

G7

NEWS

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2019/2

2020

CONFERENCE AGENDA

CONFERENCE VENUE:

AVANI HUA HIN

NETWORKING
EXPERIENCE TIPS

CHALLENGES IN
DIGITIZATION ERA

ATLAS LINE
IN ACTION

10 AMAZING THINGS
TO DO IN HUA HIN

LOOKING BACK

PAST G7 CONFERENCES

MURRAY'S
MEMBERS VISIT

NEW MEMBERS

MURRAY'S MESSAGE

Murray Backhouse
General Manager
August 2, 2018



Dear G7N Colleagues,

I hope you are all well and managed to get a summer break. I hope you are ready for the madness that is the end of year quarter, as it is fast approaching! Since our 3rd Annual Conference in February and my European Tour in May we have seen an increase in member to member interaction and more importantly the network has shown a greater increase in business movements between fellow members of the group. We will be facilitating this increase by opening up the opportunity for greater member to member communication as well as member to Network Management communication through a few new implementations before the end of the year, this will include a new and improved financial protection system allowing for you to monitor your business better, a unique quote system that is exclusive to G7N and will allow you to send quotes and communicate with members with a click of a button through the website.

Unfortunately, with the increase in member to member movements, we have seen an increase in payment problems between members. Due to the rise we are now coming down hard on those companies and individuals that are showing signs of problematic network behavior. We urge all members to act responsibly and if you are aware of an expected delay, communicate with your partners. Much of what we see boils down to a simple lack of communication. We have implemented a new resolution center which you will find once you login, please make sure you all read through the new claim procedures and protection plans as we take a more professional route into resolving and cutting down on delinquent payments. On a more positive note, one of our fundamental focuses for the rest of the year and for G7N future is PR and Media for the groups' members. We have a full time PR & Marketing Team that are working at getting our

members in the press. Over the next few weeks you will be receiving an email from our team at X2 Global Media where they would have reviewed your online presence and will be providing feedback on how they can assist you in bettering your presence in order to generate more sales leads.

As the 3rd quarter nears closing and the 4th quarter fast approaching, The 2020 G7N Conference is approaching quickly. We expect to see all of G7N members attending. For this event we will be hosted by the fantastic Avani + team in Hua Hin, you can expect a few surprises with and team building events to add to the already strong network dynamic. You can expect an experience different than last year's but still providing an environment like no other networking event. The Direction set out in 2016 for G7N has not changed within the mindset of the management of the group. Our vision is still to professionally develop and manage a dynamic group with the focus being on quality and professionalism. Our aim is to deliver results for our members in order for them to be able to compete within the global market and to also satisfy local and regional customers.

Let's continue to build G7N and keep the family environment we have created by acting professionally and supporting our fellow members. On behalf of my team and everyone here at the G7N office, we thank you for your continued network support, we understand that everyone is busy and we can be a bit overwhelming at times however the positivity shown by everyone towards the team, is something we and certainly I will be forever grateful for. We want you to know we are working on continuous improvement for the group and we really do care about what we do.

I look forward to our biggest Q4 to date and wrapping up the build up to what will be our biggest conference yet.

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TIPS IN BETTERING YOUR NETWORKING EXPERIENCE

When operating in an extremely competitive market such as freight forwarding having reliable partners from around the world plays a huge role in increasing business and taking your company to that next step we all work towards. This is where attending business networking events with like-minded individuals needs to be a constant activity.

Networking takes time, effort and skills. Choosing the right events to attend and making the most of them can be one of the most valuable strategies a company can implement in terms of return and not just financial return but also providing you with many new learnings and opportunities.

Everyone has their own style of networking and building relationships with partners but at the end of the day it can be narrowed down to a few points that establishes the base of effective and professional networking.

Here are some tips helping you and your company to improve your networking abilities:

Attend the right events

Attending the wrong event is a common mistake many freight forwarder make. Taking part in these

types of events is a big investment where costs can be high due to travelling expenses. It is so important to carefully define the best suited event for your company to ensure positive results and a return on your investment.

Carefully select events that can provide you with the right opportunities to take your company to the



next level. Think in the long term and ask yourself, will attending the event and meeting with these specific agents benefit your company in the future.

Let everyone know what event you will be attending

Make use of free marketing tools to create awareness that your company will be attending an event months before the event begins. Social media, personalized email signatures as well as advertising on your company website are just a few examples that can be implemented in creating this awareness.

Update all communication channels

Before attending an event and meeting new potential partners from all around the world check that all your communication channels are updated. Website, social networks, email signature and other possible points of contact should contain your email address, phone number and necessary company information.

Preparation before the event

Not doing your homework before you meet with new potential partners is one of the biggest let downs when attending networking events. Make sure that you are prepared the best you can to ensure that no time is wasted and each meeting is effective and valuable to your company.

To avoid this:

- Make sure you are aware of who you are meeting with.
- Conduct research about their company.
- Outline the key aspects of the services they provide
- Define what kind of business you should discuss during the meeting.

Remember to introduce your company in a way that catches their attention and shows that you are completely confident about what your company

does are capable of doing, be prepared to answer any question they might have.

Connect with the right freight forwarders at the event

Many freight forwarders join big logistics networks that do not make any kind of analysis and let any freight forwarder join the network, so it does not make any difference than searching for agents on different online platforms. This kind of information and knowledge about the network and the members within a network is crucial if you want your business to thrive and make an return on your invest in joining your desired network.

In order to make sure you are meeting reliable freight forwarders, you must find a logistics network that makes a strict certification and gets an indication and references from other reliable members in order to get in the network, like G7N does with all its members.

Create new meaningful relationships



Don't be scared to branch out and meet new agents. Don't limit yourself to socializing with the partners you know or have meet at previous events that you have attended. It is important to make the most of the event, introduce yourself to as many people as you can - create yourself new opportunities by being confident, friendly and professional.

Networking events are important in getting yourself out there meeting new people, building long lasting

relationships and expanding your agent list. Make the most of your investment and network to the best of your ability.

Always have your marketing material with you



With agents having a number of meetings at the event making it nearly impossible to remember what services your company has to offer, this is why providing the agents you meet with marketing material is so important.

Give the agents you meet with your company brochure, company presentations and promotional gifts but most importantly exchange business cards.

Create something that will catch the attention of other agents, making your company memorable to them, thus increasing your chances of business generation and building a long term relationship.

Keep in contact with fellow members



Once you have met and built a stable relationship with many worldwide freight forwarders it is important to maintain that relationship and to not lose contact with them even if you are not exchanging business.



Creating a good relationship must not be limited to just a good business relationship but must be taken to the next level of creating a personal relationship. Get to know the person, build trust, respect and loyalty between each other.

Conduct constructive follow-ups

Don't think that after the event your work is done, it is only the foundation and starting point of a long process in building a business reciprocating relationship. This is where the follow-up process comes into play and is so important in ensuring that attending the event was not a waste of time and to make the return on your investment.

Keep in touch with agents you met with and don't let your company be forgotten, even if there is not business transactions going on keep building the relationship ensuring business will happen in the future.

Now that you know how to avoid these mistakes, you should be ready to have an outstanding to

better your performance in your next networking opportunities! Increase your agents list worldwide and most importantly make friends who will reciprocate business.



Every year G7N Logistics Network brings together over 130 members from over 70 countries for the annual G7N Conference. Join us at one of the most effective and beneficial conferences next year as we host our 4th Annual Conference. Network with some of the best freight forwarders in the industry and expand your reach worldwide.

Register now for the much anticipated 4th Annual G7 Conference and use these tips to maximize your networking experience.

Maximize - YOUR BRAND - Exposure



Event sponsorship allows businesses and partners to connect with meaningful real-time interaction, allowing companies to reach specific audiences and build long-lasting relationships with clients. Now, imagine how your reputation soars when you work alongside other successful brands. Through event sponsorship, you can leverage this power of collective credibility.

Create an image of success and authority for your business so that fellow members believe you can deliver on all levels and become comfortable doing business with a company they trust and meet their expectations.

Sponsoring the G7N Conference is a great way to demonstrate your authority as an industry expert and a professional member within the network. One can definitely gain credibility and respect by providing good quality engaging content around relevant events.

Make the most of your 4th Annual G7N Conference 2020 and become an official sponsor! Showcase your company logo to over 180 delegates over 4 action packed days, this is an opportunity you don't want to miss out on!

Why you should Sponsor the G7N Conference:

Put Your Business in the Spotlight:

Sponsoring the G7N Conference will help you stand out from the crowd. Enabling you to prominently display your company logo instead of just handing out your business card. This automatically creating awareness for your brand.

Boost Leads:

Forming an emotional connection is half the battle of building brand identity. By sponsoring the G7N Conference, you can generate new customers, promote your business, and build a mailing list.

More Productive Networking:

Having the additional recognition at the G7N Conference will attract attendees to open dialogue as they recognize active companies, this could also be used as a competitive advantage during the 1:1 meeting.

Solidify Your Commitment to the Network

Inherent respect from all attendees for those that step up and commit funds to enable them to have a forum in which to do business. In turn, that commitment helps to solidify your company as a legitimate valued member to the network.

Benefit From Pre-Event & Post Event Exposure

An often overlooked advantage of Sponsorship's and Exhibiting packages is the brand recognition and visibility your company receives before the event even happens and follow up publicity afterwards. Sometimes, if you sign up early you can benefit from months of additional recognition, which encourages even those not attending the event itself to research your company online and reach out for more information.

The benefits of sponsoring the G7N Conference are endless and with only a few sponsorship opportunities available and we suggest you to act now to avoid disappoint.

Sponsoring has never been so easy, simply email us at Members@g7networks.com and book your preferred sponsorship or visit the G7N Conference website:

<https://www.g7conference.com/sponsorships/>

for more information.



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CLEAR AND PRESENT DANGER



A new Report suggests if Forwarders don't adapt to Digitization, they'll be left behind.

finding in Global Freight Forwarding 2019 report suggests forwarders have not demonstrated the capacity to adapt to the developments in this field.

“ *Markets and technologies have both developed significantly, but the overall landscape is broadly similar to that in the previous 10 years,”* claims the report.

In other words, responding to change is never easy and it is perhaps even harder when the mentality is to stick to traditions.

“ *There appears little drive within the sector to change things fundamentally, and the large number of parties involved in the supply chain has made visibility difficult to achieve.”*

Old School Rules.

While the report claims traditional forwarders are not destined to be usurped by digital competition,

it could happen if they fail to act on changing customer expectations. You don't see a whole lot of travel agencies around do you! As customers embraced online portals, agencies have struggled to survive.



The ones that stuck to the traditional way have probably all disappeared. Sure these are two totally different industries and the main difference is that passengers can manage everything by himself, but containers can't. They need people working behind them with experience and know-how, who can handle the complexity that international logistics

demand. Going digital can't replace this but it can improve it and forwarders who adopt digitization move forward while those who don't are left behind in the market because customers want an online experience and will prefer faster up to date service.

“ *This will be a difficult challenge when they have invested so much in their legacy systems,”* continues the report. *“But if they do not prove agile in adoption of new technology, they will find they rapidly lose customers looking for visibility, quotation and easy booking that digital forwarders provide.”*

Digital platforms are making a success of market penetration, with 49% of surveyed shippers in the report citing use of online booking platforms, marketplaces, and digital forwarders. FreightHub just raised \$30 million in series B financing, the big boys such as DB Schenker, CMA, and FedEx have all invested heavily in digitization, so as a forwarder yourself, what do you think?



The world of technologies and digitization has changed dramatically over the years and a new



Free Service



Instant Transactions



Eliminate Bank Fees

How having a **G7 Pay** account helps you...

Benefits



No Setup Fees & No Usage Costs



Boost Profit Margins



Eliminate Bank Fees



Eliminate Fraudulent Payment Requests



Preferred Payment Method



Instant Payment Transactions

www.g7payonline.com

4TH ANNUAL SAUDI TRANSFREIGHT & LOGISTICS 2019

09th - 10th September, 2019

Hilton Riyadh Hotel & Residences - Kingdom of Saudi Arabia

ENDORSEMENT PARTNERS

G7N

G7 Networks is proud to announce that we are the Official Endorsement Partners of the 4th Annual Saudi Transfreight & Logistics 2019!

Saudi Arabia's determination to become a leading logistics hub is grounded in its economic weight and privileged geographic location. Its central location is optimal for distribution to the Arabian Peninsula, the Levant, and East Africa, and the country resides directly on the Asia-to-Europe trade route, through which 12 percent of container trade moves annually.

Thus, Bricsa Consulting is hosting its 4th Annual Saudi Transfreight & Logistics 2019 is a 2-day conference that is being hosted on 09th - 10th September 2019 in Riyadh, KSA. It focuses on

the future of Freight & Logistics in Saudi Arabia in relation to the various rail-road projects, multimodal as well as intermodal connectivity. The conference will also be discussing the challenges faced by the freight and logistics sector. It will also give a brief idea regarding the increase in trade services in connection to the sea-freight, land-freight and air-freight. Warehousing System Management, 3PL & 4PL logistics services, Port Community Systems, PPP and Rail-Road connectivity are also some of the major topics that would be explored at the conference.

Welldex Logistics's special delivery to China

Our G7N member Welldex Logistics recently completed this project of transporting a CESSNA plane from Barcelona to China.

	Welldex Global
	Address: Calle Napoles 227, 1A, 08013 Barcelona Spain
	Email: xavier.babot@welldex-global.com
	Website: www.welldex-global.com



G7N
www.g7networks.com

G7N Logistics Networks is again delighted to announce that THAI Airways is providing their support for the Annual G7N Conference through the provision of an event code that can be used to purchase

THAI Airways flights at a special rate!

Receive promo code once registered.
To enter the code please visit:
<http://www.thaiairways.com/mice>

THAI
Smooth as silk

LBH Logistics PVT LTD's shipment

G7N member LBH LOGISTICS PVT LTD recently handled this shipment of granite from Chennai, India to Malaysia.




LBH Logistics Pvt Ltd.
 Address: C/27, 2nd floor Banaswadi main road near fire station, Kalyan nagar(post), Dodda Banaswad Bangalore, India
 Email: info@lbhlogistics.com
 Website: www.lbhlogistics.com

Hiyana World Logistics's newest project

G7N member Hiyana World Logistics Pvt Ltd shared their recent project that they successfully completed.





Hiyana World Logistics Pvt Ltd.
 Address: B-3, Gr.Flr.Suyog Estate Corporation, S.N.Marg, Mulund(W), 400 080 Mumbai, India
 Email: raj@cargomoverz.com
 Website: www.cargomoverz.com



Owakhe Reputable Logistics Solutions's recent success


G7N member Owakhe recently handled this shipment of granite from Chennai, India to Malaysia.

Owakhe - Reputable Logistics Solutions.
 Address: 6 Baker St, Vorna Valley, Midrand, 1686
 Email: sales@owakhe.co.za
 Website: www.owakhe.co.za

Keytrans Logistics on the waves

G7N member Keytrans Logistics Co., Ltd completed this project of a Skicraft 22FT wake Boat from Hong Kong to Melbourne.



Keytrans Logistics Co., Ltd.
 Address: B-3, Gr.Flr.Suyog Estate Corporation, S.N.Marg, Mulund(W), 400 080 Mumbai, India
 Email: raj@cargomoverz.com
 Website: www.cargomoverz.com



Shinhan Logistics struck the right notes



Shinhan Logistics Co., Ltd.
Address:
 • RM406 Chungjangdaero 9beon-gil 14, Jung-gu Busan South Korea.
 • RM1204, Gamasanro 96, Geumcheon-gu Seoul South Korea
Email: changho@shlogistic.co.kr / pusan@shlogistic.co.kr
Website: www.shinhan2000.co.kr

Shinhan Logistics has 29 years of experience in handling orchestra related performances, but they faced the most challenging project in its history. The Performer, one of the well-known orchestras in South Korea, KBS (Korea Broadcasting System) Symphony Orchestra completed their European tour (Austria, Czech, Slovakia) without any incident. They faced several difficulties during the shipment's process, so they had to take care of every small detail:

- Perfect revision of paperwork to avoid trouble with customs.
- Keep in touch with airlines to avoid delays and with airport, for not stopping the shipment in customs inspection.
- Insurance company rejected to accept the 6,000 kgs musical instruments shipment, so they had to take all the risk.
- To protect the shipment, Shinhan used their own specialized trucks equipped with wing body, temperature humid controlled and air-suspension.

They went to the Europe with performers for the safety of the shipment. Overseas orchestra Performance is commonly arranged by government of both countries, so it is not only an art performance but also a part of international diplomacy.

Changho Lee, General Manager of Shinhan Logistics is very proud of being a member of cultural exchange; contributing cultural industry and diplomacy!



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G7 Cargo Cover Insurance Platform

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Insure a Shipment



Cargo Claims



Performance Measurement



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by **Protecting your risks** at the same time generating added Gross Profit under the freight file



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Elevate your Integrated Solutions by offering G7 Cargo Cover as **One-Stop-Shop**

DIFFERENTIATE your business to local competition by offering



FREIGHT

+



INSURANCE



LOCAL Expertise



RISK Reduction
Reducing your recoveries with G7 Cargo Cover



GLOBAL e-Insurance Solutions
G7 Cargo Cover helps your businesses to **PROACTIVELY** offer cargo insurance as part of your logistics offerings.

NACORA

International Insurance Brokers
www.nacora.com

Murray & Wuthichai meet-up

Our General Manager Murray Backhouse had the chance to meet up with G7N member Wuthichai Sachdev from ATLAS LINE CO.,LTD. Great photo gentlemen.



Atlas Line Co., LTD. accomplish new projects

G7N Member Atlas Line Co., Ltd. recently completed this project of sending a brand new bike to their client in the Maldives.




Atlas Line Co., Ltd.
 Address: 377 Pattanakarn 29
 Pattanakarn Rd. Suanluang Bangkok
 Thailand
 Email: info@atlas-line.com
 Website: www.atlas-line.com

G7N members Atlas Line Co., ltd. with yet again some great projects being completed.




Atlas Line Co., ltd. an experience freight forwarding company located in Bangkok, Thailand, is in action.




Transatlantic North America, Inc. succeeding their 10th project

G7N Members Transatlantic North America, Inc. shared with us their 10th project of optical machinery in 2 months moving out of their ORD warehouse today.



Transatlantic North America Inc.
 Address: 1361 North Wood Dale Road
 Wood Dale, IL 60191 Chicago, US
 Email: info@transatl.com
 Website: www.transatl.com

Milestone Logistics BV's amazing facilities




Milestone Logistics
 Address: Hanedaweg 10 1437 EN
 Rozenbuurg Rotterdam Netherlands
 Email: info@milestonelogistics.com
 Website: www.milestonelogistics.com

Great to catch up with the ML Milestone Logistics BV team at their amazing facilities in the Netherlands.



2hm Logistics in motion


A few pictures of our G7N members 2HM Logistics d.o.o. and some of their projects they have recently carried out.




2hm Logistics
 Address: Delavska cesta 26, 4208
 Senčur, Koper Slovenia
 Email: info@2hm.si
 Website: www.2hm.si



Successful delivery - Logística Amsel Argentina S.A. & Ever Brite Freight



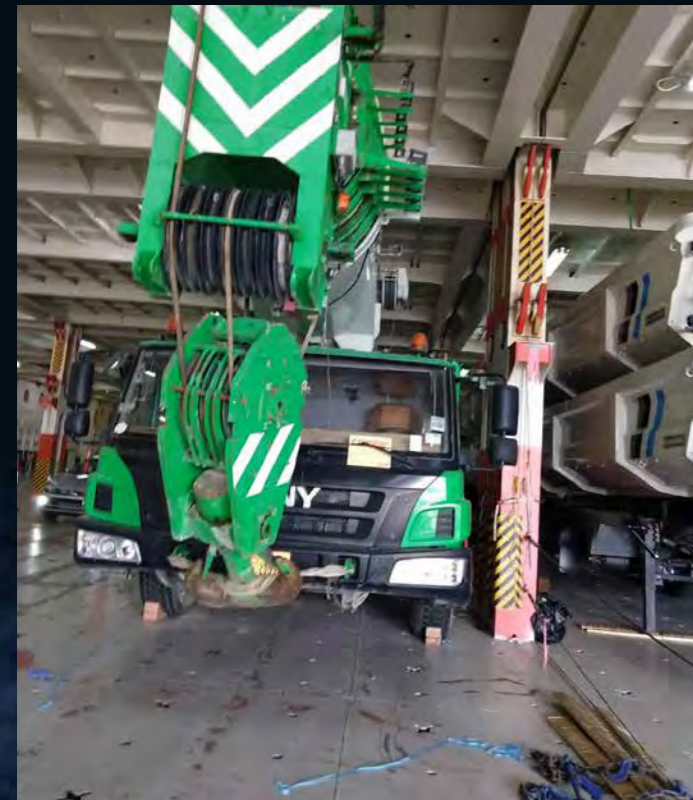
Logística Amsel Argentina S.A.
 Address: Paraná 3570, B1636DYV,
 Olivos Buenos Aires Argentina
 Email: info@amsel.com.ar
 Website: www.amsel.com.ar



Ever Brite Freight Solutions
 Address: P.O.Box No: 82907 Doha
 Qatar
 Email: marketing@everbriteqatar.com
 Website: www.everbriteqatar.com

From Qatar to Buenos Aires

Our member Logística Amsel Argentina S.A. shared with us a successfully delivered project handled with Ever Brite Freight Solutions.



They experienced some challenges, as the paperwork in origin was quite extensive since the QASCO (Qatar Steel) requested AMSEL additional documentation to be able to carry out this exportation from Qatar. Therefore, with the effort put together with EverBrite, they were able to solve all the obstacles that



were faced during the operation and, with all the parties involved (importer, exporter and representatives of both), they were able to carry out this project with total success!

Like ant colonies, Amsel is sure that a good teamwork multiplies the success when working as a block and they are very happy to offer an excellent service to their customers and partners around the World.

Logística Amsel Argentina S.A. hopes to increase the number of these operations in the future and let partners count on their support for what their needs may be.



In G7N we are very happy to see that the collaborations between members can be big and prosperous! From Qatar to Buenos Aires

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Active Freight Management Ltd. unlocking achievement



Active Freight Management Ltd.
Address: B.V. Van Cleeffkade 15, Unit 1.019, 1431 BA Aalsmeer, Amsterdam Netherlands
Email: koen@active-freight.com
Website: www.active-freight.com



G7N member Active Freight Management Ltd has been nominated to transport this vintage bike. Built in 1901 it is the only bike of this design left and was used as a front runner on cycle race courts back in the days by our principal's relatives.

The bike is transported safely by airfreight to be enjoyed as a family heritage item. Active Freight Management offers a worldwide network and hand-picked local partners that carry out any logistics challenge with ease.



CONSOLFREIGHT

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?

Step 1.
Digitize your contracts and customize rates for each client.

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

Murray's visit to Total Care Logistics and Prima SA Transport & Trading



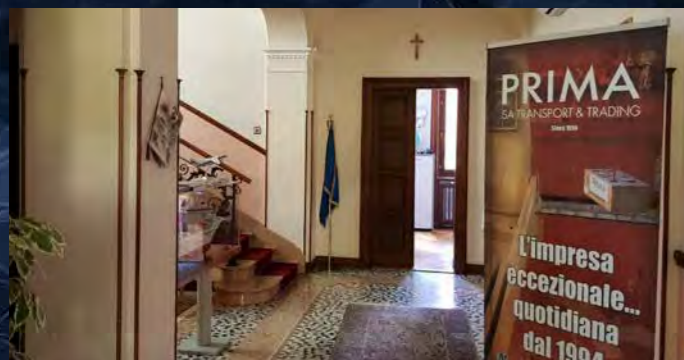
TOTALCARE
Worldwide Logistics

Total Care Logistics Ltd
Address: Haverstraat 10 2153 GB
Nieuw-Vennep Amsterdam Netherlands
Email: info@tclog.nl
Website: www.tclog.co.uk



PRIMA
SA TRANSPORT & TRADING

Prima SA Transport & Trading
Address: Via Dante Alighieri 12 CH-
6830 Chiasso Switzerland
Email: info@primasatt.ch
Website: www.primasatt.ch



ITS Logistics Hungary Kft.'s load-and-go

G7N members ITS Logistics Hungary Kft. with another fantastic job with the loading of 60 pallets, 23 tons of cargo onto the Queen of the Skies, the Boeing 747.

ITS LOGISTICS
HUNGARY

ITS Logistics Hungary
Address: HU-2220 Vecsés,
Almáskert u. 4. Budapest Hungary
Email: info@itslogistics.hu
Website: www.itslogistics.hu



JM Logistic Services S.A. DE C.V on exceeding

JM Logistic Services S.A. DE C.V. with an Inland freight and maneuvers for TSO exhibition stand at XVIII CONGRESO EXPO RAIL 2019.



**JM Logistic Services, S.A. de C.V.**
Address: Filadelfia 44-1 Colonia Nápoles
Delegación Benito Juárez Mexico City
Mexico
Email: jmoran@logisticservices.com.mx
Website: www.logisticservices.com.mx



JM Logistic Services with another great project. They are exceeding the satisfaction and expectations of customers in each and every one of their services they offer.



 **SINGHA**





EDUARDO DE LUQUE
DIRECTOR COMERCIAL DE TRÁNSITO 2000



Magazine F&H Logística Profesional Interview with Tránsito 2000

The Algeciras Port in Spain has been growing a lot in regards to the transit of shipments to Asia, South & Central America as well as the West of Africa. Tránsito 2000, using this advantage, has been able to experience the growth of the imports & exports as well as to provide reliable and efficient services in customs, international relationships, logistics and sea shipments. Tránsito 2000, one of our new members in the G7 Network, got recently interviewed by the Fruits & Vegetables Spanish Magazine: Logística Profesional. Please keep on reading to learn more about what Eduardo De Luque, Sales Manager, shared during the interview:

Despite the consumption habits on global utilization of fruits and vegetables has almost disappeared,

“The close relationship between the produces and importers is the key piece for optimizing the transit times.”

it still shows a growth on the maritime traffic of vegetables. Companies like Tránsito 2000 confronts that growth going ahead its costumer’s necessities and assisting them in topics involving logistics and customs.

L.P.: How do you see the future of the international traffic of fruits and vegetables regarding challenges and opportunities?

E.D.L.: The policies regarding the control of costs in the origin of production and the final destinations of consumption will mark the strategies of logistics and will open new routes for fruits and vegetables distribution. Africa will play a key role in this aspect. There is traffic that mainly penetrates via

ports in North of Europe like Amberes, Rotterdam and Hamburg, but the final destination is to the center and south of Europe, as well as the North of Africa. We understand that with time passing, the logistic chains have to be guided into a more fair and common sense logistic. Into this direction, the Algeciras port is becoming a platform with excellent connections between maritime lines that unifies Europe, Africa, U.S.A. and Asia together. It’s even a logistic maritime center and port of reference in the World, with a capacity of more than 18,000 pallets for cold goods.

L.P.: How do you adapt to these new tendencies?

E.D.L.: We try to go ahead over them and joining every kind of national & international event from the horticultural sector. From here, we study the most efficient routes and assist our clients in logistics and customs matters. We try to visualize the future so our clients can take the most of the opportunities that our port is developing. Also, in Tránsito 2000 we adequate our human resources to the necessities of the traffic to improve the speed on the sourcing of the commodities.

L.P.: Traffic of fruits and vegetables is increasing, do you think this has reached the maximum level of growth?

E.D.L.: The habits of global consumption of fruits and vegetables has almost made the temporality disappear. Because of this tendency we understand that it hasn’t only reached the maximum level, but also there will be increase on this traffic in the next years. Taking a look to centuries back, from America to Asia, they conquered us with potatoes, peppers, pineapples, etc. and nowadays there are other products slowly being introduced and well accepted like avocado, ginger, mangoes, etc. As an example, the amount of avocados that entered via Algeciras in 2018 increased in 44% compared to 2017.

L.P.: The customer demands more speed, how does Tránsito 2000 manage to adapt to these requirements?

E.D.L.: The close relationship with the producers

and importers is a fundamental key for optimizing the timings of transit, the digitalization of our processes allows us not only to gain time in the procedures, but also to maintain our clients informed about their goods status. We are OEA (Authorized Economic Operators) because our risks have been analyzed during the audit process of the AEAT, we have a reduction in the red and orange marks on the physical and documental inspection of goods causing savings on time and money for our clients. We have been more than 20 years working with double shifts from Monday to Sunday. This is the main formula for the sector of fruits and vegetables, without forgetting to continuously develop and improve our standards.

L.P.: Which are the key aspects for an optimal development for the logistics chains?

E.D.L.: We understand the wide network of reefer connections in the ports, the important presence of cold storage companies in ports and also logistic zones associated to them. In the Algeciras port we have 5,000 electric sources for reefers containers. Also the terrestrial combinations, the lineal berth meters and the deep seawaters are fundamental. In our port, berth the biggest container ships of the World, we are prepared in this sense. We are very proud to say that in the Algeciras Port we have the only Border Inspection Post of Spain, which is considered first level H24, with customs services that work from Monday to Sunday. G7N member Active Freight Management Ltd has been nominated to transport this vintage bike. Built in 1901 it is the only bike of this design left and was used as a front runner on cycle race courts back in the days by our principal’s relatives. The bike is transported safely by airfreight to be enjoyed as a family heritage item. Active Freight Management offers a worldwide network and hand-picked local partners that carry out any logistics challenge with ease.

To read the original interview in Spanish please follow this link:
<https://www.fyh.es/pdf/FHLP21.pdf>

G7N

4th ANNUAL CONFERENCE

18-21 FEB 2020
HUA HIN, THAILAND

G7N

4th ANNUAL CONFERENCE

18-21 FEB 2020
HUA HIN, THAILAND

18 FEB	09:00 - 18:00	Registration
	09:00 - 12:00	Convoy
	19:00 - 21:00	Cocktail Reception
	19:30	Murray's Welcome Speech
19 FEB	10:00 - 11:00	Plenary Session
	11:00 - 11:30	Group Photo
	12:00 - 13:00	Lunch
	13:00 - 17:00	1:1 Meetings
20 FEB	09:00 - 12:00	1:1 Meetings
	10:30 - 11:00	Coffee Break
	12:00 - 13:00	Lunch
	13:00 - 17:00	1:1 Meetings
	15:00 - 15:30	Coffee Break
	19:00 - 22:00	Gala Dinner
21 FEB	09:00 - 12:00	1:1 Meetings
	10:30 - 11:00	Coffee Break
	12:00 - 13:00	Lunch
	13:00 - 17:00	1:1 Meetings
	15:00 - 15:30	Coffee Break
	17:00	Conference Close
22 FEB	17:00 - 23:00	Cargo Weekend
23 FEB	17:00 - 23:00	Cargo Weekend

Sponsorships



G7 Gala Dinner Sponsor x 1 (3,000 USD)

- Your company name/logo prominently displayed during the event.
- Company name above cocktail bar.
- Full page color advertisement in the Conference Directory.
- Company recognition during the Award Ceremony.
- Custom cocktail.
- Hyperlinked logo displayed on the G7 Conference website.
- 1 x fixed table during the 1:1 Meetings.



Cocktail Sponsor x 1 (3,000 USD)

- Waitresses featuring your company name/logo on the front of their shirt.
- Full page color advertisement in the Conference Directory.
- Company recognition during the Award Ceremony.
- Custom drink.
- Hyperlinked logo displayed on the G7 Conference website.
- 1 x fixed table during the 1:1 Meetings.



Lanyard Sponsor x 1 (1,500 USD)

- Your company name/logo prominently displayed on all lanyards during the event.
- Full page color advertisement in the Conference Directory.
- Hyperlinked logo displayed on the G7 Conference website.
- Company recognition during the Award Ceremony.



G7 Convoy Sponsor x 1 (1,000 USD)

- 2 x Roll up Banners advertising your company
- Your company name/logo prominently displayed on the boarding pass.
- Full page color advertisement in the Conference Directory.
- Hyperlinked logo displayed on the G7 Conference website.
- Company recognition during the Award Ceremony.



Pen Sponsor x1 (1,500 USD)

- Your company name/logo prominently displayed on all giveaway pens.
- Full page color advertisement in the Conference Directory.
- Hyperlinked logo displayed on the G7 Conference website.
- Company recognition during the Award Ceremony.



Massage Corner Sponsor x 1 (1,500 USD)

- Roll Up Banner
- Masseur featuring your company name/logo on the front of their shirt.
- Full page color advertisement in the Conference Directory.
- Hyperlinked logo displayed on the G7 Conference website.
- Company recognition during the Award Ceremony.



Note Pad Sponsor x 1 (1,500 USD)

- Your company name/logo prominently displayed on all note pads.
- Full page color advertisement in the Conference Directory.
- Hyperlinked logo displayed on the G7 Conference website.
- Company recognition during the Award Ceremony.



Stapler Sponsor x 1 (1,500 USD)

- Your company name/logo prominently displayed on all giveaway staplers.
- Full page color advertisement in the Conference Directory.
- Hyperlinked logo displayed on the G7 Conference website.
- Company recognition during the Award Ceremony.



Coffee Break Sponsor x 3 (1,000 USD)

- Roll up Banner advertising your company
- Full page color advertisement in the Conference Directory.
- Hyperlinked logo displayed on the G7 Conference website.
- Company recognition during the Award Ceremony.
- Company Recognition during the 1:1 Meetings.



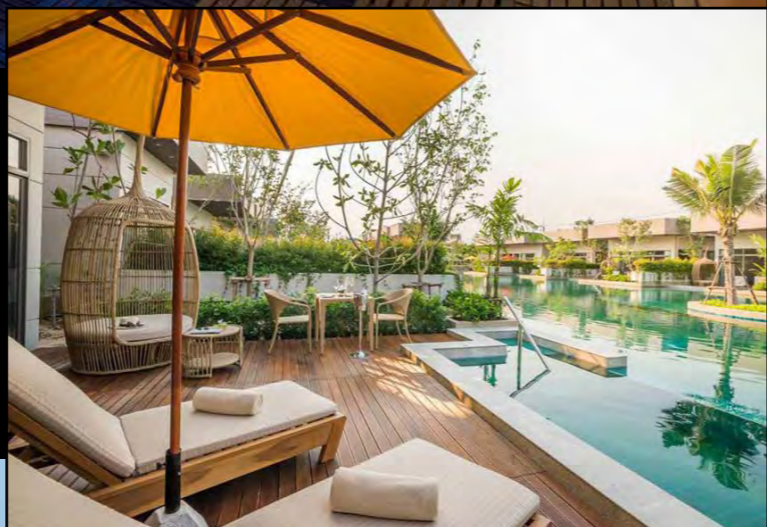
Free Flow Sponsor x 1 (2,000 USD)

- Roll up Banner advertising your company
- Full page color advertisement in the Conference Directory.
- Hyperlinked logo displayed on the G7 Conference website.
- Company recognition during the Award Ceremony.
- Company Recognition during the 1:1 Meetings.

AVANI Hua Hin



Make a dash for sun-filled days of tropical bliss at AVANI Hua Hin Resort & Villas. Choose from pool access suites so you can hop right into the water, to Jacuzzi hideouts, to a prime-position beachfront pool villa.



And when not in 1-1 Meetings... Run on long stretches of silky sand. Take a night out on the town, snacking on street eats as you go. Recharge surfing the waves or just chilling in the sea breeze with a mojito in hand at this beachfront hotel.





Cargo Weekend 2020

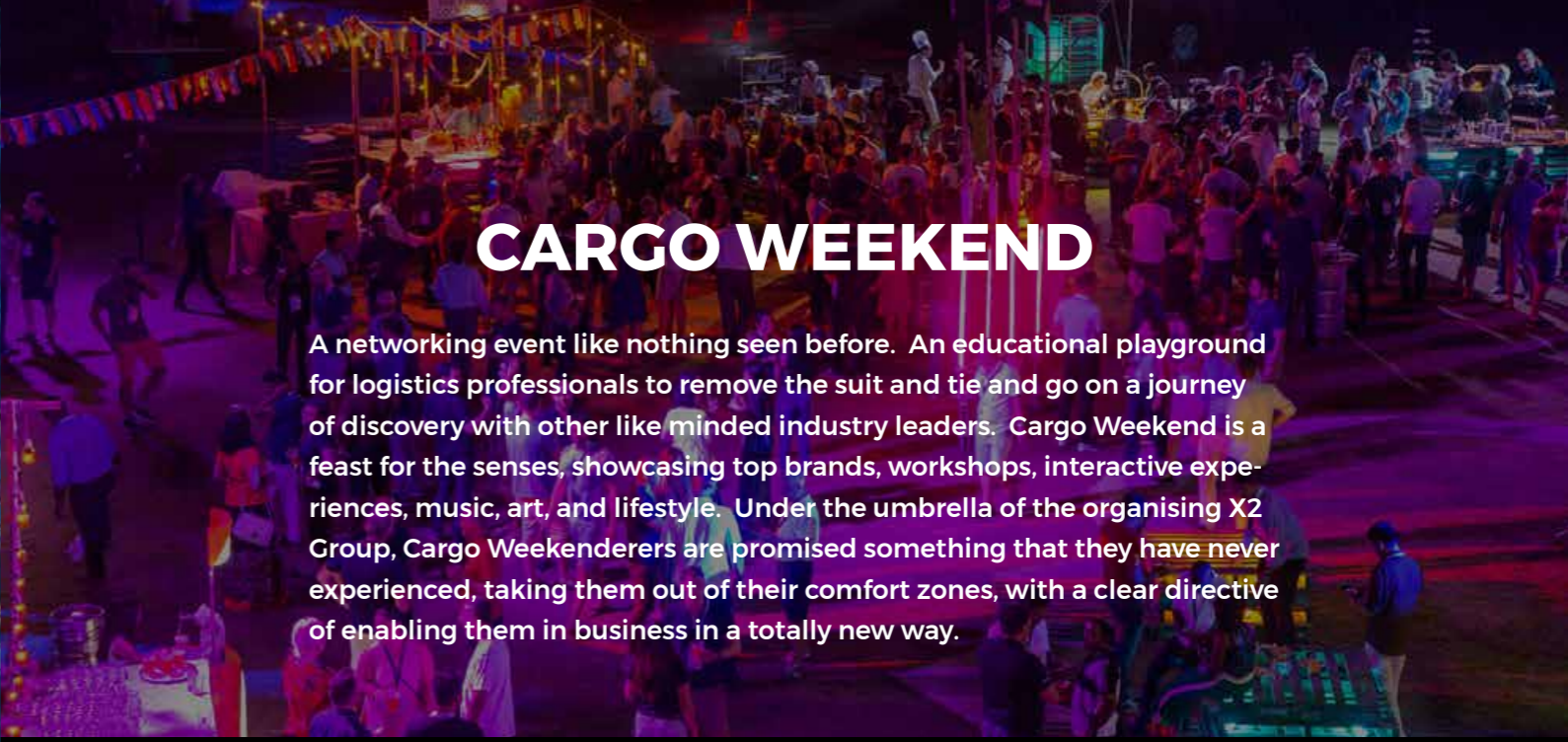
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World Together

22-23 FEB

HUA HIN, THAILAND

LIVE THE EXPERIENCE. LOVE LOGISTICS



CARGO WEEKEND

A networking event like nothing seen before. An educational playground for logistics professionals to remove the suit and tie and go on a journey of discovery with other like minded industry leaders. Cargo Weekend is a feast for the senses, showcasing top brands, workshops, interactive experiences, music, art, and lifestyle. Under the umbrella of the organising X2 Group, Cargo Weekenderers are promised something that they have never experienced, taking them out of their comfort zones, with a clear directive of enabling them in business in a totally new way.

LIVE



LISTEN



LEARN



LAUGH

LOVE



CREATE



TASTE



RELAX

LOGISTICS



CONNECTIONS



NETWORKING



DISCUSSIONS



SCHEDULE

Saturday 22nd February

9:00 - 12:00	X2 World Cup
10:00 - 12:00	X2 Ladies World Cup Net Ball
13:30 - 17:00	X2 Specialty Network 1:1 Meetings / Workshops
18:00	Cargo Weekend Opens
18:30 - 20:00	Talk Tent / Industry Talks
18:30 - 20:00	DJ TBD
20:00 - 21:00	Band TBD
21:00 - 22:30	DJ TBD / Guest DJ's
22:30 - late	Cargo Weekend Afterparty - Warehouse

Sunday 23rd February

9:00 - 12:00	Cargo Weekend Networking Brunch
13:30 - 17:00	X2 Specialty Network 1:1 Meetings / Workshops
18:00	Cargo Weekend Opens
18:30 - 20:00	Talk Tent / Industry Talks
18:30 - 20:00	DJ TBD
20:00 - 21:00	Band TBD
21:00 - 22:30	DJ TBD / Guest DJ's
22:30 - late	Cargo Weekend Afterparty - Warehouse





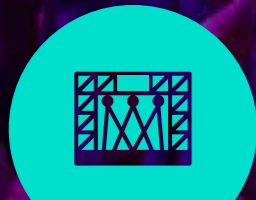
SPONSORSHIPS



Main Entrance Sponsor x 2 (1500USD)



- Your company name/logo prominently displayed during the event, to be projected on entrance structure
- Full page color advertisement in the Conference Directory
- Hyperlinked logo displayed on the Cargo Weekend website
- Company recognition



Main Stage Sponsor x 2 (3000USD)

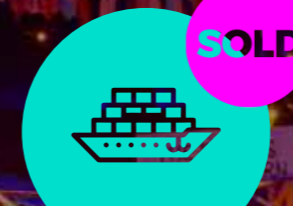
- Your company name/logo prominently displayed during the event Projected on Main stage structure across a 15 Meter backdrop
- Full page color advertisement in the Conference Directory
- Hyperlinked logo displayed on the Cargo Weekend website
- Company recognition



Talk Tent Sponsor x 2 (2000USD)

- Your company name/logo prominently displayed during the event
- Name rights to the workshop/talk tents
- Full page color advertisement in the Conference Directory
- Hyperlinked logo displayed on the Cargo Weekend website
- Company recognition

SPONSORSHIPS



Airplane/Ship Sponsor x 1



- Your company name/logo prominently displayed during the event
- A customized ship built with DJ Booth inside and your company logo on the ship
- Full page color advertisement in the Conference Directory
- Hyperlinked logo displayed on the Cargo Weekend website
- Company recognition



Bar Sponsor x 2



- Your company name/logo prominently displayed during the event.
- Fully branded bar with company logo branding
- Waitresses featuring your company name/logo on the front of their shirt
- Full page color advertisement in the Conference Directory
- Hyperlinked logo displayed on the Cargo Weekend website
- Company recognition



Activity Sponsor x 4 (1500USD)



- Your company name/logo prominently displayed during the event
- Various games such as Beer Pong/Angry Bird/Mechanical Rodeo Station
- Full page color advertisement in the Conference Directory
- Hyperlinked logo displayed on the Cargo Weekend website
- Company recognition



Photo Booth Sponsor x1 (2000USD)



- Your company name/logo prominently displayed during the event
- Your company logo on photo printout
- Full page color advertisement in the Conference Directory
- Hyperlinked logo displayed on the Cargo Weekend website
- Company recognition

10 things to do in Hua Hin



The best things to do in Hua Hin are tailor made for family fun by the seaside. It is true that most Thais envisage Hua Hin as a romantic and elegant gateway holiday destination, a notion started off about 100 years ago when the Royal Family members and the well-to-do would spend their summers here. As a result, Hua Hin now has countless lovely seaside houses, villas and a few attractive vintage summer palaces. These are all popular Hua Hin attractions, but the newer, purpose-built shopping and sightseeing villages mean there is something for all generations. Hua Hin is usually full of people taking a break from Bangkok at weekends and as it's just a short drive away its popularity has remained. Much of Hua Hin's attraction lies in the town's charming old-world feel, best illustrated in Hua Hin Railway Station and the Maruekhathaiyawan Palace.

1. Maruekhathaiyawan Palace



Like so much in Hua Hin, this summer seaside palace was built in the early 1920s during the reign of King Rama VI. It was designed by an Italian architect and features lots of verandas, latticework and covered boardwalks using golden teak from the demolished Hat Chao Samran Palace. The beautiful passage from them leading to the sea is one of the many charming features of the complex.

Opening Hours: 08:00-16:00
Location: 9km south of Cha-Am at the Camp Rama VI military compound
Tel: +66 (0) 32 508 039

2. Hua Hin Railway Station



Built during the reign of King Rama VI, and only a short distance from the centre of town, Hua Hin's railway station and adjacent royal waiting room are undeniably attractive. The brightly painted wooden buildings that are Thai in concept and design somehow manage to have a 'Victorian' feel to them. Even if you don't arrive at the resort by train, go and have a look. It's charming, quirky and photogenic.

Opening Hours: 07:00-23:00
Location: Western end of Damnernkasem Road
Tel: +66 (0)32 511 073

3. Cicada Market



Cicada Market is all about art, handmade crafts and good times. With an open-air market concept, it brings together Hua Hin's artistic talents and those who wear 'freedom of expression' on their sleeves. Besides the crafts market, you'll also find an art gallery, beer garden and live music.

Opening Hours: 16:00-23:00(Fri-Sat), 16:00-22:00(Sun)
Location: Suan Sri, Khao Takiab (on Phetkasem Road)
Tel: +66 (0) 32-536606

4. Hua Hin Night Market



Situated in the centre of town between Petchkasem Road and the railway line, the market encompasses one street and comes to life from 18:30 onwards, when traders line the street with their stalls selling various merchandise – generally what you might expect from a Thai market. A superb selection of seafood restaurants that line the road that hosts the Night Market draws a lot of attention from visitors.

Opening Hours: Best time to go after 19:00

5. Plearn Wan Shopping Village



Plearn Wan is a themed shopping complex located not far from Klai Kang Won Palace. The unique brown wooden building features many shops as well as a café and some guestrooms all decorated in 1960s Thai style. Open daily for shopping and dining from around 10:00, Plearn Wan is famous for its 'nang klang plaeng' (open-air movies), live music and temple fair festival which runs every evening from Friday – Sunday.

Opening Hours: 10:00-22:00 (Mon-Thurs), 10:00-midnight(Fri), 09:00-midnight(Sat), 09:00-22:00 (Sun)
Location: Phetkasem Road (between Hua Hin Sois 38 and 40), close to Klai Kang Won Palace
Tel: +66 (0)32 520 311-2

6.Black Mountain Water Park



Black Mountain Water Park offers a fun-filled day for families and anyone needing a big splash. The park features nine different water slides, a wave pool, lazy river, beach pool, kids' pool, and more – all set on a vast mountain-hugged landscape fronting a man-made lake just 10km north of Hua Hin. Owned and managed by the same people behind the Black Mountain Golf Course, the water park is the latest attraction in the group's portfolio. It's located opposite the golf course, on a local road that passes through Wat Huay Mongkol and Baan Silapin.

Opening Hours: 10:00 - 17:00

Location: About 10km from Hua Hin. From Hua Hin Soi 56, take the road that winds around the back of the Hua Hin Railway Station and follow the signs.

Tel: +66 (0)90 446 6129

7.Khao Takiab



One of the biggest attractions in Prachuab Kirikhan province, Khao Takiab translates as 'Chopstick Mountain' although you may hear it being referred to

as Monkey Mountain due to the monkeys that live on it. The mountain is also home to a hilltop temple with sensational views of Hua Hin. The start of the hike up to the temple is marked by a large bell and a flight of stairs up to the main shrine, a pagoda-like structure.

8.Phraya Nakhon Cave



The magnificent Phraya Nakhon Cave is one of the most mystical and mysterious landmarks of Thailand but only a few travellers get a chance to take a picture of it. The reason is simple: this gold and green pavilion is hidden inside a hard to reach cave and only a handful of dedicated visitors will do the effort to visit it. Those who do are rewarded with a stunning vision that looks like it's straight out of an Indiana Jones movie. Phraya Nakhon Cave is located in the Khao Sam Roi Yot National Park in Prachuab Khiri Khan province, a 45 minutes drive south of Hua Hin. First step to

reach the cave is to drive to the small village of Bang Pu located by the beach, and from there decide if you'd rather rent a boat to take you around the cape to Laem Sala beach, or walk a 30 minutes trek above the hill leading to the same Laem Sala beach.

Location: 60km south of Hua Hin, in Guiburi, Prachaub Kirikhand

9.Santorini Park Cha-Am



Santorini Park brings a slice of the picture-perfect Greek island to Cha-Am. It's got all the details right, from classic whitewashed buildings, colourfully painted windows, down to stone-paved paths and domed towers. An impressive lineup of shops, restaurants and an amusement park promise good times for everyone.

Opening Hours: 10:00-21:00 (Mon-Thurs), 10:00-22:00 (Fri, Sat, Sun and national holidays)

Location: Phetkasem Road (198 km. post)

10.The Venezia Hua Hin



The Venezia is the newest theme shopping and attraction village in Hua Hin, following the growing popularity and undeniable success of other similar weekend destinations in Thailand. Palio in Kao Yai was probably one of the triggers for such epidemic frenzy for pretty villages, followed by the beautiful Santorini Park in Hua Hin and the now famous Asiatique in Bangkok.

Opening Hours: Mon - Sun 10:00 - 23:3

Location: 1899 Petch Kasem Rd. (Sai Tai), Cha Am, Petchburi 76120

Tel: +66 (0) 3244 2823-5, +66 (0) 2930 5191-5 Ext 113, 114, 117

Source:

<http://www.bangkok.com/huahin/attractions/top-ten.htm>

Click here to visit the site 

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ARE FREIGHT FORWARDERS BEING LEFT BEHIND?

This is a question that is being asked with increased frequency. The answer?

Yes, some freight forwarders are being left behind. Well, perhaps “left behind” is not quite the correct term. It would be more accurate to state that some freight forwarders are lagging behind technologically.

The world is advancing at a rapidly increasing pace in almost every area of technology. Even the wheel is being reinvented by Goodyear with a system that can move in a way that virtually eliminates the need for any parallel parking skills.

The march of technology has already influenced the industry and inevitably the freight forwarding industry will see disruption in the likes of Uber, Amazon, and other freight directed startups. A lot, probably most freight forwarders see new media and other newly developed tools as a hindrance. In reality, technology offers increasingly powerful tools for business expansion.

This is a subject that has been taken on by G7N over the past year, was present in the most recent White Paper that I authored, and can only be emphasized more as it grows more imperative for existing businesses to adapt to new developments and prepare for a tech startup or established tech firm in Silicon Valley to disrupt the industry in a massive way.

All companies are essentially becoming tech companies. Whether you're a freight forwarder, button manufacturer, or online boutique. Technology must be at the center of your business.

There are a few basics that any company can take to at least enter into the technological arena. Remember, it's just not for show. It can help your company identify customers to grow your business as well as help your company win bigger contracts.

No large company will enter into a new relationship with a SME partner who fails to at least be modern.

Here is what you can do to get started.

If you need help, X2 Global Media will be happy to support our members modernize and use technology to an advantage.





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Superterra PVT Limited		Lahore, Pakistan	
ENS Logistics India Pvt Ltd.		Bangalore, India	
Gevatrans P.C		Athens, Greece	
Diesel Shipping Inc.		Miami, United States	
GNS Group		Novorossiysk, Russia	
Cargoconnect Pty		Brisbane, Australia	
Ever Glory International Freight Co., Ltd.		Ningbo, China	
Transportes Rolitrans S.A		Asuncion, Paraguay	
LILA International Logistics Ltd.		Heathrow, United Kingdom	

G7 New Members 2019

Shinhan Logistics		Seoul, South Korea	
Shinhan Logistics		Busan, South Korea	
Lat Internacional Cia. Ltda.		Quito, Ecuador	
Pelikan Group		Santiago, Chile	
Quick Task Freight Limited		Nairobi, Kenya	
MTK Logistics		Ho Chi Minh city, Vietnam	
Winipac Logistics Australia Pty Ltd.		Sydney, Australia	
Avance Freight Services		Auckland , New Zealand	
Centroid Center of Mass		Beirut, Lebanon	

Testimonials



"G7 is a great opportunity to get new contacts of different logistics companies around the world and to develop business with them. Partners provide us the competitive prices which allow us to reduce our expenses and to provide the best price for our final customers."

- Ekaterina Nesterenko, Procurement Specialist, SO Logistics



G7 has been a valuable tool for our company of the last 12 months, our business not only does general freight but a lot of "just in time" cargo and new partnerships we have gained through G7 have helped us as a business grow. The quality of agents we have worked with has been excellent and a credit to the whole "network" ethos. ."

- Tony Simpson, Director, Seacon UK



"Being apart of the network has allowed us to build trusting relationships with flawless coverage for our clients. We get to work with amazing agents that have the same quality of service that our clients expect, no matter how big or small the shipment may be. Normally, that's the hardest part, but G7N allows us to be apart of an ever growing family, ready to tackle whatever comes our way!"

- Victoria Dedes, Business Development Manager, Transatlantic North America Inc.



"As a founding member of the G7 Network, I take a certain additional level of pride in membership, as I have enjoyed being part of the seminal group that has driven this network to be the service oriented, customer driven network that we have today."

- Jeff Schumacher, President / CEO, JAG-UFS Logistics, Inc.



It was a great experience meeting selected agents across the world, knowing their way and style of working, the way arrangements were done and with the hospitality of the G7 team, we are glad that we are part of G7 network and wish to make the best of the network we are proud member of.

- Munjal Shah, General Manager, Star Freight PVT



"Really I enjoyed last G7N conference I attended in Hua Hin. I got a good chance to know members with similar mindsets and mutual goals. It's great to be involved in G7N Family to grow with others and develop business together."

- Harish Mansinghani, Managing Director, Global Shipping Routes L.L.C

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