



# THE BLUE BOOK

# 2024



[WWW.GLOBALLOGISTICSASSOCIATES.ORG](http://WWW.GLOBALLOGISTICSASSOCIATES.ORG)



**The Blue Book is our member resource guide that provides all you need to know about GLA membership.**

# CONTENTS



- 3 - Members Welcome
- 4 - Instant Global Network For Your Business
- 5 - Your Benefits
  - Port Exclusivity
  - Arbitration
  - Social And Digital Presence
- 6 - The GLA Members App
- 7 - Truly Non-Profit
- 8 - Structure
- 9 - GLA Liaison Teams
  - GLA Committees
- 10 - GlobeTrans International (GTI) BV
- 11 - Annual General Meeting
- 12 - AGM Builds Friendship
- 13 - Requirements For New Members
- 14 - When A Member Is Accepted In The GLA
- 15 - Important Information For Applicant Members
- 16 - New Members Annual Dues
- 17 - GLA Board
  - Head Office
  - Bank Information
- 18 - Social Media Channels
  - Contact Information

# MEMBERS WELCOME



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*Global Logistics Associates (GLA) is an association that is simply different from the rest! GLA is built by its members on the foundation of friendship makes business. GLA is a forward-thinking association dedicated to our members and their success.*

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## GLA PROFILE 2024

GLA was originally founded in the United States (State of Florida) in 1989 as a non-profit corporation of independent Freight Forwarders and Customs Brokers.

In 2002, Global Logistics Associates Inc. and our NVOCC GlobeTrans International were transferred to The Netherlands changing our legal form and structure into that of a Dutch Association.

In 2007, the association was restructured through a Deed of Incorporation into what is now Global Logistics Associates (GLA).

Our objectives are to create and maintain a worldwide network of small and mid-sized international Freight Forwarders and Customs Brokers.

Our goal is to give members the ability to compete against larger companies on a worldwide basis through our network of trusted partners.

We strive for integrity, expertise, dedication, cooperation, support and participation in service of our goals.

GLA is one of the only non-profit Freight Forwarder and Customs Broker associations. The nature of our association is to invest in our members, because together we stay strong!

When you join us, you do not “belong” to GLA... GLA belongs to you!

## AN INSTANT GLOBAL NETWORK FOR YOUR BUSINESS

When you become a GLA member, you will have access to every one of our decision-making members worldwide. Knowing they share the same core beliefs as you ensures you can be 100% confident when working with a fellow GLA member.



### EXCELLENCE IN REPUTATION

GLA accepts members who have a good business reputation in their market. Many of our members are certified under ISO 9001 for quality management systems.



### COMMUNICATIONS INTEGRATION

GLA provides online access for our members to Member Company Profiles, Directories, and brochures as well as various tools for our NVOCC Bill of Lading, Tariff Rate Filing, and AMS Filing.



### GROUP COST SAVINGS

We are always working to use the groups volume to save money on freight rates, advertising, sales, tracking and other purchasing expenses.



### GLOBAL FULL SERVICE

We are pursuing prestigious companies in all locations to fully serve the world and to effectively compete with large corporations.



### SALES INTEGRATION

We are working together to build business between our members in order to increase mutual volume and profits. Our Annual General Meeting schedule allows time for member to member discussion and development.



### GLA is a member of TIACA





### Port Exclusivity

Unlike other associations, the policy of GLA is to offer its members port exclusivity and in the surrounding area. You can be sure you are the only company covering your port as no other company will be accepted for the same port.

You will be the only GLA Member in your port which means the choice for potential clients is made much simpler as your company will be the only one locally that has proved its credentials and earned GLA Member Status.

## YOUR BENEFITS

REGARDLESS OF THE FRIENDSHIPS YOU WILL MAKE AS A MEMBER OF GLA, YOU ARE ALSO JOINING TO EXPAND YOUR BUSINESS AND TAKE ADVANTAGE OF THE MANY WAYS THAT GLA WILL HELP YOU IMPROVE ALMOST EVERY ASPECT OF YOUR WORK.

### Benefits for Your Clients

Your clients will welcome your inclusion in the GLA network as it gives them the peace of mind that their trusted Freight Forwarder or Customs Broker is dealing with a global partnership - giving their cargo five-star treatment!

### Arbitration

GLA offers mediation for member to member disputes through the formation of an Arbitration Committee.



### Social Media and Digital Presence

GLA is dedicated to promoting its members to the world through social media as well as assisting our members with promoting the GLA advantage to your customers.

GLA's Digital presence is ever evolving to keep up with today's trends. Our website is informative with news items, facts and trends of what is going on with our members and our industry.



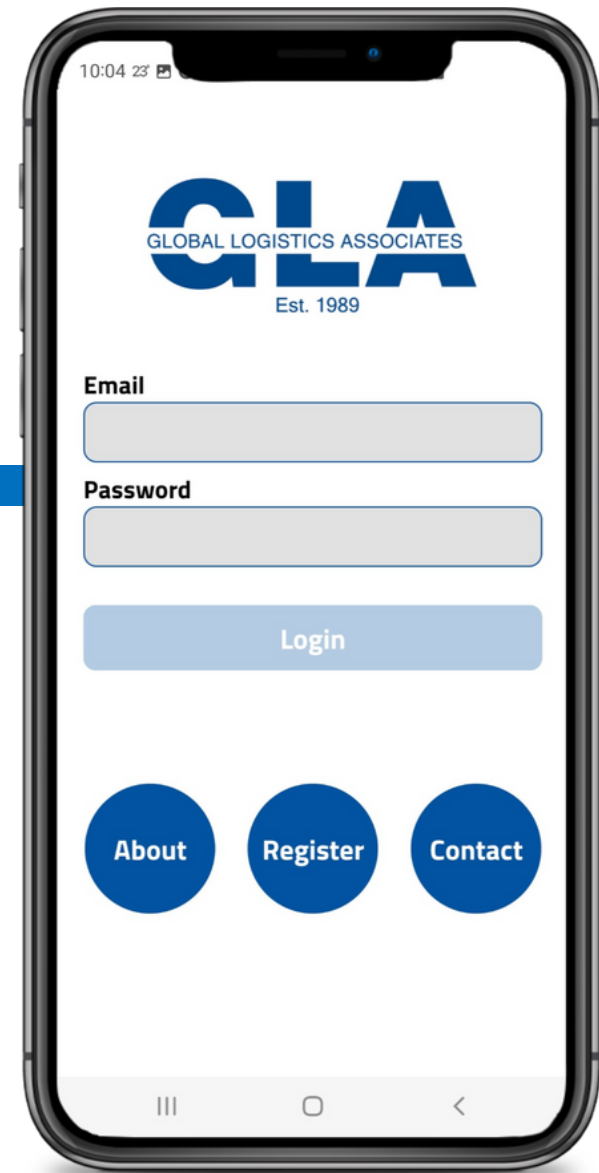
# THE GLA MEMBERS APP

The GLA Members App is designed so members can communicate with each other in realtime.

The app works as an instant directory for members.

You can search by County, Port, Company or Individuals Name.

As long as the individual person you are searching for is registered in the app you can send them a chat message. You can set up group chats and send documents directly to them through your phone.



The app is available to download on all Apple or Android devices.

# TRULY “NON-PROFIT”

AS GLA IS 100% NON-PROFIT, EVERY POUND, DOLLAR OR EURO YOU INVEST IN MEMBERSHIP FEES IS RE-INVESTED BACK INTO GLA TO BRING EVEN MORE BENEFITS TO OUR MEMBERS.

GLA supports the efforts of Transaid, an organization that transforms lives through safe, available and sustainable transport”

## HOW YOU BENEFIT FROM GLA



GLA is one of the only non-profit Associations created by Freight Forwarders and Customs Brokers for Freight Forwarders and Customs Brokers.



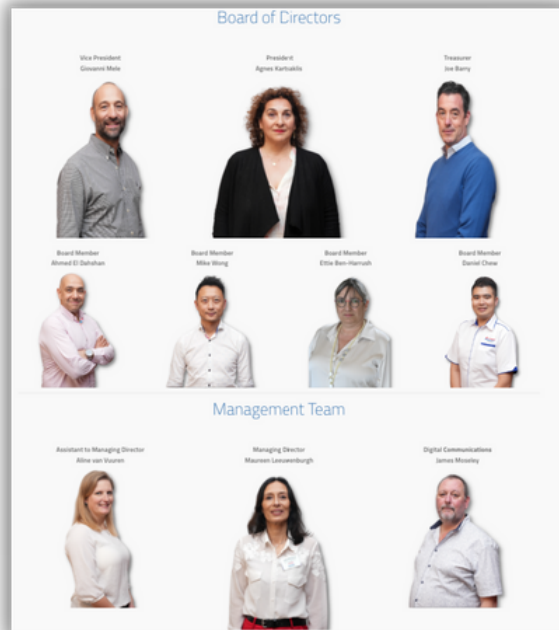
GLA is unique because unlike other associations in our industry, we do not aim to make money from our members. We make money for our companies by working together with other like minded professionals who have proven their integrity time and time again.





# GLA STRUCTURE

The structure of the Association is simple with various committees and member Liaison Teams answering to the Board of Directors on matters that range from lead generation and group marketing through to disputes and arbitration. The Board of Directors report back to the owners of GLA... the members themselves.



2023/24 Board and Management team

The Board is in constant communication with the Managing Director at GLA’s head office, who reports to the Board about the daily management of the association

GLA is a “true” association run by its members, for its members.

GLA BOARD OF DIRECTORS CONSISTS OF NINE MEMBERS ELECTED BY THE GENERAL MEMBERSHIP. THE PRESIDENT, VICE PRESIDENT, AND TREASURER ARE ELECTED FROM WITHIN THE BOARD OF DIRECTORS TO FORM THE EXECUTIVE COMMITTEE.

The Managing Director provides advice to the Board of Directors, but she does not take part in the voting process as the position is neutral.

## GLA LIAISON TEAMS

Each member is allocated to a liaison team, which is led by a current member of the Board of Directors. Its primary function is to enable members to have an initial point of contact for any matters that may arise.



They also act as mentors for new members and will guide them through the processes of the association during the AGM and throughout your membership.

One of the tasks of the Liaison Team Chairmen is to assist the Managing Director to solve occasional problems such as collection of dues, a member not attending to a meeting or any sort of problem between members.



GLA members have always recognized the need to follow the latest trends in the ever-changing world of international freight forwarding and logistics.

## GLA COMMITTEES

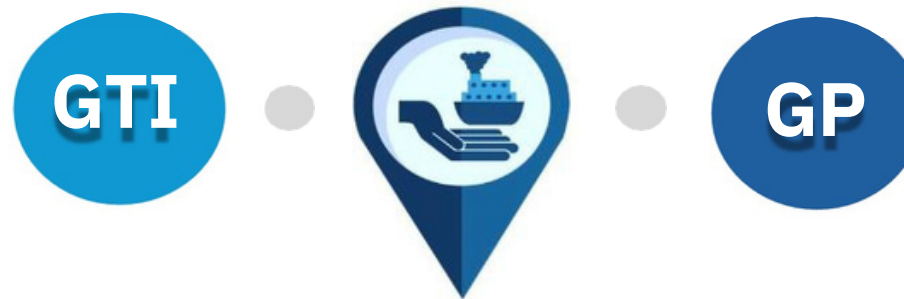
GLA created numerous committees in which members take a seat and develop the areas for which they are responsible to the benefit of the association. The current standing committees encompass the following areas: Ocean-Air Freight, Steering, Executive, New Membership, Compliance, Business Development, and Nominations. Each committee is directed by a chairman and the Managing Director is part of every committee.

## GlobeTrans International (GTI) BV



GTI is the NVOCC branch of Global Logistics Associates. All GLA members and their registered GLA offices are agents of GlobeTrans International (GTI) BV. Members can download the GTI B/L from the GLA website and have it reproduced locally with their own logo as issuing agent. The identity and recognition of each GTI member is then safeguarded and uniquely recognized.

The GTI Bill of Lading is backed by Bill of Lading Legal Liability Insurance which protects the issuer of the GTI B/L. In addition, GTI is registered with the US Federal Maritime Commission (FMC) allowing members to move shipments to and from the United States on the GTI Bill of Lading. Under GTI, we also provide online tariff filing, online GTI Bill of Lading registration, and AMS filing. GTI is supported through nominal transaction fees based on GLA member usage.



## GLA Guardian Plan

Each GLA Member contributes annually to the GLA Guardian Plan. The objective of the Guardian Plan is to allow Global Logistics Associates members an added protection guarantee for the financial risks associated with international business.

The Guardian Plan is a special account supported by members of Global Logistics Associates. GLA member companies would be compensated for funds lost during the course of a business transaction between members in the event that a member company has become insolvent, bankrupt or closed.

# ANNUAL GENERAL MEETING

The GLA Annual General Meeting (AGM) is your opportunity to put faces to names and build friendships and business relationships that will last for generations.

All members are required to attend and participate in the AGM.





## AGM BUILDS FRIENDSHIPS WORKING TOGETHER GROWING TOGETHER

Every year, all GLA members meet for three days at an exciting place in the world. The AGM site rotates continents every year, so once every few years the meeting is close to a member's location. The change of venues results in a pleasant variation in location and atmosphere.

**It is mandatory for each member to send at least one high ranked English-speaking representative to every meeting.**

The annual meetings are an excellent platform to make friends, to exchange interesting information, to do business in a relaxing environment, and to participate in the development and future of the network. Members can meet all of their network partners simultaneously.



All GLA members are expected to attend the GLA Annual General Meeting. The GLA AGM is not a faceless and frantic network meeting, it is your opportunity to put names to faces and build friendships and business relationships that will last for generations.



# REQUIREMENTS FOR NEW MEMBERS



- Applicant companies should have been in business for at least a year. The only exception to this rule are companies who have an affiliated mother or sister company providing proof of the affiliate's financial responsibility in through a bond/financial guarantee with a bank.
- Applicant companies should employ at least 5 people.
- Excellent business and credit history are the prerequisites for invitation.
- A copy of the latest financial statements must be forwarded with the application.
- References and background will be verified and will be kept confidential.
- The ability and willingness to share business with other members is an important consideration.
- Membership will be restricted to firms who carry on business and maintain business premises in the requested (membership) city and country as international Freight Forwarders / Customs Brokers.
  
- Applicants for GLA membership are preferably members (or applying for membership) of the national and/or local Freight Forwarding associations in their respective country. Air Freight applicants are preferably members (or applying for membership) of IATA. Preference will be given to applicants who meet both requirements.



Important requirements when applying for membership in Global Logistics Associates

## IF ACCEPTED AS A MEMBER

- All annual membership meetings should be attended by at least one high ranking representative of your company, authorized to cast votes. Multiple representatives are recommended as the relationships developed at the meeting are vital to the new members' visibility and acceptance. First year members are expected to give a short presentation of the members' abilities and specialties.
- A high degree of professional and ethical conduct must be maintained in all business transactions.
- The aims and goals of GLA must be pursued at all times.
- Members must endeavor to use other members as agents as much as possible.
- The first-year annual meeting is mandatory. If not attended there are grounds for GLA to terminate the membership.

Training of personnel is a key requirement and any professional certificates and dangerous goods compliance certificates should be forwarded with the application. The Membership Committee will view this favorably.



Upon receipt of the completed Application Form (including any other applicable documents), receipt of the € 295.00 application fee and completion of a credit check, the GLA Board may approve or reject the application. If approved, the candidate will be invoiced for the first-year membership dues. Once the amount for the yearly dues has been received, the candidate officially becomes a member of GLA, and his acceptance will be announced to the general membership.

# IMPORTANT INFORMATION FOR APPLICANT MEMBERS

A good GLA member participates in association committees, in annual meetings and exhibits a general cooperation in the goals of the association.



New members become agents for the first year and sign GLA's agency agreement and Code of Ethics. Agents have access to all the facilities and services available in the GLA network, but unlike long term members do not have voting rights.

During the first year probationary period, the GLA Board of Directors evaluate the agent's performance, participation, and interaction with other members.

As stated in the bylaws, there is a probationary period of one year. The GLA Board will evaluate the company's performance at the end of one year and will then either nominate the company for full membership with voting rights or the company's membership will be discontinued.

Prompt payment of GLA dues and of payments or settlements with other members, business volume, and other business and professional factors will be considered.

The policy of GLA is that credit arrangements between members will be determined between the individual members involved in a transaction, as they see fit. Unless both parties specifically otherwise agree, it is required that payment and settlement of invoices be made within 30 days.

Active participation is encouraged by providing quality service, sales leads, profit producing rates and mutual sales efforts.



# NEW MEMBER

## ANNUAL DUES:

(ALL DUES IN EURO)

1ST YEAR\* -50% DISCOUNT FROM THE NORMAL YEARLY FEE

- € 320.00 APPLICATION FEE (APPLICATION FEE IS NON-REFUNDED IN CASE THE APPLICATION IS REJECTED)
- € 1000,00 ANNUAL DUES (NO VOTING RIGHTS)
- € 350.00 GLA GUARDIAN PLAN

Additional office added at € 500.00

For the third office and consecutive office located in the same country added at € 250.00

If potential member has locations in multiple countries, the offices in other countries would not be considered as “additional offices.” Each country would be considered separately under the dues structure.

\*Upon being approved by the GLA Board of Directors, a new member will receive an invoice for the membership dues with the first-year reduced fee allocated over a 12-month period. New members obtain full voting rights upon the completion of their first year and payment of the second year of membership.

2ND YEAR\*

- MEMBERSHIP FEE 1ST OFFICE € 2.000,00
- € 350.00 GLA GUARDIAN PLAN

Additional office added at € 1000.00 For the third office and consecutive office located in the same country added at € 500.00

If potential member has locations in multiple countries, the offices in other countries would not be considered as “additional offices.” Each country would be considered separately under the dues structure.



## GET NOTICED

It is very important that you use GLA to the maximum



GET TALKING

Be active in the GLA Members app



GET SOCIAL

Interact on the GLA social media networks



GET KNOWN

Advertise your company on the GLA website (as a member you get 50% discount)



GET NOTICED

Keep us up to date with your news so we can showcase your company in our news section and on our social channels

The more effort you put in the more business you get out



GET BUSINESS



GET SALES



GET FRIENDS

## GLA BOARD

The Board consists of nine member Directors who serve a three year term after they are voted into office by the membership at the Annual General Meeting. All members are responsible for reading and being familiar with the by-laws of GLA and the GTI Policy and Procedures Manual.

The application itself (the completed application form, latest financial statements, and other supporting documents) can be scanned as a PDF file or other common format and attached to an email to

[Maureen@glanetwork.com](mailto:Maureen@glanetwork.com).

Or send to Head Office

**Global Logistics Associates (GLA)**  
**Attn. Mrs. Maureen Leeuwenburgh**  
**Augustapolder 72**  
**Unit 1.3**  
**2992 SR Barendrecht**  
**The Netherlands**  
**T: +31 10 4229370**



Once you have determined that you would like to apply, you are required to make a wire transfer of the € 320.00 application fee (non-refundable).

In addition, in the course of the application process, we may request you send signed and stamped copies of certain documents to GLA's head office.

Netherlands Bank Information

**Rabobank Rotterdam**  
**i.f.o. Global Logistics Associates (GLA)**  
**Rotterdam**  
**The Netherlands**  
**Account nr.: NL74RABO14095543**  
**IBAN Number: NL74 RABO 0140955437**  
**Swift code: RABONL2U**



## Global Logistics Associates (GLA)



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**+31 10 4229370**



**ATTN: Mrs. Maureen Leeuwenburgh MD  
maureen@glanetwork.com**



**www.globallogisticsassociates.org**