

X2
LOGISTICS
NETWORKS

XTRA

Q4 2020

X2 LOGISTICS NETWORKS QUARTERLY NEWSLETTER

**WHY NOW IS THE TIME
TO STRESS-TEST
YOUR INDUSTRIAL
SUPPLY CHAIN**



**NETWORK
MOVES & NEWS**

**WEB DESIGN DOS & DON'TS
FOR A SUCCESSFUL
SMALL BUSINESS WEBSITE**



Richard Overton
CEO of X2 Logistics Networks

A MESSAGE FROM RICHARD

Dear X2 Colleagues,

Welcome to the final issue of our Q4 2020 newsletter and I would like to take this opportunity to wish all of you around the world a very Happy and Merry Xmas and final closure to a very strange year experienced by everyone around the World!

Thank you to everyone for all your efforts and support to one another throughout the year. The success of X2 is built on the efforts of both our members and our teams and in this past year, we have all faced some sort of struggles. We are already nearing the end of a very bizarre, strange and unprecedented year. A year that has not been easy. Like many of you, no doubt, we quickly had to find ways of adapting to the new normal and I look forward to much better year ahead with more hope and positivity for the world as we enter the New Year and as we all hope for a better future and one filled with promise and positivity.

This edition highlights the strong inter network collaborations conducted between members of the group and shows the resilience and continuation of business through some of the most difficult times experienced in our life time.

Throughout 2020 and despite the challenges faced, we have continued to strive to develop and build a professional and loyal membership. We maintained our focus on professionalism and did our best to measure the development of business volumes within the group as well as finding new ways to boost 'member

to member' inquiries and grow 'member to member' business wherever possible. As we head into 2021 we will look at new ways to develop the networks' capability. I would like you all to know that everything we do at X2 is done with care and with sincerity for all members and for the well-being of the group. Sometimes we make the wrong decisions and make mistakes... and as we enter the New Year, I will be utilizing this time to look back and reflect upon myself and the network and look at ways to improve where I feel I we may have failed or could have done better. Continual improvement are two words I will focus on as we enter the New Year.

I am well aware of how disappointed everyone has been in regard to the postponement of our 2020 conference. The event originally due to take place in February was postponed three times and this was a decision I made in the interest and safety of all of the members, their staff and families. This decision to postpone has seen a significant financial impact on our company and this we hope will turnaround in 2022. It has also been very hard for all of the members to accept especially when this is one of the key elements of the network and getting to spend time together in a great environment which now seems like family. However, we must remain hopeful for the opportunity to meet each other again in 2021 and I am now in discussions with the hotels on setting those new dates as we enter an uncertain first quarter of 2021 especially with travel restrictions still in place. I would

Keep in touch...

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

like to thank all of you that have maintained your faith in us and a big thank you to all delegates and sponsors that have maintained their hope, trust and patience for the next conference. This is very much appreciated.

Your support through the years and especially during this challenging time in all our lives is greatly appreciated. We are all going through a difficult chapter in our business and personal lives right now, and I would like to thank you for your understanding and support during these trying times.

But before we see each other again in the New Year, we would like to wish you and your friends and family the very best of health in the coming holiday season. We also hope that 2021 brings you happier prospects and sees a return to some sort of normality. Whatever the case, we hope it allows you to thrive. We must remain positive for a better year ahead and stay strong, safe and healthy.

We would like to thank you most sincerely for your continued faith in us, and look forward to working with you in 2021. Look after yourselves and your loved ones.

X2 is not just a network ...it's a community ...it's a culture ...and we created it together!

Merry Xmas and wishing you all a happier New Year ahead!

Regards,

Richard

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Web Design Dos & Don'ts
for a Successful
Small Business Website



Virtual Completion of Project During Pandemic Times

Our member KRS Logistics in the U.A.E. shows us the success of completing a shipment during these pandemic times. Without physically inspecting the site, without personally meeting the packers, haulers, loading team, port & stevedores at origin but through Zoom, calls, videos and WhatsApp; the team has successfully completed loading 3800 MT oil field & drilling equipment from Egypt to USA last week (ves-

sel depart on 15th September). Their scope of works consisted of packing, crating, collecting, loading, trucking, port handling & freight from Egypt to USA worth a few thousands shortage to mark the million dollar freight turnover.

POL : Adabiya & POD : Baltimore.

First time a large project is being completed without physical involvement, it was challenging but fun, thanks to the pandemic & the nowadays technology!



Transpeed Logistics got permission to open Customs Bonded Warehouse in India

Transpeed Logistics in India, is one of our fellow members who recently acquired Indian Customs Permission to open Customs Bonded Warehouse 6000 SQFT. Near to Airport & ICD with full facility & economic tariff which the team can offer to their customers.

They are now certified by MSME (Micro, Small and Medium Enterprises) & AEO (Authorized Economic Operator) government Authorized.



Transpeed Logistics Team shared with us the project handled for their Bio Petro Chemical Customer.

This shipment consisted of a container of 5 tons from Brazil to Mundra, India of 40ft Flat Track and also handled by road to Greater Noida, of 20 ft trial.

Get in touch with when needing support in India! www.x2elite.com/member_profile?id=10994



From India, to Zimbabwe: Ongoing shipment by AIRSEA

AIRSEA team in India recently handled huge Gensets mounted on Mafi trailers to Durban South Africa during the last week of September. This cargo was loaded on MV Hoegh Trove V 146 Line RORO vessel on Monday 28th September. The team has had a great experience handling this project!

The cargo involved is as follows:

- 5 2000 KVA Gensets mounted on 40ft SOC containers; each of them weighing 65 tons.

- From Chennai, India to Durban, South Africa and from there transportation will be done by road to Harare, Zimbabwe.

- The departure of the cargo is on 29th September. The ETA to Durban is of 19th October.

Wishing the best to the team on this ongoing project until arriving successfully to destination!

Get in touch with them via their Members Profile:

Asia Global: www.x2asiaglobal.com/member_profile?id=11138

Cold Chain: www.x2coldchain.com/member_profile?id=11141



X2 Team Catching Up with PK Interfreight!

On 7th October Daniela and Shawn, from X2 Membership Services Team got the opportunity to meet up with Kongsak and Vee on from PK Interfreight in Bangkok! They enjoyed the time by sharing with them life experiences, discuss business as well as the FPS benefits of X2 Membership.

PK Interfreight team is always at your service, contact them for support in cross-border transportation to Laos. They can provide door to door freight forwarding services, by plane, via agents abroad able to deliver to Laos by land with PK's truck fleet.

Cheers for the upcoming projects, not forgetting successful collaboration they already have with HMM for building up the 1st container yard in Laos!



Contact Kongsak and team via:

X2 Projects: www.x2projects.com/member_profile?id=10656

X2 Elite: www.x2elite.com/member_profile?id=10656

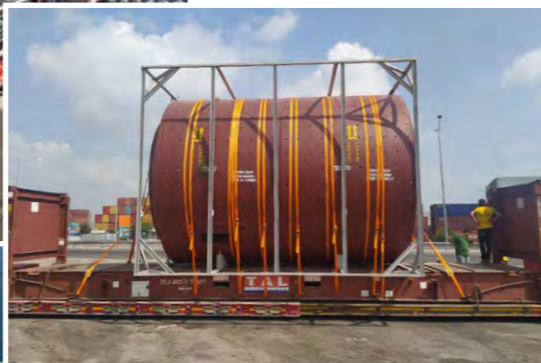


Origin Logistics completes two Project shipments in a week

Origin Logistics Konya team completed two Project shipments in one week.

First Shipment was loaded in Konya city and shipped to Alger, Algeria via Mersin port. A Clunker (dimensions below) successfully loaded onto a flat rack container at the factory and headed to Mersin port via special low bed.

Lenght: 5,75 mt
Widht: 4,25 mt
Heigh: 4,40 mt
eight: 33.000 kgs

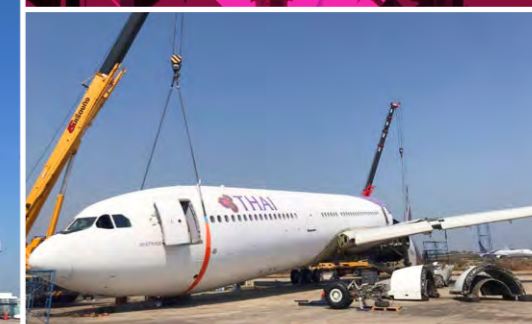


Konya team chartered slot, from a break bulk vessel for second shipment. Twelve silobus (dimensions below) were smoothly loaded on board.

Lenght: 11,5 mt
Widht: 2,55 mt
Heigh: 4.10 mt

Lashing, securing & dunnaging and Crane was handled by experienced Origin Logistics team and suppliers. The entire operation on the fields for both shipments was supervised by Origin Logistics branch manager.

Contact Origin Logistics via X2 Members profile: www.x2elite.com/member_profile?id=10922



Sea & Aero Logistics in Thailand, On Top of The Airline Industry



Our Thai member, Sea & Aero Logistics Co., Ltd with registered office in Bangkok, shared with us some details on the innovative and efficient services they're providing during this hectic times the World is facing.

They shared with us a complex shipment they frequently do on dis-assemble air-craft fleets and export as spare parts.

This mega project destination was from Bangkok to Miami, Taipei, Chicago, etc. The destination will depend on the sale contract of each buyer.

Some of the challenges the team faced were the requirement of a lot of management skills and good coordination between relevant departments both state enterprise, private owned

(Thai Airway, AOT (Airport of Thailand), logistics company) each contract had an specific timeline such as airport space rental timeline. They needed to monitor closely to their technical engineer to be able to perform

under intense timeline according to the contract. Also they needed to provide specific stevedore team just for this case and needed to be able to adapt to avoid any issues during the process.

Sea & Aero Logistics is one of the few logistics company that have signed contract with air craft technical engineer (dis-assemble and re-assemble), air craft loading planner.

The team understands that this is a niche market segment and wish to tell the story to other forwarder friends, there's nothing you cannot accomplish if your team stands strong together!

Contact the team for further details and support in Thailand; also they can offer outstanding services in:

1. Cross-Border, In-Transit Service via Cambodia, Laos
2. E-Commerce Distribution

Contact them via members profile: www.x2elite.com/member_profile?id=10730

It's Loading Time! Shiftco's Recent Projects

Indian Member Shiftco Shipping & Logistics shared with us a group of projects recently loaded from India to Qatar 8x40 OT. Gopi and his team are always ready to give you the solutions on multi modal options via road and sea connections.

Active as always, providing the professional services on:

- Multi-Modal Transportation
- Custom Brokerage Services
- Consultancy Services
- Warehousing & Distribution ..and more!



Contact them, with their Chennai office registered to X2:

Asia Global Members Profile:
www.x2asiaglobal.com/member_profile?id=11039

Projects Members Profile:
www.x2projects.com/member_profile?id=11093

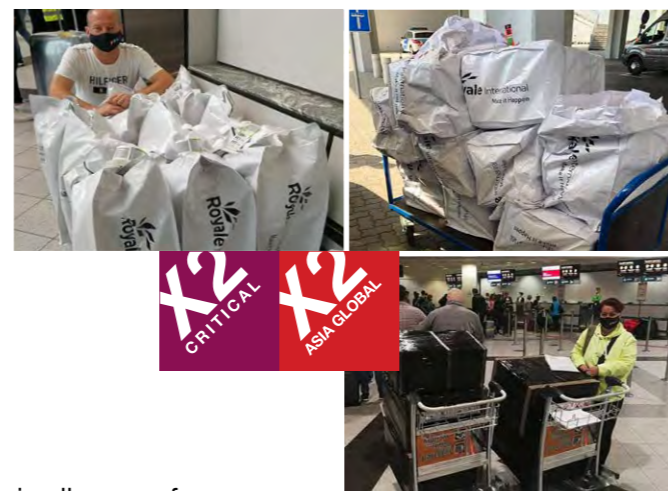
HGL Group Hungary great teamwork with Royale International

In today's partially locked down business environment we all experience serious delays in transportation, especially in air freight, where the number of scheduled flights is only a small fraction of what it used to be.

HGL Group Hungary and Royale International cooperate on a local level to create truly global solutions to all Time Critical shipment needs in the Central & Eastern European region.

Together HGL and Royale can bring you the benefits of a truly global network of Time Critical services and guaranteed freight movements by air and express road across Europe and the world. To and from anywhere in the world!

Please contact us immediately for a quote within 30 minutes for all express and Time Critical product



in all areas of transportation and customs!

HGL Group Hungary X2 members profile:
www.x2asiaglobal.com/member_profile?id=11509
www.x2critical.com/member_profile?id=11509

Royale International X2 members profile:
www.x2critical.com/member_profile?id=10716

Helicopter Project from USA to Brazil

Florida Trade Consolidators, USA member with office registered in Miami, Florida, recently handled a helicopter shipment project from Houston, USA to Suape, Brazil.

They picked it up from Dallas, Texas where the supplier was, then they transported it to Houston in a lowboy having as final destination Brazilian clinics.

The dimensions of the shipment: L 37' W 7'2" H 9'8"



Well done Samir and team! Get in touch with them:
www.x2projects.com/member_profile?id=11297

Arrow Express ships 64,000 IBS generator

After securing and lashing the cargo Arrow Express successfully loaded 1 X FR Generator weight 64,000 IBS and shipped from NY port up to Jebel Ali port.

See Arrow Express profile:
www.x2elite.com/member_profile?id=11149





Air Charter from the US to the UK delivered by V. Alexander & Co., Inc.

V. Alexander & Co., Inc., active member in the USA, recently did an air charter from Greenville – Spartanburg (GSP) to Doncaster – Sheffield (DSA) of PPE materials.

The team had to coordinate the inland movement of over 200 pallets from origin point, which was 500 km away from the airport under a tight timeline due to the limited capacity of charter aircraft at that time. They

were even able to accommodate additional cargo that was added to the flight at the last minute. Everything was handled and delivered overseas successfully within the required timeline.

V. Alexander & Co., Inc., with offices registered in Dallas, Memphis, L.A., Chicago and Washington, is fully at your service with projects support always meeting the customers' needs. Get in touch with the team: www.x2projects.com/member_profile?id=11013



Avant Garde Logistics exported another car by air freight to Hong Kong

Our member in Dubai, Avant Garde Logistics LLC again performed a successful air freight transportation of sports car. This time, gray Ford GT was exported from Sharjah Airport to Hong Kong Airport.

Contact them via X2 member profile: www.x2asiaglobal.com/member_profile?id=11067



Altius executes the transport of two heat exchangers and its accessories from Italy

Altius has organized and then implemented the on-shore and offshore shipment of two Heat Exchangers plus accessories from the OVS Vertova manufacturing plant in Northern Italy to the Ineos Refinery located in Grangemouth, Scotland.

Cargo consisted of two main units weighing 122 mtms each, long over 22 metres x 3,35 wide x 3,50 height, transported from Vertova to Valdaro (Mantova) river port and then loaded onto barge due to the convoys' weight and dimensions restrictions and hindrances which partially prevented oncarriage to the Marghera loadport.

The convoys' enroute from Vertova to Mantova encountered several maneuvering difficulties on account of narrow and winding mountain roads due precisely to the total convoys' length of over 30 metres.

Once cargo loaded by gantry crane onto barge at Valdaro, upon two days' of river navigation reached

Marghera where it was loaded by 2x150 mtms each ship's gear onto m/v "Atlantic Dawn" to sail to Grangemouth, UK port of discharge.

Liner discharge and oncarriage by a Scheuerle Kamag K25 trailer, a special semi-trailer used over the road and then as a self-propelled in order to position both exchangers to jobsite inside the Ineos' Refinery in Grangemouth was carried out promptly and smoothly for the satisfaction of all concerned parties.

Despite the difficulties, Altius Team was able to succeed in delivering this shipment. Cheers to the team!

Contact Altius Projects via:

www.x2elite.com/member_profile?id=10072





Origin Logistics recently performed Vessel chartering

53 pieces of Asphalt machines, boilers and accessories are loaded onto 4 hold of a bulk Vessel via vessel's own cranes in Derince port.

Origin team handled the inland haulage of goods, observed and involved at the cargo placement, to the board.

Totally 1327 cbm and 142 tonnage cargoes with various dimensions are successfully loaded and secured and headed to Shuwaikh port.

Contact Origin Logistics via X2 member profile: www.x2elite.com/member_profile?id=10922



Fleet Lile's innovative ideas on handling extreme OOG makes tough movement possible

X2 founding member in UAE, Fleet Line Shipping (FLS) was assigned with the task to provide an end to end logistics solution for 2 HEAT EXCHANGER BASE SKIDS each measuring 12.50 x 4.20 x 1.56 meters. Their ISO & QHSE certified packing and lashing team, whilst doing the heat shrink wrapping, made the zipper access doors in order to access the corner castings of the flat rack containers, making it easy to lift through the square space of the skids. Eventually the



containers were successfully loaded onto a Maersk vessel as OOG containers instead of breakbulk. FLS' expertise were appreciated by Maersk Line, read here for their blog featuring FLS: www.linkedin.com/posts/maersk-group-maersk-alltheway-connected-activity-6721306034251546624-9_k7
Contact the team: www.x2elite.com/member_profile?id=10322



ProShip Global Putting Up With Pandemic Challenges

Despite the several lockdowns countries faced during the start of the Pandemic, our fresh member from India: ProShip Global, managed to handle successfully cargo which was close to 10000 freight tons; it was moved in Flat Tracks, Open Tops, High Cubes and Break Bulk Parcels:

Containers: 30x40'HC + 7x40'OT + 5x40'FT & 2 BB PARCLES kept on empty Flat Track containers.

Challenges though the shipment were several, but the team efficiency on responding to the difficulties managed to come up with a solution. There were close to 30 vehicles which were stranded during the 1st lockdown for which they arranged to park them in the yard to safeguard the cargo.



Since shipping, clearing customs & transportation were disrupted and are essential services within India; their operations team got into action with precautionary measures and safety to move the cargo to the port area and also monitored the remaining cargo/machinery along with the port authorities and MSC Operations team.

The Extreme height of the Break Bulk cargo was a challenge which was executed with care. ProShip Team is proud of the dedicated team efforts that could help them face the most difficult times and still able to perform seamlessly without causing any further delay.

Contact the team via the members profile: www.x2projects.com/member_profile?id=11518

TEU Shipping Committed to Support the Local Hospital

TEU Sa Shipping & Forwarding Company was giving full support for local hospitals during 3 months. Their project involved 408 local deliveries in Bulgaria to every hospital with full respirator equipment. The team faced several challenges such as meeting the exact time slot for unloading with full equipped drivers for the hospitals involved. Hospital machinery was very expensive, so they wanted to make sure to deliver carefully and efficiently via trucks with tail lift.



Another obstacle they faced was to coordinate all deliveries with their clients' center team using only message application VIBER! Some of the process of the project involved the delivery of the machines to Bulgaria, to make orders into their warehouse together with their client's team so it all could be delivered on time. TEU Sa Shipping Team believes that Nothing is impossible if you are really willing to make things happen!

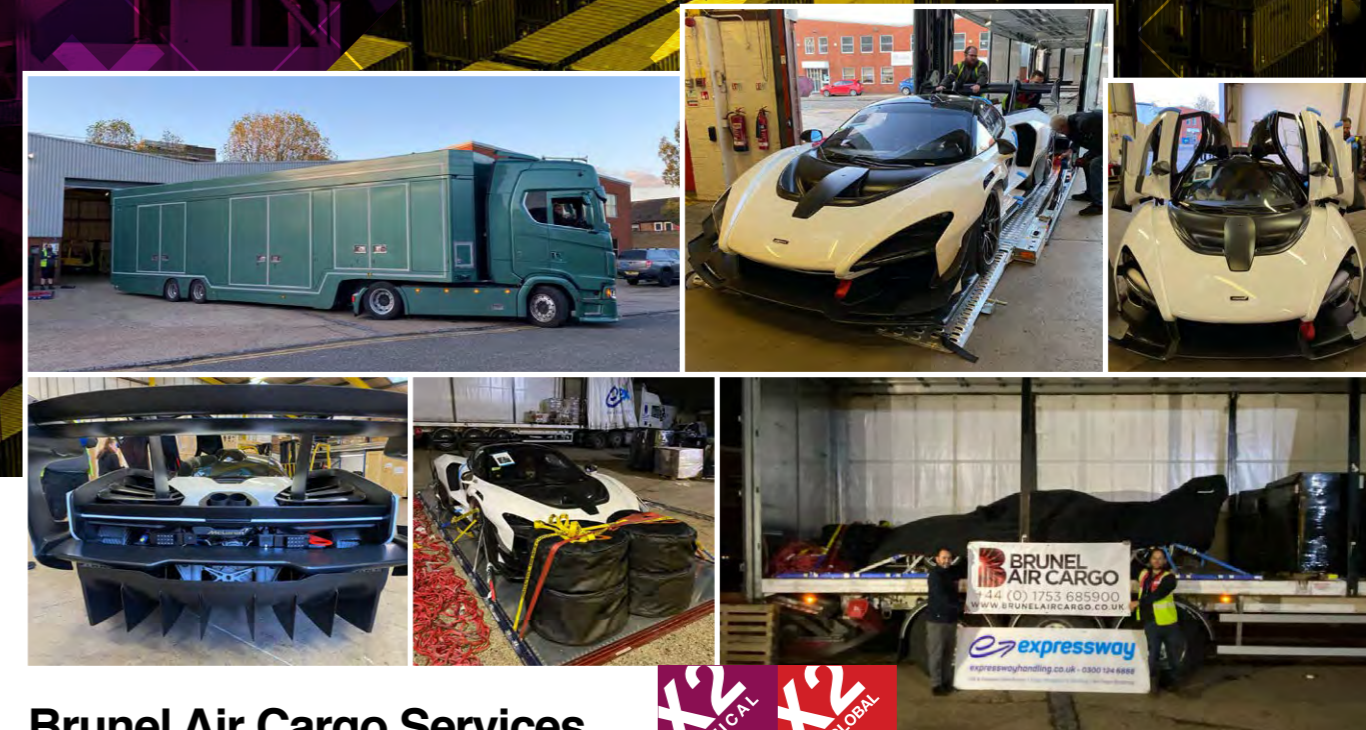


Exclusive Cargo Handled by TRS International Transport & Shipping

Swiss member TRS International Transport & Shipping Ltd. has been recently handling exclusive shipments with expensive cargo such as Bentley, Maybach and Mercedes-Benz cars. These are being shipped to the Middle East.

They are still handling several projects related to the automotive industry, stay tuned for the upcoming ones! We are excited to see more of this to be successfully delivered to destination!

Get in touch with the TRS International Team:
 Elite: www.x2elite.com/member_profile?id=10789
 Projects: www.x2projects.com/member_profile?id=10789
 Cold Chain: www.x2coldchain.com/member_profile?id=10789
 Asia Global: www.x2asiaglobal.com/member_profile?id=10789



Brunel Air Cargo Services ships McLaren Senna GTR!

Our British member Brunel Air Cargo Services handle over 1 million kilos of airfreight a year through the UK and hold customs badges at all UK cargo airports. The team makes sure to minimize the risks for their customers as they have their own fleet of vehicles. In 2018 they became an AEO recognized agent. They were recently nominated to transport a McLaren Senna GTR by air freight for a client. Can you imagine how much does a McLaren Senna GTR cost?



Just 75 Senna GTRs will be built with the cost of entry pegged at \$1.65 million (excluding tax, duties, and delivery). Its 4.0-liter twin-turbocharged V-8 produces 814 horsepower at 7,250 rpm and 590 lb-ft of torque at 5,500 rpm. Amazing! Cheers for handling successfully and for being involved in such a shipment! Contact the team in the UK: www.x2asiaglobal.com/member_profile?id=11185 www.x2critical.com/member_profile?id=11185



From Dubai to London - X2 Members Collabs

U.A.E. Member MMAJ Worldwide Cargo with registered office in Dubai and UK Member JAG-UFS (Intl) Ltd with offices registered in Heathrow, Felixstowe, Southampton in England and Shenzhen, China; col-

laborate together for frequent shipments. This time the cargo was fabric, 100 pallets. They were loaded in Dubai Airport, heading to London Heathrow. Both members have been very proactive and supportive with business, always sharing the X2 Love. Cheers for the upcoming projects together!



TSM Germany's Project delivers from Germany to China

German member TSM Germany shared with us their most recent project shipment which is waiting to embark on its journey from Bremerhaven, Germany to Shanghai, China!



The dimensions of the cargo are of 13.7 metres long and 41,500 kg Referring to the photo, on the left side it can be seen that it even has its survival kit with it! Always make sure to remember that when travelling, everyone must always be prepared. The Team can surely support you with your projects in a timely and efficient way:

- Full Charter / Part Charter
- Break Bulk
- RO / RO
- Preparation of special Packaging
- Dangerous goods
- Crane Facility
- Pre/On- Carriage by Flatbed Trailer

Get in touch with TSM: www.x2projects.com/member_profile?id=11471



Altius executes the transport of two transformers of 160 tons each

Altius has delivered successfully another shipment of transformers and accessories!

This time, cargo belongs to the Campos del Sol Project, currently under construction at the Atacama Region, Chile and includes two transformers of 10,30 x 3,45 x 4,60 m (L x W x H) and 160 ton each along with the usual set of accessories.

Altius Chile received the shipment under hook at Puerto Angamos and coordinated all logistics activities, in a 550 kms travel crossing the barren territories of the North of Chile until the delivery of the cargo on foundations at the jobsite.

It's also worthy to mention the great job done by all the people involved, overcoming not only the logistics challenges but also the hard experiences that we all are living during this time of pandemic.

This new job is part of the strategic commitment that Altius Group is carrying out during this year in order to strengthen their added value services tailored to the Power industry and it is added to the several Projects already executed for various Customers, especially in the LatAm area.

Stay in touch with Altius Team, Visit their X2 Members Profile: www.x2elite.com/member_profile?id=10072



Arrow Express, Supporting with Big Projects

Arrow Express team in Jordan have successfully loaded an Aircraft Engine along with engine stand from UAE to Jordan.

The Aircraft Engine model is CFM-56-3-C1. The loading point was done from Sharjah Free zone area.

The team is always doing their best efforts to support the X2 community by being actively involved in connecting and growing their presence. Don't hesitate to contact the anytime, for sure they will be assisting in your request to/from Jordan.



Breakbulk Project Handled Successfully by Braanker Team!

Our member in Netherlands, Braanker Logistics who is strategically located Alblasserdam (NL) with 30000 m2 Storage and Transshipment capacity. They have a worldwide network of agents and an all-around deployable vehicle fleet of approximately 170 units, ready to assist you!

The team recently completed a breakbulk project at ECT Rotterdam (Europe Container Terminals). This is part of a bigger project, shipped EXW Middle East de-

livered door to door in The Netherlands with their own fleet of trucks. This was shipped via Hapag-Lloyd AG on mv Erving.

Contact the team: Elite:

www.x2elite.com/member_profile?id=11036

Asia Global:

www.x2asiaglobal.com/member_profile?id=11036

Incargo ships liferat in less than 24 hours!



Our Spanish member, Incargo S.L. provides efficient logistics services with headquarters in Madrid. They are members of Ateia-Feteia and their ISO 9001 Quality Assurance program is certified by Lloyds Register. They are also lata's agent and in house customs broker. The team is specialized in moving urgent spare parts all over Spain including islands. They make sure to perform efficiently meeting the deadlines under the best cost.

This time they delivered successfully a time critical shipment of a liferat of the following dimensions:

Length: 730 cm
Width: 290 cm
High: 310 cm
Weight: 5000 kgs

They picked up at shipyard in Cartagena and delivered to a vessel anchorage at Algeciras's bay that was waiting urgently in less than 24 hours!

Cheers to Incargo's efficient action! If needing support in Spain, contact them:

www.x2critical.com/member_profile?id=11506



Viking Projects Handles BIG Cargo in Turkey

Our Turkish member Viking Project Logistics completes another successful shipment of 40 pieces with dimensions of 10.7 x 4.25 x 4.25; with average of 16 tons.

The Viking team's scope of work was the lashing, securing, road survey and inland transportation from two addresses in Ankara to Haydarpaşa Port. They execute the storing and set the cargoes ready at the port area before the vessel's arrival and delivering the cargoes under the crane of the vessel to follow the order of the cargo's plan of the captain. The challenge of this project was to bring



all of the packing list on time before the vessel arrival due to the production of the goods were late; therefore the team had very tight time for executing the operation.

Despite the challenges and circumstances, Viking Project Team did, as always, a great job to meet the deadlines and accomplish the desired results.



Wind & Project Cargo Handled By NTC Logistics Team

NTC Logistics Team in India recently handled an exciting and challenging project which consisted of 6 wind blades, each one with a length of 45 meters by width 3.2 meters and weight of 1.5 metric tones each.

Also a stator 4.10 L * 2.75 W * 4 H (meters) and 50 tones. Accessories involved weight 50 tones.

Place of Pick up – Gumidpoondi Chennai
Place of Delivery – Chennai Port

Although the distance between both points is only about 50 kms, the movement of blades with this length could be done only at night; always being escorted and after having the green light from the multiple clearances from government authorities. All handled by NTC Wind

Transport Team. The heavy monsoon rains added to the challenge as well.

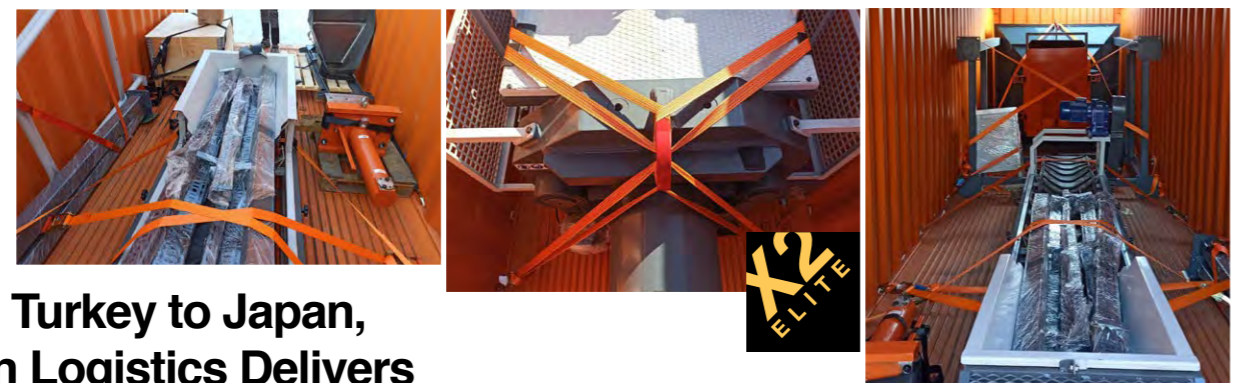
Final place of delivery was Trieste Italy.

NTC's transport, forwarding and break bulk arms transport wind blades up to 72 meters in length on special adapted trailers.

For this movement, a low bed trailer was used for the stator and a specialized extendable trailer used for the blades, coupled to human prime movers. All assets owned by NTC and operated by trained NTC staff.

We are proud to share with you all the efforts and involvement of NTC Team in India for delivering this cargo successfully. There's no doubt that team work and hard work always gives fruitful results.

Stay in touch with the team:
www.x2projects.com/member_profile?id=11176



From Turkey to Japan, Origin Logistics Delivers

Origin Logistics, X2 member in Turkey recently completed a delivery of Metal Sharers and their components to Japan!

The cargoes were loaded into two 2*40 open top high which were delicate so they needed to be handled and secured sensitively. The shipment included multiple pieces with different shapes and needed to be placed into

containers by their professional team providing Vwith successfully support.

Cheers for the Origin Logistics Team, always involved in the process of handling efficiently the cargoes! Stay in touch with them!
www.x2elite.com/member_profile?id=10922

Time for Some Critical Support - EAS International Delivers!



We are proud to announce another success story from EAS International team. Last month they delivered with success their urgent mission from Amsterdam to Mexico

They were supported by MLTi Team, X2 Projects member in Mexico!

Thank you to their agent dnata and AMS Airport for their collaboration

Shipment : 44 pallets - 25863.0 kg
Solution : 2 trucks to AMS + Charter AMS to MEX
Transit time : 3 days - 2h 18min



The EAS experts are available 24/7 to provide with the best solution whatever the level of emergency is!

You want to defy EAS International?
Contact the team for time critical support!
www.x2critical.com/member_profile?id=10243



Alfons Freriks Logistics ships pipes and cars!

Alfons Freriks Logistics, our member in the Netherlands recently completed successfully two shipments on different cargoes which involved:

- Shipping, loading and L&S of Pipes and Drains and manufacturing of skids.
- Shipping, loading and L&S of cars.

These shipments were done from Rotterdam to Jebel Ali and Edmonton. Both were done smoothly and without any issue.

Alfons Freriks believe that with the right partners anything can be possible!



Also, the team shared with us great news on their registration of an a/f office for their IATA membership!

The office with a small warehouse is from their partner from where they handle the pick-up, screening of the shipment and delivery to the airline.

Most important thing is that now they book directly with the airlines and have direct access to the buying rates of the airlines.

Contact Alfons Team for good support!
www.x2elite.com/member_profile?id=10917



SBS Vietnam Handles Break Bulk Shipment

Our member in Vietnam: SBS Vietnam Co., Ltd, with registered office in Ho Chi Minh City recently handled a big project which was of 797 RT steel plate. It was transported from HCM Port to Dung Quat Port in Vietnam.

The ship was of 2,000 Deadweight tonnage break bulk vessel!

The strong team at SBS in Vietnam is looking forward to collaborate with the X2 community.

Feel free to reach out to them at anytime!

www.x2asiaglobal.com/member_profile?id=11044



Big Cargo Successfully Shipped by Transloga

Lithuanian member, Transloga, completed a shipment from Lithuania to Ningbo port in China.

The cargo consisted on a Hitachi excavator. It was dismantled and loaded at 1x40FR (flat rack) + 2x40HC. The main challenges for this project were that the cargo's total weight was of 66 tons, which was successfully



loaded with 3 containers! The transit time was approximately 40 days.

Great job, Transloga team! Stay in touch with them whenever needing support in the Baltic States!

Transloga has a skilled and professional staff and strong valuable partners offering all types of logistic services.

Elite profile:
www.x2elite.com/member_profile?id=10783

Cold Chain and Cold Weather Go Hand in Hand Together!

Our Italian member, with office in Milan, Win Transport Italy, recently handled a freezing shipment from Italy to India!

The shipment consisted of 5 pallets of CULTURES OF MICRO-ORGANISMS shipped at +2/+8 from Italy to India on envirotainers! Great job done Win Transport team, always efficient in the most critical and cold environments. They surely can support you whether it is a small sample or a complete pallet, transport diagnostic and biological materials, experimental medicines, Active Pharmaceutical Ingredients (API) and all products that require temperature control.



Also we would like to announce their re-design and fresh look of their new website, please visit them:

www.x2coldchain.com/member_profile?id=11142

TEU S.A. Shipping & Forwarding Company is ready 24/7 for your emergency shipment

Our Bulgarian member, TEU Sa Shipping & Forwarding Company is aware that the emergency market is evoking and they are more than happy to support every customer and partner with solutions and availability to provide them 24 hours 7 days in the week.

Emergency ex BG – their team is with long time experience in this niche and they are providing on time services – including FFO, Handcarry, charters, dedicated vans, customs clearance, and more!

The team shared with us a recent story which needed efficient and active response to the client. Here're details:



They received the order on Saturday, arranged pick up for Sunday, booking and delivery partner in final destination. The number of pieces was changed on Sunday morning, then immediately another car departed to the pick up address. Always showing TEU spirit, the team works hard any day of the year.

Stay in touch with them, connect with Bulgaria!
www.x2critical.com/member_profile?id=11434

AIRSEA Assists Efficiently Shipment from Hamburg!

Our member in India, with offices registered in Hyderabad, Bangalore, Tuticorin and Chennai recently handled a shipment of 3 pallets arriving from Hamburg, Germany to Chennai, India!

The project consisted of 2 ODC Machinery on 20ft Pallet on Qatar from FRA to MAA. Dimensions were of 450x185x170 cms.

Cheers for the team!

Contact AIRSEA Forwarders India Pvt. Ltd.:
www.x2asiaglobal.com/member_profile?id=11138



Gianesini, the only FVG company member of X2 Elite

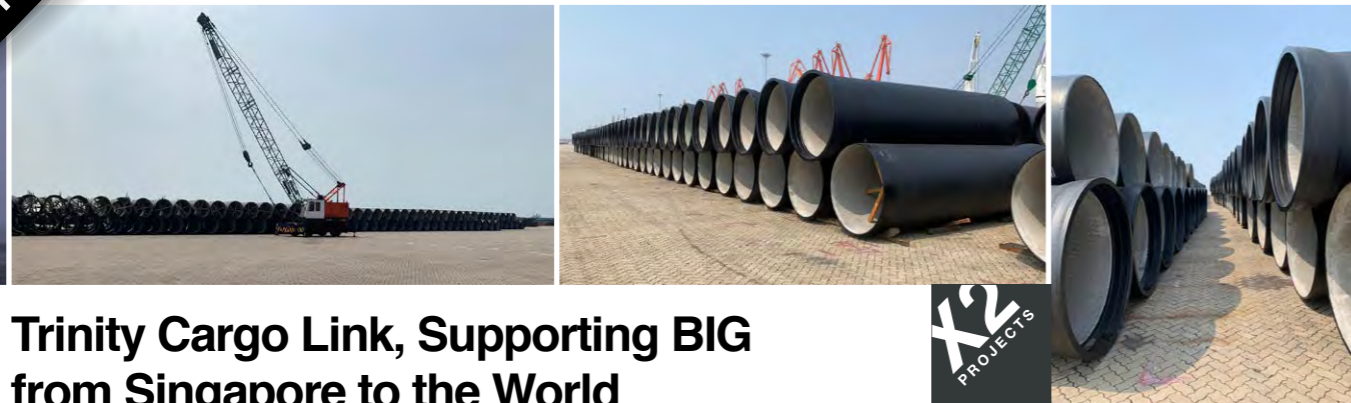
The story of the Gianesini company was published on the economy page in the Italian regional daily newspaper "Il Piccolo". Gianesini, an almost centenary transport company projected into the future, is the only one in Friuli Venezia Giulia which is member of the X2 Elite International Network. An article that tell the story of the company. Now in its fourth generation, is led by the Gianesini family. Fulvio, Marco, Mario and Paolo carry on the business started by their grandfather Erminio in 1924.

Since 2014 they have joined the X2 Elite, an International logistics network, which brings together 243 professional freight forwarders from all continents, of which Gianesini is the only partner in Friuli Venezia Giulia. The transport company Gianesini Erminio, which started in Idria (now Slovenia) with the passenger transport service, specialized in the transport of dangerous good, and then became a freight forwarding agency. Since the 1980s the business has progressively continued to grow, adding various services, customs procedures, sea and air transportation and the opening of three branch offices: in Modena, Milan and Trieste. At the beginning of 2020 they expanded the freight shipment department

with specialized personnel. The company headquartered in Gorizia is located in a central and strategic position, thanks to the Port of Trieste, which has become the first in Italy for tonnage, the Port of Monfalcone under the Authority of the Eastern Adriatic Sea, the proximity to autoports and interports such as Sant'Andrea, Ferneti and Cervignano, as well as the Ronchi airport. The company transports more than 2 million tons per year. Thanks to the door to door sea transport service, they provide sea freight shipments, as part of a combined shipment or through the complete container service, including Out of Gauge loads and dangerous goods, in a fast and reliable manner, boarding from Trieste, Venice and other main Italian ports. Mario Gianesini explained that joining the X2 Elite Network support the company in the management of freight shipments, logistics, customs procedures and related services, thanks to the network of partners present in 110 States.

Read the article here:
<https://x2logisticsnetworks.com/newssingle?id=459>

Contact them via X2 profile:
www.x2elite.com/member_profile?id=10347



Trinity Cargo Link, Supporting BIG from Singapore to the World

Our member in Singapore, Trinity Cargo Link handled a project cargo which consisted in transporting some water pipes from China to Singapore. These gigantic water pipes will be used for the construction of a water plant!

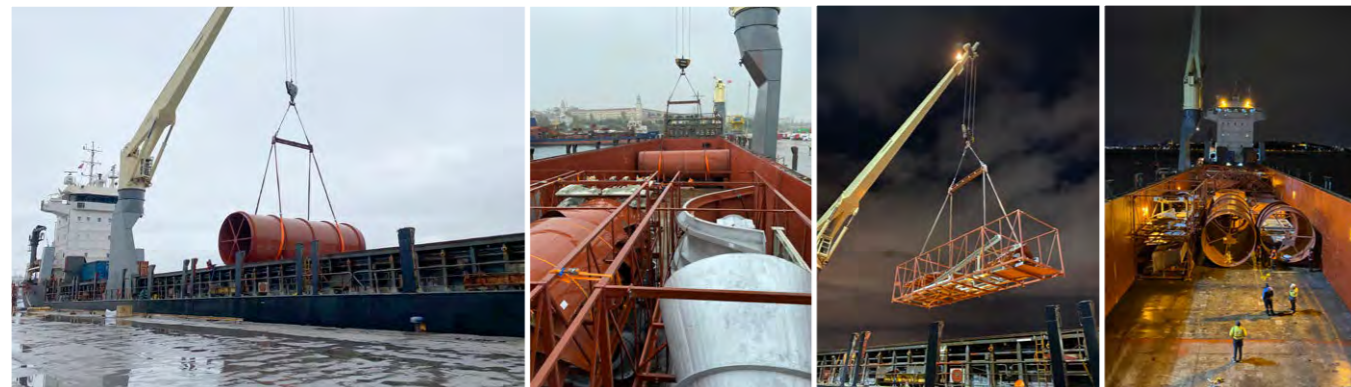
The team is also expert on handling of DG cargoes. We share with you some of the cargoes that were packed and labelled by them, so the commodities could be

carefully delivered from Singapore to China, India & Korea.

Great to see the activity of Trinity team! If needing any support in Singapore, don't hesitate to contact them.

They can efficiently assist your request.

www.x2projects.com/member_profile?id=11508



Successful Support from The Vikings in Turkey!

Viking Projects Logistics, our member in Turkey, has completed another shipment during this month of November. This time the cargo was a total of 35 pieces. The team has completed the operation with 29 special trucks. (lowbeds, flatbeds)

The average dimensions of cargoes were: 12.20 x 3.50 x 3.20 , 28.5 tons!

The Vikings got involved from scratch for the inland transportation from two addresses in Ankara to Haydarpaşa port; lashing onto trucks, cargo planning at port



area, loading onto vessel and lashing on vessel. They have completed the operation of loading onto vessel in two days despite the heavy weather conditions.

If you need strong support, don't hesitate to contact Viking Project Team!

www.x2projects.com/member_profile?id=11244



Mega X2 Members Collaboration, from Romania to Spain

Our member in Spain, Mega Online Logistics SL recently handled a project with the support of our other X2 member in Romania: ADD Cargo! This project cargo was a mobile asphaltic plant that they moved from Constanta, Romania to Malaga, Spain.

There were 2 trailers of 40 tons involved, each one loaded on RORO service, and silos. The tanks were loaded onto 2 trucks out of gauge.

Cheers to both teams for this great collaboration; we are happy to see the community working together!

Contact both teams if needing any support!

Mega Online Logistics SL (Spain):
www.x2elite.com/member_profile?id=11500

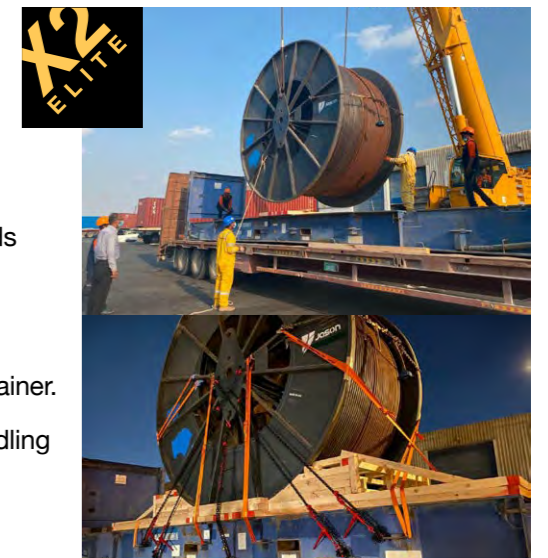
ADD Cargo Solutions SRL (Romania):
www.x2elite.com/member_profile?id=10022

Fleet Line Shipping Services Completes Heavy Reel Delivery

U.A.E. member, Fleet Line Shipping Services, recently completed a shipment on heavy reel of 4.37 x 2.4 x 4.8 meters, weighing 38 tons which was brought to their facility in JAFZA from Abu Dhabi. Afterwards it was loaded onto an FLS-owned heavy duty Flat Rack container. Their expert technicians made timber support saddles which not only helped supporting the reel on the steel rim and stop it from rolling, but also helped on distributing the weight across the 40' flat rack container.

There's no doubt that with the teams' expertise and knowledge in handling cable reels of various kinds gives them the competitive edge.

The team delivered successfully to another happy customer. Cheers for the well made job!



From Italy to USA, X2 Member's Collaboration On!

X2 Projects Members Tieffe Group in Italy and V. Alexander & Co., Inc. in the USA recently completed a cooperation shipment which involved:

1x20'flat rack (dim cm 517 x 244 x 71 gross weight Kg 15.400) + 1x20'flat rack (dim cm 324 x 227 x 98 gross weight Kg 25.000)

The type of cargo handled was machinery. The load and destination ports were from Sirone, Italy to Genoa port to DDP 35150 SYLACAUGA, final destination arriving Alabama, USA.

In the USA, V. Alexander & Co. handled the import customs and delivery to door to Alabama's City of Sylacauga.

Cheers to both teams! Amazing job completed together!



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

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- Step 2.** Enhance your digital presence.
- Step 3.** Automate your sales process.
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How to transform your website into a business generator in 5 days.

➔ messages@consolfreight.com

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memberships@x2logisticsnetworks.com





EAS International - Efficiency on Deliveries!

Member EAS International expert in management of client's crisis, has chartered during few weeks in collaboration with Paris-Vatry Airport around 48,000 kg, in total 7500 packages of automotive parts.

Customers called on EAS International due to their expertise in the automotive sector for more than 30 years, in order to face the pandemic and minimize the delay of production.

During these operations, EAS International and Paris-Vatry Airport teams were mobilized 24/7 to ensure the setting up of charters in short time and guarantee a fast delivery to the final clients.

To carry out this work, 25 charters were realized in non-EU countries since September.

If you wish to have efficient, professional and fast response don't hesitate to contact EAS International, they're available for your needs 24/7.

<https://youtu.be/Qjp5fi9Y2aA>

Heavy Cargo Delivered to Madagascar!

Our South African member FTL Freight and Transit, has recently handled the export of 23 over-sized trailers, dollies and side-tippers to Tamatave and Ehoala port in Madagascar! This project was related to a mining project in the south of the island.

Well done on the great execution of this break bulk shipment FTL team!

Contact them:

www.x2elite.com/member_profile?id=10337

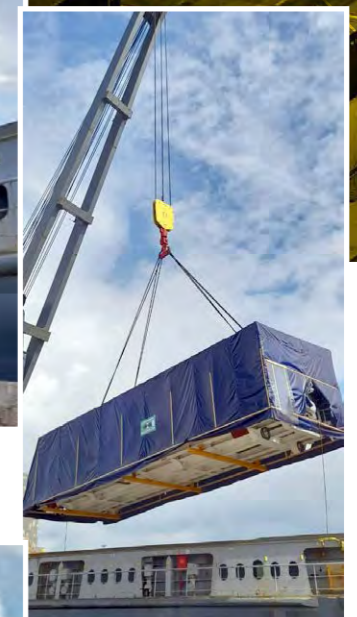


Titan Sea and Air Services Handling a BIG Underground Project

Member in India, Titan Sea and Air Services, is proud to announce the involvement in one of their prestigious projects of Bengaluru's underground Metro. The loading was made in Chennai Port, consisted on the handling of a tunnel boring machine which will support the excavation of tunnels for the subway project in the city.

Contact the team and get to know more about their efficient services and assistance!

www.x2elite.com/member_profile?id=10776



Our member Jiss from Global Logistics in India had an interview for a magazine!

Our member Jiss from Global Logistics in India had an interview for a magazine!

Read it here:
www.x2logisticsnetworks.com/newssingle?id=430



X2 Partnership assisting from China to Poland!

X2 Members Ocean Bright Logistics Limited in China & Polish Forwarding Company in Poland have recently joined efforts in their own rail consol service from China to Poland. Together, with their efficiency in their services and destinations, ensure to provide you with their best support.

Feel free to contact both teams anytime.
Ocean Bright Logistics Limited:
www.x2elite.com/member_profile?id=10906

Polish Forwarding Company:
www.x2elite.com/member_profile?id=10661

X2 Memberships Meetup with Lemon Cargo!

X2 Membership Services Executive, Daniela, was received by Khun Dechpon Samrankase, General Manager and his team at Lemon Cargo office in Bangkok, Thailand!

With an interesting talk about their business, world economic situation and how businesses have been impacted due to the pandemic, Daniela acknowledged more in detail about Lemon Cargo's business scope, goals, their expectations on connecting with the X2 partners and how to develop and strengthen the connections within the community. Despite being a new member to Asia Global Network (August 2020) Lemon team already managed to connect and start business proactively with other members! As Dechpon mentioned: "You make the business happen, X2 gives you the tools and support"



Daniela guided Lemon Cargo team on website usage, explained about the Financial Protection System, X2 members benefits as well as giving advise on how to efficiently connect for mutual business happening within the community.



Lemon Cargo has their own customs clearance licenses with professional customs clearance team to ensure smooth and fast customs clearance process.

Some of their services are:

- Air Freight
- Sea Freight
- Road Freight
- Custom Clearance
- Warehouse
- Project Cargo

And one of their most new e-commerce service: Lemon Express.

Always a pleasure for us to keep in touch and share moments with our X2 family!

Get in touch with the team via their X2 Members Profile:
www.x2asiaglobal.com/member_profile?id=11499



Zoom
Info Forum
Nov 24, 2020



Dec 1, 2020

Dear All X2 Colleagues,
Thank you - everyone who took the time to attend the X2 'Info Forum' on Tuesday 24th November, regarding the very important subject of Brexit and how it may/will affect many of our members as we move closer to what seems to be a confusing and unsure time come 1st January 2021 when the free trade deal seems imminent to end.

A BIG thank you to Elaine Hindley from ACE UK and Andrew Ballard from Jag UFS UK for their initiative and time in presenting and advising the potential impact that everybody living in the EU & even further afield, that businesses will now face as an immediate requirement to adapt because of the end of free trade in both goods and services across the EU. The information and impact presented was extremely concerning and allowed for us all to have a much better understanding of what tough scenarios may be presented to us during this historic time.

We collectively joined together on a very constructive and informative zoom meeting with;

- Attendees: 42
- Members companies: 38
- Countries: 25
- Networks: Elite, Projects, Critical, Cold Chain, Asia Global, Movers

Again, I would like to reiterate that even though we have stepped back from hosting a fixed 3 day 24 hr one on one virtual meeting for the time being, due to the collective negative response from members to attend or show interest (Due to the chaotic schedules and time zones

and existing experiences from other networks attempts). Instead our approach is to host individual 'Info Forum' meetings with specific/informative/important industry topics where we invite all members to suggest and request to host alongside X2's team to facilitate and mediate with you.

For anyone that attended or did not attend we would like to share with you the Video and PowerPoint presentation that was presented the Info Forum.

[Watch the Video](#)
[Download PPT](#)

Furthermore, we will be sending out separate messages to each network inviting all members to request/suggest setting up and hosting the same, alongside X2's team who will facilitate, manage and mediate accordingly.

Again, thank you to all involved and I look forward to more of these 'Info Forums' where we can all get together at a flexible time to suit all.

Last thing we want anyone to do is waste valuable time on unnecessary fixed meetings when we are all busy and working on extremely difficult global time zones.

Please feel free to get involved and meet up in a professional and well organized 'Info Forum' to share and discuss important and informative topics and news from your respective markets. We encourage this and we encourage all niche vertical focused companies to get involved and get to know each other in a professional way.

Our aim of this Network is to create a dynamic group of professional Consolidators. Our professional and highly specialized global network comprises only the best local independent consolidators from each region.

X2 Consolidator members offer high quality consolidation services against competitive rates, no matter what the size or destination. They for sure will direct and assist with relevant capabilities to meet their customer's requirements and to support in effectively competing with MNC's using innovative marketing, related service initiatives, working as a collective group and driving a

global branding culture that will allow for further global opportunities.

We are always finding ways to improve and boost the business within the X2 community, we are happy to present to you... X2 Consolidators!

Visit the website:
www.x2consolidators.com

Apply Now:
www.x2logisticsnetworks.com/become-amember



memberships@x2logisticsnetworks.com





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!

For any assistance on invoices that have been paid and still reflect as unpaid, please contact memberships@x2logisticsnetworks.com.
If you would like to edit an invoice please click on the invoice number, update and then save changes.

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

My Invoices Owed Invoices Guidelines **Enter Invoice**

Invoice No. _____
 Invoice Issued to _____
 Issue Date * 2020-01-31 _____
 Due Date * 2020-01-31 _____
 Currency _____ Amount Due _____



- Welcome **John Doe**
- Dashboard
- Company Profile
- Member Search
- Member Expiry
- Documents
- Financial Protection System**
- Overdue Invoice Rankings
- Temporarily Removed from FPS
- Resolution Center
- Hall of Shame
- Departed Members
- Announcements
- News Submission
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...And did we mention it mitigates all risk of fraudulent email attack against your business.



The future is safer and cheaper
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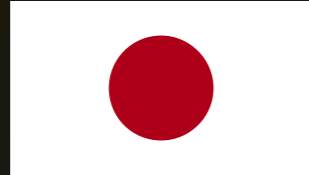




New Members

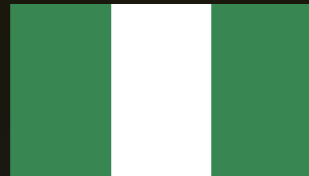
Achiha Co., Ltd

♦ Tokyo, Japan
www.achiha.co.jp



Air Water Cargo Services Ltd

♦ Lagos, Nigeria
www.airwatercargo.com



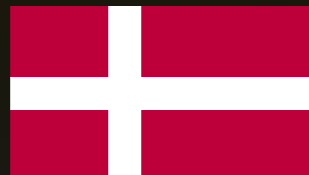
Cargojet S.A.

♦ Barcelona, Spain
www.cargojet.es



Lysander Shipping A/S

♦ Copenhagen, Denmark
www.lysandershipping.com



NCS Line World Wide

♦ Jakarta, Indonesia
www.ncsline.com



New Members

NT Logistika d.o.o.

♦ Komenda, Slovenia
www.nt-logistika.si



RA Logistics

♦ Muscat, Oman
<http://ra.cc>



Scandinavian Logistics Partners AB (Scanlog)

♦ Malmo, Sweden
www.scanlog.se



Transys Global Forwarding Private Limited

♦ Bangalore, India
www.tgfworld.com



V. Alexander & Co., Inc.

♦ Memphis, USA
www.valexander.com





New Members

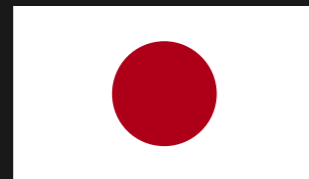
ProShip Global LLP

♦ Mumbai, India
<http://proshipglobal.com>



Achiha Co., Ltd

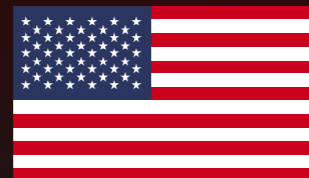
♦ Tokyo, Japan
www.achiha.co.jp



New Members

Cargo Express Logistics

♦ New York, USA
www.cargoexpressusa.com



ClearFreight Inc

♦ Seattle, USA
www.clearfreight.com



New Members

GFT Logistics

♦ Tripoli, Libya
www.gftlogistics.com



HBI

♦ Marseille, France
www.hb-international.com



ILS Chile

♦ Santiago, Chile
www.ilschile.com



Logical Freight Services LLC

♦ Dubai, United Arab Emirates
www.lfs-world.com



MM Go East GmbH

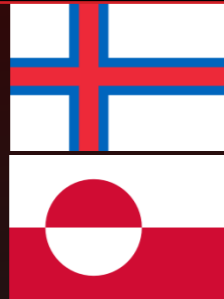
♦ Frankfurt, Germany
www.mm-goeast.de



New Members

Posta Logistics

♦ Torshavn, Faroe Islands
♦ Nuuk, Greenland
www.postalogistics.dk



SLS Holding

♦ Bogota, Colombia
www.slsholding.com



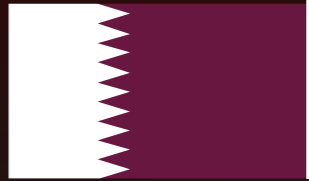
Sunlight Cargo FZE

♦ Sharjah, UAE
www.caspi-freight.com



Three Lines Shipping LLC

♦ Dubai, UAE
♦ Manama, Bahrain
♦ Dammam, Saudi Arabia
♦ Muscat, Oman
<http://threelineshipping.com>



Transit Dekeirel et Hardebolle (TDH)

♦ Dunkirk, France
www.dekeirel.com



New Members

Airborne Global Logistics Co., Ltd.

♦ Guangzhou, China
www.airborne-log.com.cn



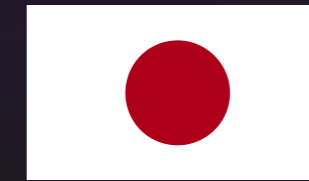
MM Go East GmbH

♦ Frankfurt, Germany
www.mm-goeast.de



Asian Express Service Co., Ltd.

♦ Tokyo, Japan
www.asiax.jp



Future Logistics Pvt Ltd

♦ Colombo, Sri Lanka
www.futurelogistics.lk





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RA Logistics

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<http://ra.cc>



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Why now is the time to stress-test your industrial supply chain

An effective way to increase supply-chain resilience is to understand the impact a crisis could have, well before it happens.

This article was a collaborative effort among Brian Anstey, Cengiz Bayazit, Yogesh Malik, Asutosh Padhi, Nick Santhanam, and Stijn Tollens.

Over the past two decades, global supply chains have become the norm. However, procurement and supply-chain professionals have faced a series of

ever-more-frequent global and regional challenges in recent years, from natural disasters to escalating trade tensions between major economic blocs (Exhibit 1). As a result, there has been a shift of focus to the challenge of mitigating risk and assessing the resilience of supply chains.

Recent history suggests that the severity and frequency of supply-chain disruptions are increasing.



The COVID-19 pandemic has raised the topic of supply-chain resilience and rebalancing to board-room level. Even brief, 30-day disruptions caused by supply-chain vulnerabilities can result in 3 to 5 percent EBITDA margin gaps. As companies look for ways to reduce their exposure to supply-chain risks, we estimate that up to \$1 trillion in trade flows in the industrial sector could be rebalanced, and a few countries have the potential to become major destinations of relocated production. Furthermore, advances in technology—and the large-scale adoption of automation and digitization—have reduced the focus on labor cost, further increasing the need for companies to test their supply chains holistically for cost, speed, and risk.

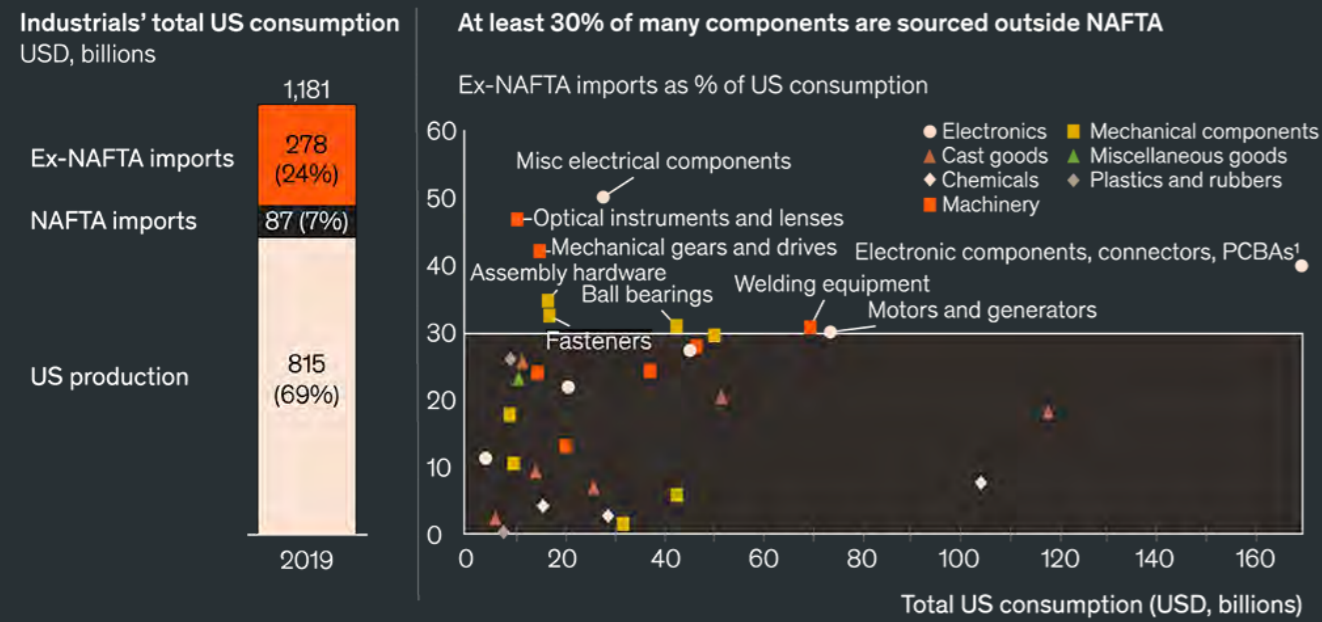
In recent McKinsey surveys conducted before and after the COVID-19 pandemic, the percentage of executives saying they expected to increase their company's resilience by rebalancing their supply chains had increased from 70 percent to 93 percent.

The supply-chain resilience stress test

Maintaining the delicate balance between supply chains' cost and risk requires companies to be vigilant. They must understand the risks facing their supply chains, as well as the mitigation strategies

available to minimize those risks. Many categories are highly susceptible for supply-chain disruption. As an example for industrial manufacturers, Exhibit 2 shows those categories for which US consumption is most dependent on imports.

Analysis of US import data highlights 10 categories that are highly susceptible to supply-chain disruption.



¹Printed circuit-board assemblies
Source: USITC trade data FY2019 Imports & Exports, 2017 Census bureau data on US production

Companies can often choose from a range of risk-mitigation options. For example, certain industrial companies have found that shifting component-production locations can result in a 20 percent decrease in cost, as well as reductions in logistics and trade risks. Alternatively, the same parts can be manufactured domestically with only a 5 percent cost increase by leveraging Industry 4.0. And because supply-chain risks are always changing, this stress test cannot be a one-off exercise. We suggest most organizations conduct a supply-chain resilience stress test on a recurring basis.

A comprehensive supply-chain stress test (Exhibit 3) assesses resilience holistically across five factors: industry attractiveness, corporate resilience, supply-chain exposure, operations exposure and customer exposure. This will allow comparison to competitors, as well as across business units.



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A stress test quantifies supply-chain resilience.



Industry attractiveness

How well does your industry create economic profit and perform on cash conversion comparing to other sectors?

Customer

What part of your customer base could be at high risk when major disruption occurs?

- How concentrated is your revenue across top customers?
- How financially resilient are your customers?
- How concentrated are your sales by region?

Operations

What parts of the internal operations could be severely disrupted in the face of major disruptions?

How localized is your production ?

How labor-intensive are your production sites?

Corporate resilience

How well does the company perform on EBITDA margin and cash-conversion cycle compared to peers?

Global supply chain

What parts of the supply chain could be at high risk when major disruption occurs?

- Where does specialization in the supply chain create vulnerability?
- To what extent is the supply chain highly exposed in certain regions?
- Where is there risk among Tier 2 (and beyond) suppliers that may not be immediately visible?
- How deep and interconnected are the suppliers?
- How reliable is the supply chain and how well-positioned is the company to endure the next disruption?

Additionally, the test should assess the full supplier network, including suppliers in Tier 2 and beyond. Exhibit 4 highlights the sheer complexity and size of global supply chains for four industries.

Industrial value chains are global and complex.

Value chain	Average # of publicly disclosed Tier 1 suppliers	Companies ¹ with the highest # of publicly disclosed Tier 1 suppliers	Their respective non-visible Tier 2+ suppliers
Auto	250	Large auto manufacturer	18,000
Aerospace	200	Large aerospace company	12,000
Computers & electronics	125	Large tech manufacturer	7,400
Food & beverage	90	Large consumer-goods player	5,000

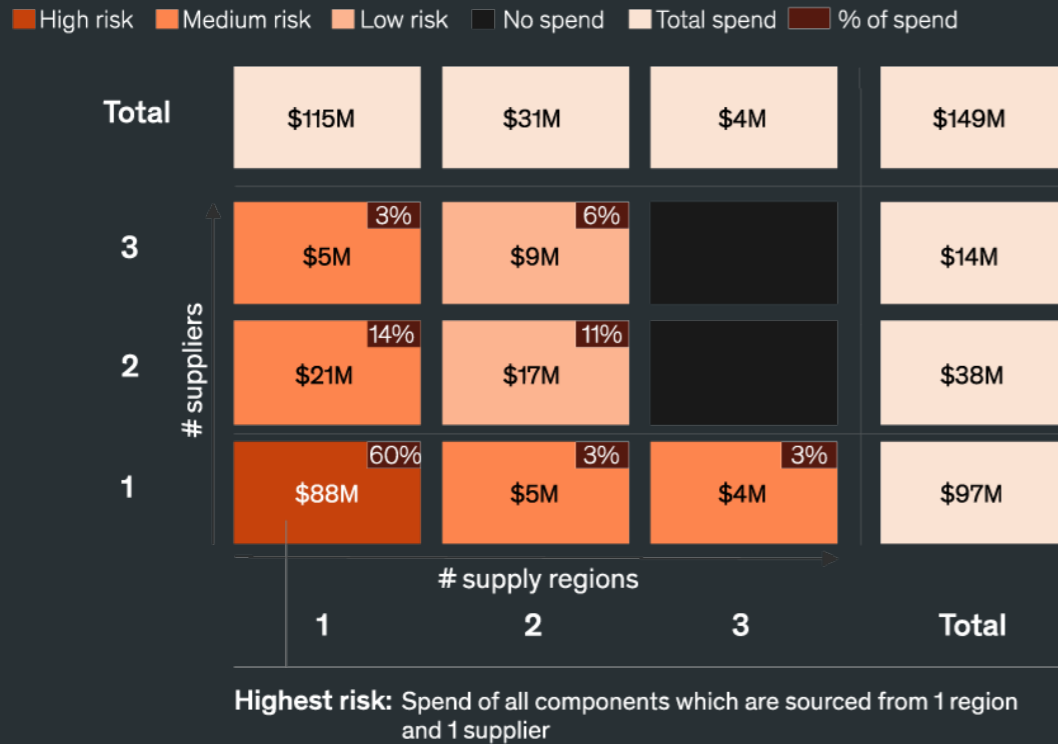
¹ Analysis based on 668 out of 1,371 MSCI companies, excluded 57 companies that did not have public information available on Tier 1 suppliers and 645 companies that provide services.

Exhibit 5 shows how an industrial company assessed its degree of single sourcing by supplier and by region. It highlights that 60 percent of the company's spend is sourced from a single supplier in one region (bottom-left box), with another 20 percent sourced from multiple suppliers either in the same region or from the same supplier with presence in multiple regions (adjacent boxes).

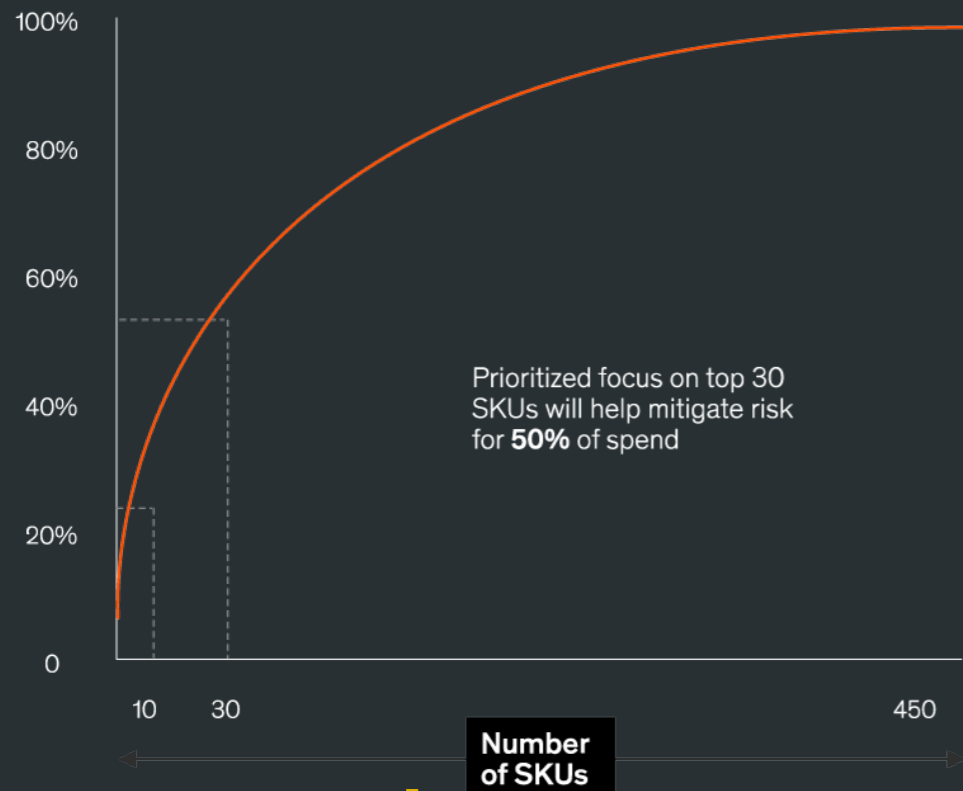
Assessment of single sourcing by supplier and region highlights components at high risk of disruption.

Example shows high dependence on single-source, single-region components

Sourcing spend, based on number of sourcing regions and suppliers



% cumulative spend of SKUs for '1 supplier-1 region' sourcing
% total spend



Critical weakness can often lie several tiers deep, among the companies that supply an organization's suppliers. In recent years, shortages of paint additives, plastics, and specialty chemicals have led to shortages of components across multiple industries. In some cases, the OEM at the end of the supply chain was unaware that the material was even required for their products.

To minimize this risk, companies can focus on critical suppliers, using supply-chain mapping tools to identify lower-tier suppliers from publicly available information, asking them to share information on their own critical

suppliers, or encouraging suppliers to conduct their own resilience stress tests.

Where the stress test reveals potential vulnerabilities in the supply chain, companies can identify appropriate mitigation steps. This calls for a combination of short- and medium- or long-term actions that are tailored to the specific issues that have been identified. Response levers can be structured across five themes: securing supply, agile manufacturing, diversifying manufacturing locations, optimizing design, and optimizing financials (Exhibit 6).

Five themes aid in tailoring risk-mitigation responses.



Secure supply

Minimize exposure to individual suppliers through a range of measures, from sourcing locally to diversification of supplier base and strategic vertical integration



Agile and digital manufacturing

Embed flexibility in manufacturing operations and worker capabilities with digital tools



Diversify manufacturing locations

Ensure continuity for local customer base by reducing exposure to overseas production



Optimize complexity and modular design

Reduce dependence on critical components by replacing with standard designs, and build modularity into product design



Optimize financials

Take concrete steps to ensure corporate resilience and enhance the financial resilience of key partners

Short-term no-regret actions might include increasing safety stocks of vulnerable parts, changes to contract terms to ensure the financial security of key partners, or investing in new skills and capabilities, such as the adoption of digital tools to improve supply-chain visibility and provide early warning of potential problems. Medium- and long-term actions might include diversification of the supply base; location diversification and vertical integration to reduce reliance on single suppliers; or automation and digitization in manufacturing to increase production agility. Companies can also consider changes to product designs to optimize complexity or reduce dependence on specialized components with limited availability.

At one global electronics manufacturer, repeated disruptions inspired a detailed risk assessment of more than 3,000 plants across its supplier network. That exercise revealed that around a quarter of the company's spend was at high risk, concentrated in three critical component categories. In response, the company implemented a multistep plan addressing 100 suppliers, with the aim of reducing its high-risk spend by 40 percent.

The plan included the introduction of an enterprise-wide risk management and governance structure, with new dashboards designed to make supply-chain risks easy to monitor and track. The company also introduced multisourcing policies for high-risk components,

and developed new product-design and sourcing policies that incorporated risk and resilience considerations into component and supplier selection decisions.

Another company, this time in the chemicals sector, has used its digital infrastructure to manage supply and production risks during the COVID-19 pandemic. The organization was already several years into a large-scale digital transformation, but use of its suite of digital tools and dashboards has increased by 30 percent since the start of the crisis. They provided staff with real-time visibility into material shortages and the availability of personal protective equipment, as well as the ability to respond to changing demand forecasts. The company's digital order-tracking system also allowed it to spot problems and rapidly identify the root causes of nondelivery. Those tools allowed the organization to increase its output, despite limited labor availability during the pandemic.

Successfully conducting a supply-chain resilience stress test

In order to run a successful supply-chain resilience stress test and agree on a path forward, four conditions need to be in place.

Cross-functional collaboration to support the holistic assessment across factors

Ability to challenge the business units on maintaining status quo and set high aspirations

Project-based, agile execution of the stress test in six- to eight-week time frame

Assessment of skills and capabilities, including acceleration of digital and automation capabilities

Use cases will arise in every step of the value chain—for example, digital procurement approaches in purchasing, demand sensing and forecasting in the planning phase, connected shop-floor and performance management during manufacturing, or order-to-cash processes in the downstream supply chain.

The time to reimagine supply chains and invest in enhanced capabilities is now, with opportunities for companies to capture first-mover advantages. In a complex, fast-changing, and unpredictable environment, this is no simple task—and, based on the value at stake, the C-level will need to be in the driver's seat. But a resilience stress test provides an important first step in assessing risk and helping develop a blueprint.

Source: www.mckinsey.com

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Web Design Dos & Don'ts for a Successful Small Business Website

Do

Keep your interface consistent.


One of the top principles of good UX is to keep the interface consistent throughout the entire product.



The overall look and feel of your website should be consistent across all of your site's pages.




Consistency of navigation, colour schemes, typefaces, and style of writing can have a positive impact.




Do

Make it easy to scan your pages.


When users visit your site they are more likely to quickly scan the page rather than read everything on it.



Avoid walls of text. Chunk your information into groups to make it easier to digest visually. Breaking walls of text by headers or bullet points.




Consider natural scanning patterns. People in the Western world usually read left to right and from top to bottom.




Do

Take content seriously.

Copy is just as important as the design of your website. More than 95 percent of information on the web is in the form of written language.



Even if your site is beautifully designed, it's no more than an empty frame without good content; a good website has both great design and great content.



Do

Label buttons according to what they do.

The label on any actionable interface element should always tie back to what it will do for the user.



Users will feel more comfortable if they understand what action a button triggers.




Vague labels such as "Submit" or abstract labels like in the example below don't provide enough information about the action.




Do

Make things look like they work.


With buttons and other interactive elements, think about how the design communicates affordance.



Remember the old adage "form follows function": the way an object looks tells users how to use it.



Visual elements that look like links or buttons, but aren't clickable - such as underlined words that aren't links, or elements that have a rectangular background but aren't buttons - can easily confuse users.



Don't

Don't make users wait for content to load.

Loading time is extremely important for user experience. As technology progresses, we get more impatient, and today, 47 percent of users expect a web page to load in two seconds or less.



If a web page takes more time to load, visitors might become frustrated and leave the site.



That's why speed should be a priority when building a web application.




Do

Design easy-to-use navigation.

Navigation is the cornerstone of usability. It's the main interaction technique on the Internet.



Having good navigation on your site is crucial for ensuring that visitors can find what they're looking for.



Do

Change the colour of visited links.

Links play a vital role in the navigation process. When visited links don't change colour, users could unintentionally revisit the same pages repeatedly.




Knowing your past and present locations makes it easier to decide where to go next.




Do

Check your website for errors.

A great piece of work can be easily tarnished by a small error.




So watch out for dead links, check your website for typos, and make sure all media content is loading correctly.




Do

Minimise the number of choices.


The number of choices people have affects their decisions; the more choices they have, the less action they take.



When you present your user with too many options, you make them think too much.



To increase chances for interaction, it's better to minimize the number of choices.




Do

Make your website responsive.


A big part of UX design is ensuring that no matter how the visitor sees your site, all vital information will be displayed correctly on different screen sizes.



Size interactive elements according to the screen.




Since mobile users scroll and tap with their fingers, you may need to increase the size of interactive elements, such as buttons.




Do

Test your design.

You may have a design that you think is fantastic, but without feedback from real users, you'll never know how effective it is. You need to see how users react to it.



Even if you can get one or two real unbiased users to interact with your website and share their thoughts with you, it will provide you with many helpful insights that you wouldn't otherwise have.



Don't

Don't open internal link in new tabs.



Users expect different behaviour from internal and external links. All internal links should open in the same tab; this way, you'll allow users to use the "back" button.

If you decide to open external links in a new window, you should provide an advanced warning before automatically opening a new window or tab.



Don't

Don't use generic photos of people.



Images with human faces are a very effective way to get your users engaged.

Our brains are predisposed to pay attention to faces.



However, many corporate sites are notorious for their over-use of insincere photography, which is employed to "build trust." Inauthentic images leave the user with a sense of shallow fakery.

Don't

Don't let promotion steal the show.

Having too many promotions or ads on a page can easily overshadow the main content and make it harder for users to accomplish tasks.



If you have too many ads on the page, they'll all be competing to get your readers to look at them.

This will result in a sensory overload that will ultimately increase your bounce rates.



Don't

Don't use too many typefaces.



When you start building a site, it's always tempting to use a lot of different typefaces - five or six different fonts or even upload your own.

But, it's better to avoid that temptation.



Too many variations in font types can be distracting, confusing, and borderline annoying.

Don't

Don't use too many colours on your website

Similar to typefaces, it's better to avoid using too many colours in design.



Applying colour to a design has a lot to do with balance, and, the more colours you use, the harder it is to achieve balance.

Using too many colours in design is like trying to convey a million feelings and messages at once, which can confuse the person viewing your design.



Don't

Don't play background music or autoplay videos with music.



While background music might work in specific cases, like a promo website, it is simply a bad idea for most websites.

Unexpected music or sound can annoy and potentially cause problems.



People might be visiting your site at work, in a public place, or near someone who's sleeping, and unexpected music could send such visitors away in an instant.



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