if you need any support to/from Turkey!

Visit their members profile:  
[www.x2projects.com/member\\_profile?id=11244](http://www.x2projects.com/member_profile?id=11244)

## X2 Elite members ready to support each other

Titan Logistics Team in Malaysia had the support from our also member Cargo Movers team in Germany, who assisted in the clearance at Deham port in Hamburg for an overlander.



Cargo Movers Team in Germany: [www.x2elite.com/member\\_profile?id=10176](http://www.x2elite.com/member_profile?id=10176)  
Titan Logistics Team in Malaysia: [www.x2elite.com/member\\_profile?id=10772](http://www.x2elite.com/member_profile?id=10772)

## SM Logistics moves Asphalt Paver Machine

SM Logistics Co., Ltd in Vietnam is professional in shipping Used Construction Machines.

Feel free to contact them any time.

[www.x2projects.com/member\\_profile?id=10742](http://www.x2projects.com/member_profile?id=10742)



## Global Logistics Solutions India, Jiss Mathew speaks how to undergo with digital transformation



Digital transformation is not a Futuristic requirement any longer, in VUCA world of shipping and logistics this has become a necessity. It's time for the logistics industry to undergo a digital transformation!

In Episode 6 of Logistically Speaking, Mr Jiss Mathew tells you why.



## It's just about time! Medical Equipment delivered successfully

Bulgarian member TEU Sa Shipping & Forwarding Company shared with us their last big shipment done by air. From Sofia, Bulgaria to Moscow, Russia, the shipment consisted of 45 cbm of medical equipment completed in 3 days time.

The challenges the team faced during the shipment was to find the best solution for the client; to have the right capacity for transporting the cargo and to find the best short transit time which was only of 4 hours!



The team is glad to support your requests with this type of shipments 24/7

See their contacts:

[www.x2critical.com/member\\_profile?id=11434](http://www.x2critical.com/member_profile?id=11434)



## Altius executes two consecutive shipments from China to Oman

Altius S.A. and its ongoing project on transportation of catalyst tube assembly & outlet hot collectors. The first shipment consisted of 10 units / 245 ton / 560 cbm and the second included 12 units / 255 ton. / 600 cbm. Total cargo and type: ODC Cargo, 500 Ton, 1.260 cbm. Due to the dimensions of the cargoes involved, ALTIUS had to arrange a special transport from the manufacturer's premises at the Yantai

region, port handling, storage and ocean freight by 2 part cargo break bulk shipments from Tianjing and Zhangjiagang ports on very short time.

Both vessels were successfully loaded and sailed on the 18th of August and the 23rd of August. They are expected to arrive to Sohar Port in Oman by the middle of September.





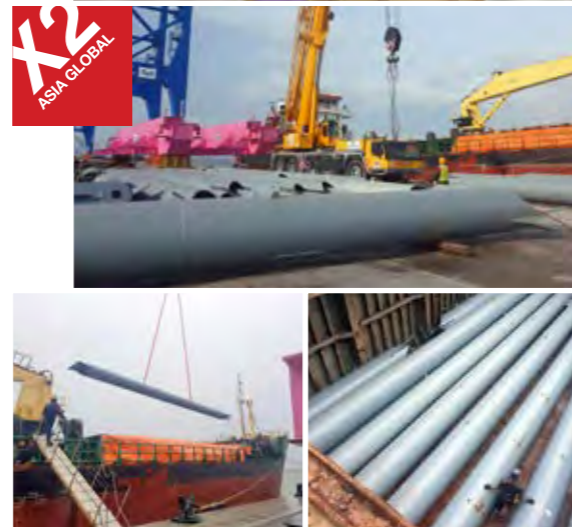
## SBS Vietnam recently completed 2 bulky shipments

Our Vietnamese member, SBS Vietnam recently completed 2 bulky and exciting domestic shipments.

One is of pipes and the other one is of loaded beams which length is of 29m and weight 104 RT/set. This was handled by 3 crane 500 RT 220RT and 170RT.

Loading port was Vung Tau Port in Vietnam. Destination port was Doosan port in Vietnam.

Well done Tran & SBS Team! Contact them: [www.x2asiaglobal.com/member\\_profile?id=11044](http://www.x2asiaglobal.com/member_profile?id=11044)



## VN Projects, doing BIG in Asia!



Delivering, lifting up, installing and positioning of Propane Dehydrogenation System:

**Splitter Lower:**  
Dim: L 64m x W 11.8m x H 11.5m;  
Weight: 1640 Tons

**Splitter Middle:**  
Dim: L 32m x W 11.8m x H 11.5m;  
Weight: 830 Tons

**Splitter Upper:**  
Dim: L 19m x W 11.8m x H 11.5m;  
Weight: 500 Tons  
At Hyosung Vina Chemicals by two units of crawler cranes (Ea 1350 Tons - LR 11350)  
VN Projects has been proudly working together with Korean partners, successfully managing the important parts of logistics on this project.



## Update from Arian Maritime about Greek Ports

Arian Maritime S.A., being a proud Member of our Network, would like to thank you all for your cooperation and support during the really tough 2-quarters of 2020!

Although the unexpected COVID-19 situation has affected their business and way of planning forward and although it has forced all of us to cancel or postpone meetings this year, we are absolutely certain that most of us try to conduct business, increase share, rationalize expenses as hard as possible until the day of "re-union" comes.

In this respect and in order to be up-dated, we would like to send you a short feedback of our market and service scope.

### Greek Ports

**Piraeus port** is in full operation and apart from the regulated health and pre-caution measures, there is no change in its speed and volume capacity.

There are some improvements in the paperless procedures expanding and an effort for simplifying the process for the water clerks, the agents, the custom Brokers and the port's staff.

Since the majority of the cargo uses the Customs Stations which are based inside or very close to the port, the Custom Stations themselves are forced to follow port's rules and fast pace.

**Thessaloniki port** is also in full operation.

This port is under a serious re-structure plan for 2 years (since its privatization). The new management is trying hard to implement changes that will increase its capacity and improve its outlook with a steady growth factor.

A series of ground works is in constant progress, a new pier is underway, new system of "gate in/out" process is



under trial and a rationalization of, previously un-used or badly used, space is already done.

Since this port apart from serving a great deal of Greek exports is also the main gate port for South-West Bulgaria, North Macedonia & South Serbia, there is already a "simplified" T1 procedure scheme and competitive land connectivity with improved highways, specialized Border stations & depots.

The affection of the COVID-19 is observed mainly on the border stations since different countries have different measures and we have observed delays in some periods during these past 4 months.

The port itself or its operation for the domestic cargo is not seriously affected.

### Road Freight

Although March-April was a tough period because of many border crossings and facing different country rules, apart from delays, there is no serious operational problems.

Our respected Shippers/Receivers just need to calculate 1-2 extra days in order to be at safe side.

### Air Freight

Although the airfreight cost is seriously affected because of the huge decrease in commercial flights and freight rates are much higher than the pro-crisis levels, we observe a gradual improvement after the first shock. For sure the situation is not back to normal... but at least there is some connectivity after a long period of lock-down. This is the transport sector which is affected the most.



## Cargo Moverz in India shares their Warehousing Facility!

Our Indian active Member: Cargo Moverz, shares with us their Mundra CFS and warehousing facility which is spread across 24 acres of land. In this video you can see that their fleet size is more than 200 trailers and more than 65 pieces of equipment for handling.

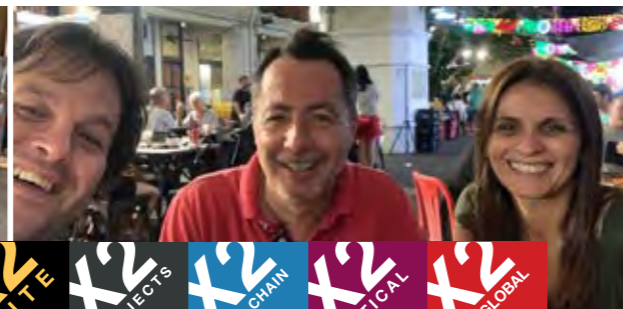


From customs clearance to Ex works and DDU shipments accepted worldwide, CIS DESTINATION door to door and more, Cargo Moverz is ready to support you anytime.

Contact the team via their members profile!

[www.x2projects.com/member\\_profile?id=11175](http://www.x2projects.com/member_profile?id=11175)

[www.x2coldchain.com/member\\_profile?id=11175](http://www.x2coldchain.com/member_profile?id=11175)



## Medical Cannabis, from Uruguay to Switzerland

Miremar S.A. in Uruguay and AAS Freight in Switzerland have a strong collaboration on a peculiar project of Medical Cannabis transport. Rossana & Santiago from Miremar and Marcel from AAS Freight, met during the last X2 Conference in 2019, which led to create a good and strong partnership and also a nice friendship! They're strong believers that Conferences are the perfect way of connecting!

Under new and specific security protocols for this particular shipment, Miremar team is sending regular shipments of the product to the European country.

Miremar is an AEO Certified company, they went through audits from Uruguay customs to make sure the process was done right from origin to destination.

AAS Freight has been supporting on tracing these shipments until they are delivered to the final stage.

This project is a new one in its category due to the new qualifications that the government applies to the exports is quite recent. Around 300 kg of medical cannabis is being transported in each shipment. Some of the challenges faced are that not every airline transport this as it's considered a vulnerable commodity; that's why developing the right security protocols and recollection took a while to be implemented.

We celebrate the X2 collaborations and partnerships! Well done Miremar & AAS Freight Team!



## Shanghai Flowlink Supply Chain Management completed impressive breakbulk project

Unima Our member in China, Shanghai Flowlink Supply Chain Management finished another great job to Gabon!

The project consisted of JC80B Wagons, breakbulk project.

Port of Loading: Longkou, China  
Port of Delivery: Owendo, Gabon

### Cargo details:

A total of: 23027CBM 220UNTIS wagons + 1800CBM 20 sino trucks + 40000 CBM Ore

This project was handled in the month of August.

Visit their X2 members profile:

[www.x2projects.com/member\\_profile?id=11074](http://www.x2projects.com/member_profile?id=11074)



## New Members

### Airmax Cargo Budapest Zrt

♦ Budapest, Hungary  
[www.airmaxcargo.com](http://www.airmaxcargo.com)



### Cava International S.R.L.

♦ Genova, Italy  
[www.cavasrl.eu](http://www.cavasrl.eu)



### Galaxy Freight Pvt Ltd

♦ East Mumbai, India  
[www.galaxyfreight.com](http://www.galaxyfreight.com)



### Latis Sp. z o. o. Sp. k.

♦ Gdynia, Poland  
[www.latis.pl](http://www.latis.pl)



### Mantovani Navigation Ltd

♦ Limassol, Cyprus  
[mantovani-nav.com](http://mantovani-nav.com)



### Mega Freight Pty Ltd

♦ Melbourne, Australia  
[www.megaflight.com.au](http://www.megaflight.com.au)



### Mega Online Logistics SL

♦ Barcelona, Spain  
[www.megaonlinelogistics.com](http://www.megaonlinelogistics.com)



## New Members

### AirCruise Logistics India Private Limited

♦ Bangalore, India  
[www.aircruiselogistics.com](http://www.aircruiselogistics.com)



### Cheetah Int'l logistics Shenzhen Ltd

♦ Shenzhen, China  
[www.cheetahlogistics.cn](http://www.cheetahlogistics.cn)



### GMB International Shipping LLC

♦ Dubai, United Arab Emirates  
[www.gmbintl.com](http://www.gmbintl.com)



# New Members

## Hacklin Logistics Oy Ltd

📍 Helsinki, Finland  
[www.hacklinlogistics.com](http://www.hacklinlogistics.com)



## Mantovani Navigation Ltd

📍 Limassol, Cyprus  
[mantovani-nav.com](http://mantovani-nav.com)



## Trinity Cargo Link Pte Ltd

📍 Singapore, Singapore  
[www.trinitycargolink.com](http://www.trinitycargolink.com)



## VN Projects Co., Ltd

📍 Ho Chi Minh City, Vietnam  
[www.vnprojects.vn](http://www.vnprojects.vn)



# New Members

## Airmax Cargo Budapest Zrt

📍 Budapest, Hungary  
[www.airmaxcargo.com](http://www.airmaxcargo.com)



## DSL Logistics

📍 Istanbul, Turkey  
[www.dsllogistics.com.tr](http://www.dsllogistics.com.tr)



## Sky International Freight Management

📍 Hoofddorp, Netherlands  
[www.skygroup.nl](http://www.skygroup.nl)



# New Members

## A Plus Freight Services

♦ Limassol, Cyprus  
[www.aplus.com.cy](http://www.aplus.com.cy)



## Guvenli Lojistik

♦ Izmir, Turkey  
[guvenlilojistik.com](http://guvenlilojistik.com)



## HGL Group Hungary Kft

♦ Debrecen, Hungary  
[www.hgllog.com](http://www.hgllog.com)



## Incargos S.L.

♦ Madrid, Spain  
[www.incargo.es](http://www.incargo.es)



# New Members

## AAS Freight AG

♦ Zurich, Switzerland  
[www.aasfreight.com](http://www.aasfreight.com)



## ARIES GLOBAL LOGISTICS

♦ Salt Lake City, Houston, Jacksonville, Los Angeles, Philadelphia, Atlanta, New York, Cincinnati, Miami, Chicago, USA  
[www.ariesgl.com](http://www.ariesgl.com)



## Caspi Freight Forwarding & Customs Clearing Agents Ltd

♦ Haifa, Israel  
[www.caspi-freight.com](http://www.caspi-freight.com)



## Freightex Logistics W.L.L

♦ Doha, Qatar  
[www.freightexwll.com](http://www.freightexwll.com)



## HGL Group Hungary Kft

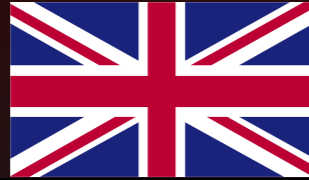
♦ Debrecen, Hungary  
[www.hgllog.com](http://www.hgllog.com)



## New Members

### Kangaroo International Express Ltd

Colnbrook, United Kingdom  
[www.superoo.com](http://www.superoo.com)



### Lemon Cargo Management Co.,Ltd

Bangkok, Thailand  
[www.lemoncargo.com](http://www.lemoncargo.com)



### Polish Forwarding Company Sp. z o.o.

Gdynia, Poland  
<https://pfc24.pl/en/>



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# INTELLIGENT MANAGEMENT

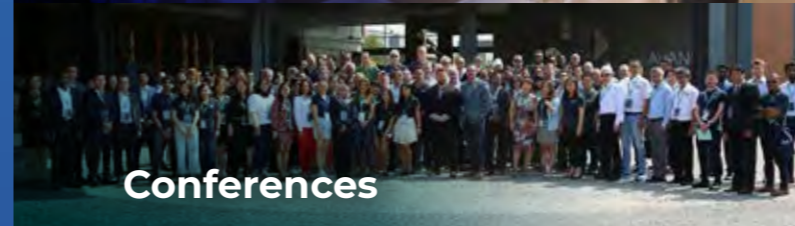
We effectively manage on your behalf so you can relax and focus on your life.



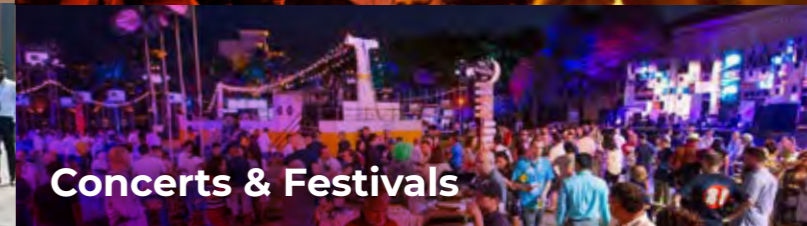
Network Management



Grand Balls



Conferences



Concerts & Festivals



General Meetings



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# The Importance of Carrier Relationships

Maintaining active, regular relationships with ocean carriers on an ongoing basis is a best approach and best practice to ensure supply chain performance and integrity.

Importers and exporters do not want to wait until disruption clouds gather to develop carrier relationships; by that time it is too late.

Even during good times, strong ocean carrier relationships are vital in managing supply chain risks, costs and performance. But, they become even more important when disruptions like the Coronavirus (COVID-19) pandemic begin to develop.

The disruptions caused by COVID-19 have forced many businesses across the maritime industry to evaluate how they build and maintain relationships throughout the supply chain.

The importance of good forecasting and frequent and open communication with ocean carriers is key. Carriers make decisions based on bookings and projected

cargo volumes, and the more information they have, the better decisions they can make around planning, such as communicating blank sailings if carriers deem them necessary. Good forecasting assists the ocean carriers with the repositioning of equipment, thus ensuring the availability of specialized refrigerated equipment. Throughout these unprecedented times, this is even more important, as a supporting link in the supply chain may be disrupted by the Coronavirus. Normal equipment flows cannot be expected or taken for granted due to rationalized approaches to vessel and ocean carrier fleet management.

Maintaining active, regular relationships with ocean carriers on an ongoing basis is a best approach and best practice to ensure supply chain performance and integrity.

Importers and exporters do not want to wait until disruption clouds gather to develop carrier relationships; by that time it is too late. Solid working relationships with carriers around forecasting and performance should be a normal part of conducting business. Having strong carrier and supply chain partner relationships also allows for better contingency planning and modeling. With the cold food supply chain, the importance of relationships is magnified given the cargo sensitivity, the multiple partners and stakeholders involved and the transportation requirements.

## A ports' perspective

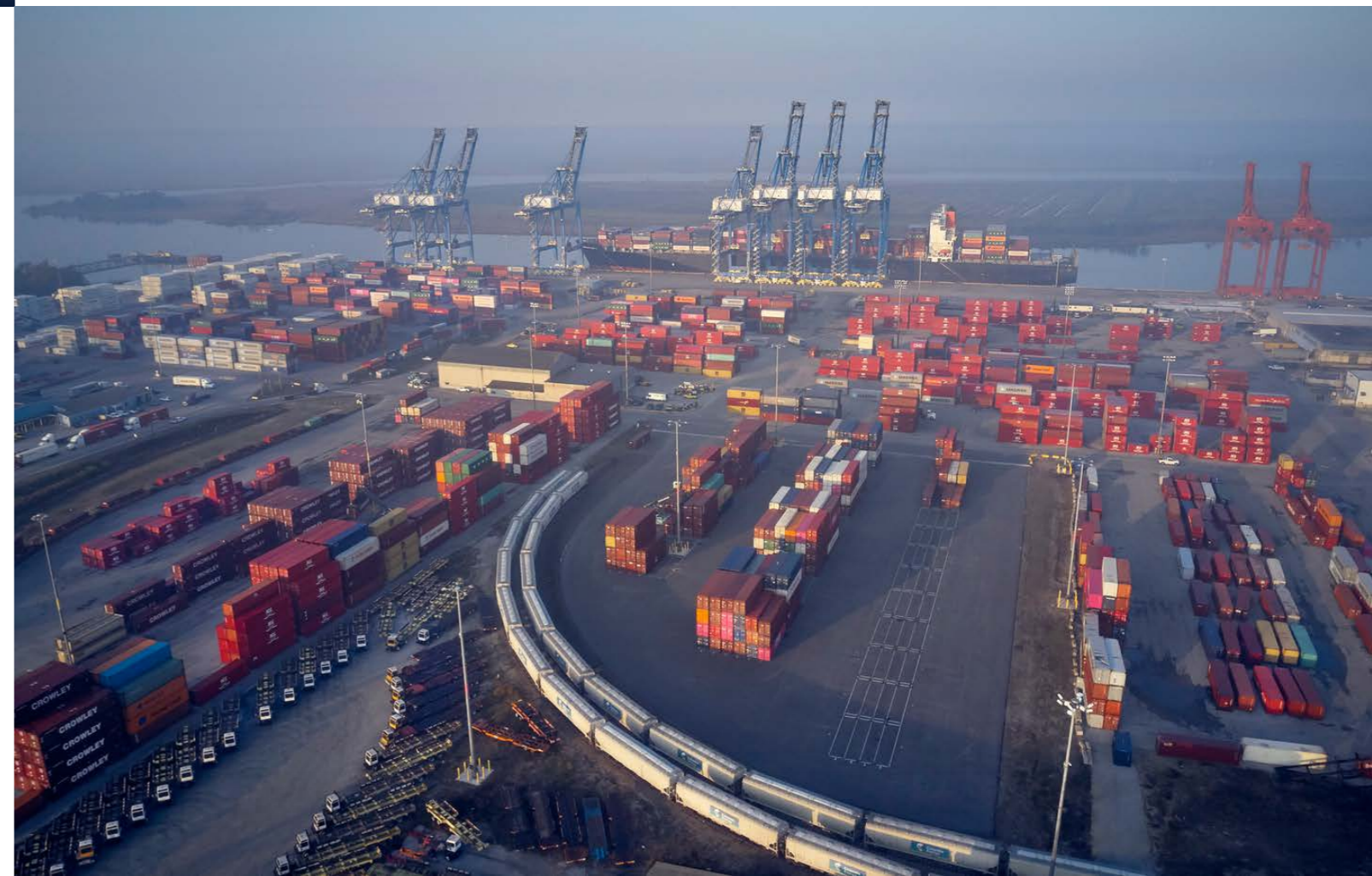
The ability to have those intimate discussions with beneficial cargo owners (BCOs), ocean carriers and truckers regarding planning and visibility is critical, especially during a pandemic. These partnerships allow ports to adapt and support the BCO supply chains as well as their transportation partners in an ever-changing environment.

Great relationships with carriers, cargo owners and their transportation partners have helped North Carolina Ports, for instance, manage through a variety of

disruptions, including hurricanes and COVID-19, where schedule and capacity irregularities presented potential challenges for cold chain customers. With proper advanced planning, North Carolina Ports has been able to help customers consider their best options and maximize Wilmington, N.C.'s gateway potential while navigating a dynamic supply chain landscape.

Another key component of maintaining and building relationships is visibility. The importance of technology and connectivity to provide near-real-time visibilities with all parties in the supply chain cannot be understated. This allows for adjustment as needed to ensure communication and delivery are seamless to an end customer. The port is a small part of an overall supply chain, but many times, a port is the missing link regarding increased visibility.

Maintaining active, regular relationships with ocean carriers on an ongoing basis is a best approach and best practice to ensure supply chain performance and integrity. Disruptions will continue to be a part of international trade. Hopefully, recovery from COVID-19 is not far off, but in the meantime, planning for the next disruption and strengthening carrier relationships along the way should be business as usual.



# Fresh threat to US food exports: China COVID inspections

## Reefer containers now piling up at Chinese ports

February's coronavirus shutdown in Wuhan, China hit American food exports hard. Shippers transport perishable food in refrigerated containers called "reefers." When unloaded, they must connect to electric power via "reefer plugs." Reefer plugs at China ports filled up after the Wuhan outbreak.

### Now, it's happening again

Reefer-plug capacity maxed out in February because China severely restricted trucking in the wake of the outbreak as ships continued to arrive and unload new reefers.

Today, the logjam stems from the COVID outbreak at a Beijing food market, first disclosed on June 11. China

believes food may have been the source of infections. Food-import inspections have surged, causing delays in getting reefers out of ports for inland delivery. Ergo, reefer plugs are filling up fast.

"I believe China customs responded in a kneejerk fashion to the outbreak of COVID in a huge food market in Beijing," said Peter Friedmann, executive director of the Agriculture Transportation Coalition (AgTC).

"The number of reefer plugs is not the fundamental problem," he said. "The problem now is the velocity by which reefer capacity is being processed."

### Ocean carriers warn shippers

On Friday, Hapag-Lloyd warned customers: "Chinese customs increased the inspection of import reefer

containers. Import container pick-up activities have been severely impacted. As a result, reefer plugs are highly utilized, especially at the ports of Yantian and Ningbo."

Hapag-Lloyd said that reefers may be discharged at an alternate port and held there until plugs are available. Cargo owners are on the hook to pay for additional storage and other costs.

The day before, Maersk told customers that reefer plug availability in Yantian "has reached critical levels" and that it was already diverting boxes.

It advised shippers to book directly to nearby ports such as Nansha or Chiwan. If a shipper must book to Yantian, Maersk said it will offer no guarantees on delivery time and will charge a \$1,000 per container surcharge.

Mediterranean Shipping Co (MSC) warned customers on July 8 that Yantian had no more reefer plugs available.

### To guarantee or not to guarantee

Chinese customs officials are asking for guarantees from food exporters that cargo is COVID-free. AgTC has drafted language that instead declares the food safe, in general.

"To demand a guarantee that there's no COVID on a food product — that's almost impossible for a U.S. or a Brazilian or an Australian exporter to make," argued Friedmann.



AgTC Executive Director Peter Friedmann (Photo: AgTC)

"They don't have complete control over the export product all the way through to the customers. Maybe it was COVID-free when it was packed. But how is the container opened? How is China customs handling the product? We don't know. Once that container is opened, we don't have control over the content. That's the challenge here.

"But exporters are very willing to guarantee that all safety protocols have been applied — that is what the AgTC statement guarantees," said Friedmann. ▶



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### Is China accepting AgTC statement?

According to Friedmann, “We are seeing mixed results as to whether the AgTC statement is accepted or not. We are also seeing mixed results as to whether the Chinese customs form guarantee is accepted or not.

“This should be no surprise. Whenever China issues an import restriction, it can be unevenly applied. So, it may be that some Chinese ports will accept the AgTC statement while other ports will not. It may be that some ports may not even accept the China customs declaration.

“This is not unlike the situation in the U.S., where there is also uneven enforcement. Importers know that some ports are less likely to require examination of cargo than others so you want to avoid certain ports. We should not expect China to be any different.”

### Is geopolitics driving China customs action?

China’s concerns over COVID contamination of food imports coincide with escalating geopolitical tensions between China and the U.S.

Asked about a potential connection — i.e., whether shipping delays were implicit Chinese retaliation.

“I myself raised this issue at the onset. The question was: Is China up to its periodic practices of using sanitary concerns as a trade weapon?” he said.

“I believe, however, that this is not the case. They’re applying this not just to the U.S., but to other countries. I think they’re legitimately concerned about the spread of coronavirus, even though I think they’re overreacting,” said Friedmann.

“I think they’re not doing what they should be doing. But I think they’re doing it sincerely.”



# How AI is Keeping Time-Critical Shipments on Track During Pandemic

Consumers are seeing and feeling the impact of COVID-19 supply chain interruptions and delays in their everyday lives, from shortages of paper goods and cleaning supplies in grocery stores, to rising prices for beef and poultry.

For specialized industries such as health care and aerospace, however, the stakes of supply chain interruptions and service failures have perhaps never been higher. So far the traditional hub-and-spoke time-critical logistics industry has largely struggled to adapt, while newer technology-enabled models in the industry are showing significant promise to perform in a crisis.

Artificial intelligence (AI) platforms in particular have shown remarkable resilience during the COVID-19 crisis and the ability to quickly pivot shipments with minimal delays and service failures. California-based Airspace Technologies was one of the first logistics providers in the time-critical space to implement a breakthrough AI-powered platform that they say has enabled them to swiftly adjust operations without interruptions to their 24/7, 365-days-a-year services.

“Airspace was built with moments like these in mind. It was designed to perform in a crisis when time is of the essence and lives and entire industries are quite

literally on the line,” said Airspace Technologies CEO and co-founder Nick Bulcao.

With years of experience specializing in urgent medical deliveries, such as organs for transplant, as well as aerospace parts for downed aircraft, Airspace says they have noticed a significant impact on their business as elective surgeries are delayed and less aircraft are flying. But the automated, AI-driven software that is the heartbeat of their operations has made adjusting to the new realities of the industry immensely more manageable.

With lives on the line, Airspace moved quickly to set up new shipment networks and routes each day to begin transporting urgently needed COVID-19 test kits, blood and plasma units, and vital organs for transplant to get where they need to go. Their fully transparent, automated software platform also allows minute-by-minute real-time tracking of deliveries, so hospitals and labs know exactly where kits or urgent supplies are and when they will arrive.

Airspace is currently making between 250 and 300 health care-related deliveries each day, and has transported as many as 30 organs in just one week.

The company’s aerospace parts delivery business has had its own heroic moments during the COVID-19 crisis. An independent delivery driver for Airspace in the Bay Area recounted a harrowing incident last month in which he was asked to make a critical aerospace part delivery not to an airport, but to Stanford University Medical Center instead. Sensing the urgency of the moment, the driver immediately retrieved the part and made his way to the hospital.

“Arriving two hours earlier than expected, I called my point of contact, who was still over an hour away. After some coordination with the engineer and hospital staff, I handed over the critical part for the medevac helicopter stranded on the hospital roof to a nurse instead — helping get the lifesaving equipment back in the air ahead of schedule,” said Bryan Sperry, 61, the driver.

Airspace says software also allowed them to protect workers by rapidly transitioning their team to fully remote operations across the United States.

“The key was doing so with zero disruption to our round-the-clock operations and with full capabilities still in place,” said Ryan Rusnak, Airspace co-founder and chief technology officer. “After some planning, it took the team less than 36 hours to make a complete transition. They’re now remotely continuing to provide the seamless, end-to-end experience our customers expect.”

The transition and dramatic decline in passenger flights has not been without its challenges, though.

Fewer passenger flights means fewer routing options, often accompanied by delays that can be costly for customers. That is where the power of the AI platform can often make the biggest difference, Airspace says.

One of the key features of their AI software is an automated delay declaration, which allows the operations team to quickly pivot to the next optimal routing if an order experiences a flight delay — even in the middle of a trip. For example, on one day in March this year,



amid more than 100 flight cancellations at the Las Vegas airport, Airspace’s technology allowed the company to reduce disruption to critical deliveries to less than 38-minute average delays, while over 60% of orders there experienced no delays at all.

The rapidly changing dynamics as a result of the COVID-19 pandemic have created enormous challenges across industries and supply chains, but the power of AI to keep industry and lifesaving goods and services moving in a crisis has shown a positive path toward maintaining affordability, speed, reliability and transparency in urgent logistics.



# Guidance on Vaccine Transportation Expected to be Completed by the End of 2020

TIACA and Pharma.Aero have teamed up to deliver guidance for the air cargo industry on the transportation of Covid-19 vaccines.

Developed in four packages through a joint working group, the guidance will ensure feedback from all stakeholders in the supply chain of air cargo and pharmaceuticals.

The working group will consist of members from both organisations — TIACA and Pharma.Aero — as well as various other international organisations.

The results will be shared with the industry through white papers and webinars in later stages of the programme, which is expected to be completed by the end of 2020.

“The aim of this programme is to provide the air cargo industry with more clarity of the demands, expectations and quality supply chain requirements, including but not restricted to critical trade lanes, air cargo capacity, handling and storage, track and trace requirements, for the transportation of the vaccines,” TIACA said in a statement.

“At the same time, shippers will gain more understanding about the capabilities of the various logistics players. This will ensure that once the vaccine is available in the market, the air cargo industry will be ready to respond

to the needs of the shippers and transport vaccines in optimal conditions to all corners of the globe.”

Neel Jones Shah, TIACA board member and global head of airfreight at Flexport, commented: “Covid-19 vaccine delivery will be one of the biggest logistical challenges in modern history. No one company can own the end-to-end vaccine supply chain.

“I’m proud to be a member of the TIACA and Pharma.Aero working group, which is doing the critical work of connecting all vaccine supply chain stakeholders to foster effective communication and collaboration. We need to start working together now to ensure the industry is prepared when the time comes.”

Nathan De Valck, chairman of Pharma.Aero, added: “Setting up reliable end-to-end air transportation for pharma shippers is part of the vision and mission of Pharma.Aero. Amongst our members i.e. life sciences and pharmaceutical shippers, certified airport communities and air cargo operators, we have a track record of project-based collaboration.

“As a result, Pharma.Aero is well-positioned to make a valuable contribution in preparing the air cargo industry for this immense challenge.”

Only the one who will change  
Will be the one who survives





# Interoperability Begins With Temperature Monitoring Systems

As the demand for online groceries grows, companies look for the right technology to help ensure safety.

When Amazon bought Whole Foods in 2017, it shook the entire grocery industry. Up until that time, the “Amazon Effect” had yet to hit the sector, leaving many to wonder how the acquisition would impact grocery stores as we know it.

Since, companies have moved forward with a variety of online grocery services, such as curbside pickup and grocery delivery. Meanwhile, others invested in micro-fulfillment centers and revamped their web presence, offering deals exclusive to shopping online through their app or website, in preparation for an e-commerce boom.

“This is really about digital transformation. Most grocers are not digital marketers, but developing an online grocery delivery tool will require gaining expertise in designing a digital experience for their customers. This requires design thinking to understand the full custom-

er lifecycle and being selective about what the grocer will own versus what will be the responsibility of the partner,” says Scott Fletcher, president and CEO at LocatorX.

Temperature monitoring for perishable items is quickly moving towards the model of the Internet of Things where the measurement devices are providing near real-time data for temperature, humidity and in some cases location across the entire supply chain.

In a 2018 report by Statista, online grocery shopping in the United States was predicted to more than double to \$30 billion by 2021. The expected growth was largely driven by younger consumers who are more comfortable with shopping online. However, the Coronavirus disease (COVID-19) pandemic has made demand for online grocery shopping skyrocket over the last four months.

According to a survey by Brick Meets Click/Symphony RetailAI, online grocery sales for curbside pickup and delivery in April, totaling \$5.3 billion – a 37% increase over March sales. The increased demand for groceries put an increased focus on food monitoring systems, as companies and consumers want their food to arrive to the store safely and on time.

“Temperature monitoring is always important to ensure that products have been maintained at the correct temperature during transport or storage. During the COVID-19 pandemic, supply chains became disrupted, so product shipments could be unexpectedly delayed,” says Angela Kerr, vice president of product portfolio, SpotSee. “COVID-19 test samples are a good example where temperature monitoring is extremely important. These test samples are supposed to be refrigerated or frozen and yet as labs were flooded with samples, there was no place to properly store the samples. Temperature is known to negatively impact the viability of the sample so poor temperature management could result in false negatives when testing for COVID-19.”

Prior to the pandemic, there was a growing demand for systems that provide both temperature and shipping tracking information, Terry Nagy, engineering manager of CAS Dataloggers explains. Previously, companies were using RFID tags that incorporated a temperature data logger, allowing some tracing information to begin. However, there were difficulties in implementing the technology as it required extra steps during the shipping process and integration into the existing RFID system, which wasn’t always possible. On-line tracking platforms can give real-time updates on where food is and what temperature it is being transported.

On-line tracking platforms can give real-time updates on where food is and what temperature it is being transported.

## CAS Data Loggers

“Like other electronic devices, temperature-monitoring systems have been subject to the same trends, improved performance and accuracy at a price [that] continue to decline every year. But, I think the most significant trend is the move toward cloud-based systems where the data is automatically sent to [the] server managed by the manufacturer that provides real-time data and alarming (email, SMS or voice),” says Nagy. “These systems are very easy for the user to install and allow access to the data from mobile devices via vendor-provided applications or using a standard web browser.”

The increased urgency for home delivery has largely driven the need for simplicity within the monitoring systems. For example, SpotSee’s WarmMark time-temperature indicator is a single window (go/no-go) device that allows customers to fully understand whether or not the product should be used or not.

“Track-and-trace technologies are driving temperature monitoring innovations. The pharmaceutical industry is marching toward database interoperability; food and beverage will likely move in a similar direction. As this becomes a reality, temperature is a logical addition to the database,” says Kerr. “There is work to be done, but database interoperability can ultimately lead to having a complete temperature record of a product from the moment it leaves a manufacturing facility until it is delivered to a consumer.”

However, many temperature tracking systems are still not connected across the entire supply chain. Marco Snickers, CEO and founder of OneThird, believes that technologies will together sooner rather than later. Combining temperature and humidity data with other data sources will allow for more accurate quality pre-

dictions as well. Interoperability allows humans to have better data in real-time, so they can make decisions in a situation where every minute counts.

“Quality fluctuations will be better understood by linking the data collected from farm to fork. Once linked, this data can be used in smart algorithms that can show the exact effects of external conditions on fresh produce throughout their journey and enables automated logistics that require no human intervention,” says Snickers.



For technology to be interoperable, data must be secure, unalterable and from a trusted source. If not, that information could potentially be deemed unsafe and not useable to an organization.

“Interoperability of data is one area that seems likely. The work that is being done to link pharmaceutical data back to its source seems a likely path for food manufacturers to adopt. Increased use of real-time data during transport will allow food supply chain participants to pinpoint where issues are occurring and put in place solutions that will minimize or eliminate those issues,” says Kerr.

Nagy explains that temperature monitoring systems for perishable items are quickly moving toward an Internet of Things model. The cost of this technology has significantly dropped to a price point that is attainable for most customers. The affordability comes with benefits such as improved product quality, reduced shipping costs, optimized delivery schedules and reduced waste.

The WarmMark time-temperature indicator is a single window device so customers can clearly understand whether the product should be used

“In general, customers want the data to be secure and they want secure access to it. The technologies to enable this are all currently available, and it’s really up to manufactures to follow best practices when designing and building the systems that move and display the data. This includes making sure that the data is properly encrypted while in transit and ensuring that any access is password protected and relies on secure protocols such as TLS in the case of browser access,” says Nagy.

Temperature monitoring systems is needed for the future, especially as the COVID-19 pandemic continues. As more companies begin implementing these systems, future innovations will be easier to integrate. Real-time sensors and self-learning algorithms, for example, will enable logistical processes to further automate, but require the right flexibility for a supply chain to actually act on these.

“Most issues that we face in this industry can be solved through actionable data, and there will soon be data analysis for any aspect of moving perishable goods. Seeking

out new technologies and applications to continually improve accessibility, actionability and accuracy is critical to maximizing the utility of any solution,” says Snickers.



## Freight forwarders Air Freight rates on the up in August

Air cargo rates on some of the world’s busiest routes began to pick up again in August while the outlook remains uncertain.

The latest figures from Tac Index show that prices on services from Hong Kong to both North America and Europe increased in August compared with both a month earlier and a year ago.

Rates on services to North America reached \$5.50 per kg in August, which is up on the \$4.96 per kg recorded in July and also on \$3.29 per kg achieved 12 months ago.

On services from Hong Kong to Europe, average rates for August stood at \$3.21 per kg, which is higher than the \$3.17 per kg carriers charged in July and the \$2.56 per kg of last year.

Looking at performance on a week-by-week basis, prices peaked in the middle of August before heading back down towards the end of the month.

However, price changes do seem to have stabilised somewhat compared with previous months of the year when urgent demand for personal protective equipment

met capacity limitations as a result of cuts to passenger services.

Looking ahead, the market appears to be unsure what to expect for the rest of 2020. At some stage it is expected that there will be another bout of urgent demand when a Covid-19 vaccine is ready for distribution.

Meanwhile, the capacity situation is uncertain given the unknown future of passenger operations and there will also be the usual peak season increase in demand.

Air cargo derivatives broker Freight Investor Services said in its weekly wrap up that airlines are booked up for the final quarter of the year, apart from the capacity they are holding back for the spot market.

Meanwhile, prices from Frankfurt to North America also continue to track ahead of last year. The latest data shows that rates on the trade are 86.1% up year on year at \$4.02 per kg.



# How Robotics Protect Human Workers from Freezing Temperatures in Warehouses

As robotics becomes more sophisticated, new age equipment like wearable robotics can help protect workers.

## Humans and robotics can work together for a more efficient warehouse

Labor shortages, a pandemic, cold temperatures and energy concerns are just a few of the current pitfalls that come with the operation of a cold warehouse today. Work in the cold chain offers steady income since the transportation of food is always needed, but the strenuous temperatures sometimes deters potential employees. However, modern cold warehouses offer a more comfortable environment than those of the past since technology has streamlined many job functions to provide greater comfort.

Robotics has existed as a part of the assembly line and warehouses for decades, but today's robots look quite different than their ancestors. Armed with artificial

intelligence, sensors and endless data, warehouses use cutting-edge robotics to close gaps in the supply chain as well as streamline operations and job functions. While the threat of robots taking human workers' jobs is often debated, robotics' usefulness in the cold chain warehouse cannot be denied, especially during the Coronavirus disease (COVID-19) outbreak.

## New grip technology allows robots to better grab products

"Before COVID-19, the cold chain market experienced consistent growth year-over-year, with market value growing from \$188.42 billion in 2017 to an estimated \$269.61 billion by 2024," says Kristi Martindale, chief



customer officer and executive vice president, product strategy for Sarcos Robotics. "As a direct result of COVID-19, U.S. consumers increasingly purchase their groceries online for either D2C delivery or BOPIS (buy online/pick up in-store). Because of this surge in overall grocery e-commerce, the cold storage market, along with the food industry at large, is facing significant dis-

ruption, growth opportunity and unique challenges.

"The most obvious challenge that cold storage owners and third-party logistics providers (3PL) face are adequate temperature-efficient cold storage facilities and processes to ensure product quality and productivity. After energy-related concerns, labor-related issues are the second-greatest pain point for 3PLs, as 70% of overall costs for 3PLs are attributed to labor," Martindale adds.

Many experts cite robotics' ability to close the gap caused by the shortage of workers, or for the parts of jobs that are more difficult or undesirable for humans.

"Prior to COVID-19, there was a global shortage of workers. Retaining workers in a cold warehouse can be even more challenging due to the undesirable working conditions," says Lisa Donnelly, vice president of marketing at Soft Robotics. "At Soft Robotics, we are asked all the time if robots will take away jobs from people. Our position is, robots should replace the jobs that people don't want to do. Cold warehousing is a prime example. Meat processing, seafood handling etc. are cold, wet environments [that] are uncomfortable and pose worker safety concerns due to wet slippery floors, etc. Robotics automation in these types of work settings is a very good option. Robots don't call in sick, slip and fall or develop repetitive use injuries."

Before COVID-19 even hit the United States, International Data Corporation predicted that worldwide spending on robotics systems and drones will hit \$128.7 billion by the end of this year, an increase of 17.1% over 2019. Following the impact of the pandemic, it is likely even more warehouses will look to robotics than previously predicted.

## A robot's job in the warehouse

Robotics optimizes the hard-freeze process by improving speed, consistency and waste reduction, while automated storage and retrieval systems (AS/RS) enable higher storage density within cold storage warehouses to mitigate the surge in demand, according to Martindale. And, robots that load and unload pallets installed inside refrigerated rooms help companies reduce the time employees spend loading pallets in severe temperatures while maintaining a steady workflow.

But soon, the use of wearable robotics will bridge the gap between robots and humans even further and push out greater efficiency.



## Freezing out functionality

Beyond usefulness, robotic manufacturers also need to keep in mind the cold warehouse environment to ensure longevity in equipment lifespan. Cold and industrial environments impact robotics equipment in unique ways.

“As with any equipment, designing and maintaining the robotic system to withstand the element it will be subjected to is a key factor,” says Donnelly. “It is important to work with a robot manufacturer or one of their affiliated system integrators [that] specializes in cold environments and can design, install and provide the appropriate maintenance directions for success.”

Cold warehouses can impact battery power as well as overall battery life. An intuitive design for workers wearing gloves is also imperative, as human employees dress in special clothing to protect against the elements. For these workers, the environment is just as dangerous as it is uncomfortable without the correct equipment. The more difficult robotics systems are to interact with while wearing heavy clothing such as gloves, the more frustrating the process becomes.

“Freezing temperatures sap power from electric batteries,” says Martindale. “For example, when operating in cold storage facilities, the forklift’s average battery life can decline between 20-50% faster than it would in a standard warehouse environment. Forklifts rated to last eight hours in a typical climate would only last approximately 4-6 hours in a refrigerated or frozen one. Electronic devices designed for such environments may have higher voltage batteries rated for extended hours, so that a full eight-hour shift can be achieved. The Guardian XO robot uses three hot-swappable batteries to address such variabilities and enable near-continuous operations.

“Electronic devices’ battery life is also affected by the cold,” she continues. “Consideration like special seals that can withstand frequent temperature changes as they move between temperature zones will be necessary.

“People who work in cold storage facilities need to bundle up to keep warm; thick gloves are standard-issued personal protective equipment. Any operator interface (i.e., grips, tools or touchscreen displays) needs to be designed to work with and respond to a glove’s touch vs. a naked finger,” says Martindale.

As robots find their place in the cold warehouse and employees learn how to work in tandem with them, the future of the cold chain will see optimization unseen in the past. The more advanced these systems become, the more sophistication can be had in cold work environments.

“At Sarcos Robotics, our goal is to provide robotic systems that help maximize the warehouse industry’s workforce potential through increased safety and efficiency,” Martindale says. “Our Guardian XO full-body-powered exoskeleton is a wearable robotic suit that amplifies the operator’s strength without restricting freedom of movement. By enabling workers to lift and transport goods up to 200 pounds, the Guardian XO helps boost productivity for last-mile, manual goods handling and non-conveyable or less-than-pallet-load type logistics – all while dramatically reducing heavy lift-related injuries.” Wearable robotics can help human employees lift much heavier weight.

The hardware in robotic systems increases mobility and agility to optimize warehouse operations, but in addition, the software becomes more sophisticated to handle these complicated tasks. Many robotics providers create software solutions that fit any need a warehouse has, as flexibility is key. Each warehouse is different in layout, operation and management, which means robotic solutions must be able to fit to multiple environments.

For example, Soft Robotics released its coDrive solution, a modular system that brings the mGrip soft gripper technology to collaborative robots without the requirement for tethered pressurized air.

Wearable robotics can help human employees lift much heavier weight.



# What are the limitations?

Even when some policies use the term “all-risks” it does not mean that it will provide complete protection.

Certain types of cargo can be excluded, as well as some destinations (or restricted), or coverage is relegated to a specific service (for example, transport must be carried out with special temperature recordings).

It’s also very important that the shipper precisely document the cargo value in case of incident (loss or damage). For these reasons it’s important to examine the details when taking out an insurance policy for a shipment.

## + All Risk Coverage

Such coverage provides extensive protection against damage or loss due to external factors. At the difference of a more limited coverage, it will for example, protect the shipper against:



Pilferage



Heavy weather



Leakage



Breakage

Although the above perils are covered under some “All Risks” policies, there are exclusions under all risk coverage which may apply, in particular:



Improper packing



Rejection of goods by customs



Inherent vice

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# How Can Temperature Monitoring Help Reduce Supply Chain Product Losses

Real-time supply chain monitoring solutions that leverage reusable data loggers are enabling enterprises to minimize product loss and actively reduce their carbon footprint.

Food loss and waste are a serious concern — an estimated one-third of all food goes in the garbage. And while food loss is bad enough, in light of global food shortages, it also has an environmental impact. Rotting food in landfills produces methane, a known greenhouse gas, equivalent to 37 million cars on the road. Of all that wasted food, 40 percent is coming at all levels of the supply chain before the consumer is involved. The level of food waste and loss in the supply chain is largely due to a lack of full visibility and control over products as they are traveling throughout the supply chain.

Food producers and processors are increasingly implementing sustainability activities as part of their corporate responsibility goals. Many businesses have plans in place to reduce their food losses and carbon impact, often with specific targets in mind. Some are setting ambitious goals, aiming for sustainable water use, 50 percent waste reduction by 2030, and even becoming carbon neutral.

Real-time supply chain monitoring solutions that leverage reusable data loggers are enabling enterprises to minimize product loss and actively reduce their carbon footprint.

## Food loss and waste caused by supply chain breakdowns

Most disruptions in the supply chain are regional and short-lived, such as ones caused by hurricanes, winter storms, or other types of natural disasters. The COVID-19 pandemic has dramatically increased supply chain breakdowns for numerous reasons. Entire countries and municipalities have shut down, and consumer buying habits have drastically shifted. Supply chains have been pushed to their breaking point, especially the food supply. It is essential—now more than ever—to get food to retail locations and keep it out of landfills. But, when routes get changed, drivers are not granted entrance to municipalities due to shutdowns, or ports are closed, many food products might not ever make it to market. Logistics failures throughout the supply chain can make for shortages at the retail level. Using end-to-end supply chain technology to minimize disruptions is one way to avert a looming disaster of empty grocery store shelves. Real-time technology allows food producers and third-party logistics providers to know exactly where the goods are and what routes are optimal.

## Food loss and waste due to temperature excursion

As stated previously, 40 percent of food loss happens at the supply chain level before it ever hits the consumer. While some food loss comes from inadequately staffed production sites, it can also occur because the food was stored or transported incorrectly, rendering it unsafe for human consumption. Foods that spoil quickly like dairy, meats, fruits, and vegetables need to be maintained at constant temperatures to ensure freshness and increase shelf life. While real-time visibility cannot change the food harvesting or processing procedures, it can ensure that products are transported and stored at optimal temperatures.

However, many companies have been reluctant to implement digital solutions as a way to reduce food loss and waste due to temperature excursions. Research has shown that businesses that do so see improved margins with a more efficient supply chain, often off-setting the investment in the technology. This means that there is room for improvement for many organizations to implement real-time visibility solutions to keep more food in grocery stores and restaurants and out of the landfill.



## Food loss and waste caused by rejected and replacement shipments

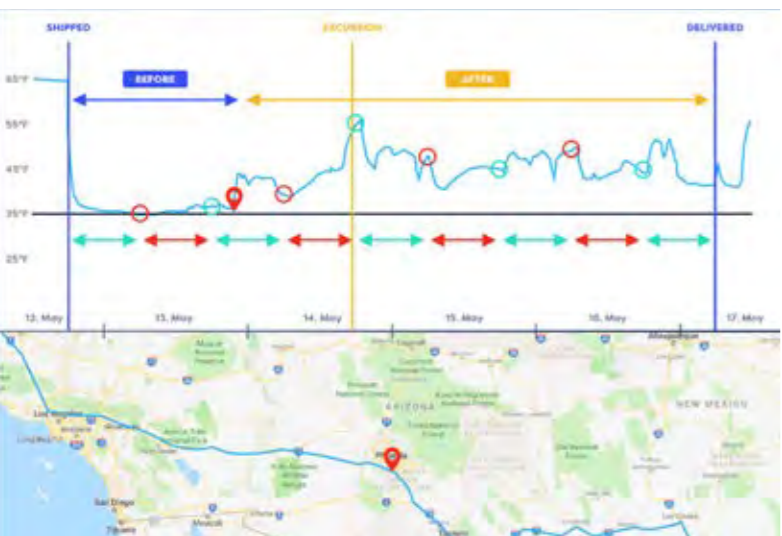
Another consideration is the operational and product waste created by inefficient processes due to a lack of total supply chain visibility. With passive data loggers, a temperature deviation may have occurred during transport. However, this remains undiscovered until the delivery is made, and often the food goes to waste while quality assurance teams investigate. Every wasted shipment means stock outages, and another replacement



must be hauled across the country. There is an environmental cost associated with the manufacture, transport, and distribution of these replacement products, including water consumption, plastics produced (and discarded), CO2 emissions, and fuel. Not to mention the spoiled food ends up in a landfill.

## The benefits of real-time monitoring technology to reduce waste and loss

Many food producers and retailers have signed on to the EPA's Food Loss and Waste 2030 Champions program, committing to cutting food loss in half by 2030. Having a reusable real-time solution that offers actionable analytics to prevent loss and waste is an easy step to take. Real-time visibility enables all stakeholders to proactively reduce the carbon footprint of perishable waste, provides practical benefits of lowered costs on reduced food losses, and drives overall sustainability efforts.



Controlant's real-time temperature monitoring and visibility solution is threefold. It includes reusable data loggers, a proprietary cloud-enabled software platform that delivers shipment and supply chain data on demand, and cost-reducing partnership services. Controlant's 24/7 monitor and respond services team (MARS) is available to answer alerts and proactively work with your designated stakeholders to facilitate corrective and preventative action. For example, if a shipment in a reefer truck hauling produce across the country has pallets tip over reducing airflow, temperatures can start to deviate beyond the acceptable boundaries due to this event.



The reefer's system may not catch the issue because the temperature readings at the front of the truck are stable. However, Controlant's loggers send alerts to the MARS team, as well as email and SMS (if preferred) to designated stakeholders, including the freight forwarder. The 3PL and truck driver are contacted to reload the pallets appropriately and unobstruct the airflow, preventing product damage.

In addition to the real-time data that a monitoring program provides, longer-term trends and performance analytics regarding particular lanes, points of interest such as airports and harbors, packaging types, and so on, are easily discovered. Dashboards can now enable manufacturers and logistics providers to determine where the most substantial risks occur within their supply chain, and subsequently, mitigate them.

## Reducing your environmental impact

Organizations in the food supply and distribution chain are demanding corporate responsibility from suppliers and logistics providers that address their environmental impact. With the information and analytics possible through wirelessly connected temperature monitoring solutions, enterprises can build a concrete plan of action for reducing waste throughout the supply chain and then work with all stakeholders to implement it.

Dashboard data allow supply chain teams to quickly reference the reduction in temperature excursions and shipment rejections resulting from their proactive monitoring and visibility program. Real-time data can reduce fuel costs by helping delivery drivers and logistics companies choose shorter routes with fewer excursion opportunities.

Continuous shipment monitoring prevents sustained temperature excursions, resulting in prolonged product shelf-life and fewer lost loads. Real-time data can assist grocery retailers and restaurants by helping them only order is needed from suppliers, thus reducing the possibility of unused products being thrown away. With all of this information, businesses are equipped to make decisions that get more food safely to retail locations, and ultimately the consumer

## Moving forward

External pressure to embrace corporate responsibility programs aside, businesses should not overlook the benefits of adopting innovative solutions as part of their sustainability efforts. Enterprises looking to save money in the long-term by switching to more sustainable solutions and improving supply chain efficiency in the cold chain are now seeing substantial cost and resource savings. As a result, some companies now consider sustainability performance an essential part of the

overall supplier performance equation, in addition to key requirements of quality, cost, and delivery.

The potential business benefits of greener supply chains are considerable. Companies that succeed in making their operations more environmentally friendly can expect operational cost savings due to less waste, reduced fuel, energy, transport costs, and a lack of compliance penalties. In 2017, more than 4,800 companies reported supply chain emission reductions amounting to 551 million metric tons of carbon dioxide. This equates to \$14 billion in savings and does not factor in the additional cost savings arising out of reduced replacement products and less food waste. Moreover, supply chain improvements of this nature invariably enhance an organization's brand and reputation considerably.

As an industry, we need to recognize the opportunity for key stakeholders to work together to stimulate innovation and technology adoption that can reduce waste, keep food out of landfills, and positively influence climate change. Although the requirements may take many years to generate a substantial impact, the journey must start today.

The potential for what can be achieved through technology and collaboration to improve the visibility, efficiency, and sustainability impact on the global food supply chain working may help shape the future.

# Stay in touch with the X2 Team,



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# 4 steps to Brand Yourself on Social Media

If you're running a business and doing it professionally, there's no avoiding to brand your social media.

Social media is the place to be as a brand. Pretty much everyone (including your mom and your grandma) spends half of their waking hours checking their various social media platforms. And since the golden rule of marketing is "get people where they already are," social media provides you with an A+ opportunity to connect with your audience, deliver your messaging and convert that audience into customers.

But you can't just throw up a few social media profiles and expect business to start rolling in (if only it were that easy!). Just like you need a solid branding strategy for your business, if you want to be a social media success story, you need to brand yourself there, too.

Social media branding allows you to break through the clutter (and there's a lot) so you'll be easily recognizable to your target audience and ultimately drive more business, leads and sales.

But how, exactly, do you do that?

## 1. Keep your branding consistent across platforms

The most important element of social media branding? Consistency, consistency, consistency.

If your website has one brand style (specific colors, fonts, and product images), but your Facebook has a completely different look and feel... Which is totally different from your LinkedIn... And your Twitter too...

Well, you get the idea.

Inconsistent branding is confusing. Your audience expects to experience your brand in the same way, no matter where they're experiencing it. Having an all-over-the-place brand on social media hurts your overall branding, your brand recognition, your engagement... And in the end, it hurts your sales.

When you're creating your social media profiles, your brand DNA needs to be infused on each one. Got a brand color palette? Perfect. Use those colors on your profile. Have a hero image that people associate with your brand? Great. Use it as a Facebook or Twitter cover photo. Got a logo? Sweet (and if not, it's time to get one designed!). Use it as your profile picture so you're instantly recognizable to your audience.

## 2. Create share-worthy content

A big part of success in social media is spreading the word about your brand to new people. And the way to do that? Create share-worthy content.

Content is the foundation of social media. In fact, there's a whole industry built around it: content marketing.

When it comes to social media branding, you want to establish yourself as a go-to resource for awesome content in whatever your industry you're in.

Your content is the foundation of your social media success, and it must inspire people to click, engage and share. Visualmodo has put together a nice article explaining different ways to integrate your content marketing into your social media.

The key to successful, recognizable social media branding is to create content that will inspire your audience to share and engage. Figure out what content is going to connect best with your particular audience, publish it on the regular and watch those shares come pouring in.

Whether you decide to focus on producing video content or memes, GIFs or written posts, you need to make sure you're branding yourself as a company who creates killer content.

## 3. Add ah-mazing images

Speaking of content, you can't talk about social media branding without talking about images. In fact, some platforms—like Instagram and Pinterest—are based entirely around pictures.

Images boost engagement like crazy. Facebook posts with images get 2.3x more engagement, and tweets



## CARGO SNAPSHOT

Port of LONG BEACH  
THE PORT OF CHOICE

with images receive 150% more retweets than tweets without. If your images aren't a priority in your social media branding strategy, you're going to fall flat.

When creating brand imagery for social media, be true to your self, grab your audience's attention and look fantastic.

Now, keep in mind, your images don't have to just be based around your product, your service or yourself (if you're a personal brand). As long as you're on-brand, they're a go.

Bottom line: social media is an image-heavy place, and so in order to be successful in social media branding, you'll need killer images.

Figure out what killer images means to your brand, and then deliver on image-centric platforms.

## 4. Be social

Our last tip is this: it's called social media for a reason. If you want to find success with social media branding, you need to actually be social. When one of your followers tweets at you, tweet back! When someone leaves a question on your Facebook page, answer it! If someone comments on your LinkedIn post, comment right back!

Social media is a conversation, so it needs to go both ways. Build your brand on social media around being social and engaging with your fans. The more you engage, the more engaged they'll be!

Get out there and get branding

Well friends, now you know everything you need to win the social media branding game

All the hard work you can trust to X2 Global Media - your best partner for building your brand!

Just drop us a message on [contacts@x2globalmedia.com](mailto:contacts@x2globalmedia.com)

# Your Facebook business page

## & the positive effect it brings



Whether you're in the logistics industry or online retail we all have one thing in common: we all want to reach out to as many new clients as possible.



We want to drive traffic to our websites, we want to improve our relationships with our clients, we want to create new leads – we want to improve our customer services and establish ourselves as industry experts. It sounds like a tall order, but did you know that you have the potential to do all of these things, probably in the palm of your hand?

When we think of Facebook, it's difficult to separate overshares and images of highly polished influencers with a successful business. But believe it or not, this social media platform can have a positive impact on your business and can help you achieve all of your company goals.

### It's a cost-effective marketing solution

Think of marketing and you'd be right to picture TV and radio ads, ads in your local paper, direct mail marketing and even cold calling practices. All of these have the likelihood of being successful, however, they're hugely expensive and there's no guarantee that you're even targeting the correct market.

When you use Facebook as a marketing tool you're getting a tailor-made marketing solution that's not only cost-effective but it's a lead generator that works!

### You can get to grips with analytics

In addition to the point above, when you use Facebook as a marketing tool and take full advantage of their targeted ad campaigns. You also get to delve into the stats and analytics of your campaigns. Facebook Insights is ideal for those of us who aren't necessarily tech-savvy,

and as a business owner, the kind of data you can find out about your company is priceless. From page engagement to page likes, visits and the reach of your posts. All of this is wholly valuable information.

### You can boost your brand

These days, the first thing many consumers do before they make a purchase is to search through the social media pages of the business in question. If your Facebook page is poorly run, with questions and comments left unanswered or it's been inactive for quite some time, it could be enough to turn off any potential client. When your Facebook page is engaging with clients and inquiries, replying to comments on posts, regularly posting varied content such as videos, photos, polls, and competitions, it builds a sense of trust and helps you create a stronger looking brand.

### It will create traffic to your website

Simply put, the more website visits you get, the more positive signals are sent to search engines who ultimately influence your positioning on their results. When you post on your Facebook page, it's important to include links to your website – it doesn't always matter how many likes or shares you get on your posts, its website clicks you want!

Contact us to learn how X2 Global Media can help you to get more leads.





## Social Follow



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