



Letter from the President

Dear fellow GLA member,

I hope that you enjoyed our recent meeting in Gothenburg. The location in Sweden was wonderful, the hospitality of First Cargo was excellent and the weather was favorable as well.

If you remember, we started our meeting with the slogan **"Think GLA FIRST"**

We have discussed issues like these many times, and during these challenging years GLA members must continue to work hard, to stay close to one another, and to develop more business inside the network with membership.

We all understand that GLA members have existing business with other agents that they aren't able to move to a GLA partner. For this reason we don't pretend or force anybody to increase the percentage of their traffic inside the association, but at the very least we ask you to **Think GLA FIRST**. Here are some instances where success can be improved in the organization:

<i>When you have new traffic</i>	<i>When you have a new sales lead</i>
<i>When you have a new project</i>	<i>When you have something new to share or to develop with another GLA member</i>

It is not important if you share business with a single member and expect to receive the same from him or her. What is important is that we must grow as a group and if everybody commits in sharing a little of their business within the group, in the end everybody will realize benefits.

To conclude, I would like to encourage you to keep this slogan alive for the entire year, and kindly ask that you to talk to your staff, stressing them the importance of GLA.

Please ask your staff to think of GLA and to contact a GLA partner when they have something new, but, above all, focusing on giving the GLA member an opportunity, the same opportunity you can expect to receive from another GLA member who will also contact you when they have potential business to share with your company.

Sincerely yours,

Enrico De Luca



Letter from AGM Host—Sven Algholm: First Cargo Sweden AB

Dear GLA Friends,

Over two months have passed since the 2013 AGM in Gothenburg. It is still, and will be a great memory for all staff at First Cargo to have hosted the AGM. It was truly a great honor for us. I hope you all went back home with new business, new friends and great memories.

I must say it was a bigger experience to arrange it than I ever thought from the time we expressed interest in being the host venue. A lot of work, late nights, and weekends but also a lot of fun. If any other member has ever thought about hosting, DO IT; but prepare yourself. In the very end it is worth every single moment and I think past hosts would agree with me.

To all of you that wish to come back to Sweden for business / vacation you are always welcome to contact me for help!

See you all at the AGM 2014 !

THINK GLA FIRST,

Sven Algholm

And all staff at First Cargo Sweden AB

Committees:

Ocean & Air

Web / Media

New Membership

Nominations

Steering

Compliance

Project Cargo

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Bangladesh: Inbound Documentation Requirements

Recently, ocean carrier OOCL published a news announcement regarding inbound documentation requirements for shipments to Bangladesh. Information was confirmed by GLA Agent, Power Freight in Bangladesh. Customs authorities require all shipping including the bill of lading to contain the **Business Identification Number (BIN)** or the **Agent Identification Number (AIN)** as appropriate. Failure to provide these items would result in containers being unable to discharge in Bangladesh and all incurred charges as a result would be levied against the shipper of record. Power Freight wishes to communicate to membership that their applicable AIN is 18131072920 .

Brazil: Change to Import Cargo Release Procedures; Ocean Freight

Brazilian Customs recently implemented changes regarding its import cargo release procedures for ocean freight. The good news is, instead of adding a new or additional requirement, this rule streamlines one small portion of the highly bureaucratic structure. Customs Authorities in Brazil have now determined that the *declared Importer of Record does not need to be the designated party to present the Original Bill of Lading for release of cargo from the Cargo Depository* (in other words, the terminals and customs bonded warehouses). In many cases, ocean freight cargo may be destined to a final consignee who is not the actual Importer of Record. **This change allows the final consignee to have the ability to present the original bill of lading to the Cargo Depository for release of goods.** It should be mentioned though, that the “release” of cargo means physical release from the actual terminal or bonded warehouse. Prior to this point, the cargo must be Customs cleared. Furthermore, all freight charges must be settled with the carrier and/or port agency so they can add their seal of authenticity to the document, and input the electronic release into the SICOMEX system.

Tanzania: Suspension of “Direct Release” of Goods in Dar Es Salaam

Following the government directive in the Parliament on 6, June 2013, The Tanzania Revenue Authority (TRA) informed all importers and Customs Clearing Agents that effective immediately, **all imported goods will be subject to physical verification to determine the quantity, nature of the goods, value and the actual taxes due.** Initially, the port of Dar Es Salaam and the Inland Container Depots allowed goods to be processed through a “direct release” procedure. With the effective suspension of direct release privileges, importers and Customs Clearing agents are urged to provide accurate details to the TRA prior to inspection of goods to enable faster releases and payment of taxes to the TRA. If any party is found to *misdeclare, falsify or evade payment of taxes, the TRA will take punitive measures* that may include forfeiture of goods for auction, indefinite suspension of Customs Clearing License as well as prosecution in court. The only exceptions to this directive are for raw materials of industrial goods for donor-funded projects, diplomatic goods, and Government imports. Goods for export processing zones will continue to be inspected at the respective factory premises.

THINK GLA FIRST *We urge all members to please inform GLA Headquarters of any developments within your regions that may effect how members tender shipments and documentation with one another.*

Port News: Port Development in the U.K.

For the first time in living memory the UK is developing a brand new commercial port. Known as the London gateway this DP World development is in the Thames estuary east of London. Work has been ongoing at the site since March 2010 which has included dredging a channel in the Thames to make it deep enough to take the new ultra large EEE class vessels such as the new Maersk ship due come into service later this year and currently the World's largest ship.

Spoil from the dredging has been used to reclaim the land that is being used as the dock with the first of 6 berths due to be on line and operation later this year. The berth will boast five 138 meter tall cranes backed up by automated container handling land side that will make the port far less vulnerable to the vagaries of the English weather. The port complex is expected to move up to 3.5m TEU per annum when fully operational.

I had the opportunity to visit the port complex in April along with fellow BIFA board of directors. There was still some work to do on the first berth but the size of the port complex is impressive, berths two and three are well established and the base for the remaining three are clearly visible. Behind the port facility is a rail link and beyond that is a freight and logistics complex. This is the first port in the UK to have a purpose built logistics park as part of a port development. With a planned 860m² of warehouse space it will probably be the largest logistics park in Europe. 80% of the UK's consumer population lives within a 100 mile radius of this new port so it would seem to be an ideal location for import cargoes from the Far East.

Around the coast, the port of Felixstowe has been building a new rail terminal, which is set to double the port's rail capacity when completed later this year. It is expected the port will be able to accommodate 500,000 units by rail, utilizing the new facility with more frequent and longer trains. The port's capacity is expected to reach 1.8m TEU per annum, and the increased rail capacity is envisaged to save more than 750,000 lorry movements, and an estimated carbon saving of 100,000 tonnes per annum.

Meanwhile the port of Liverpool operated by Peel ports on the UK's North West coast has started work on its own river side deep water terminal Liverpool 2. Due to be completed in 2015 the deep water port will be able to berth the largest vessels. Adding a further 600,000 TEU to the port's existing 700,000 TEU capacity at Seaforth container terminal. Liverpool port is also home to the UK's largest free port which has over 370,000 M² warehouse space.

Adjacent to Liverpool is the Manchester ship Canal, which despite being opened in 1894 for ships that now look smaller than some private yachts is still a viable commercial waterway. Some 8 million tonnes of cargo are moved along this waterway the 37 miles to Manchester every year. The original docks complex (where I started my freight career as a dock runner in the 1970s) is now a desirable residential, and commercial centre. Recently a media city has been developed around the old dock area too (soon to be the new home of the world famous Coronation Street studio). Peel ports have developed container handling services with a new dock at Irlam on the outskirts of Manchester. With excellent connections to the UK motorway network the ports of Liverpool and Manchester are ideally placed for distribution through the Midlands and North of the UK.

Submitted by: Andrew Melton—Manchester, U.K. GLA Member Hay World Cargo Ltd



GLA Committees, Chairpersons and Members

COMMITTEE	Ocean & Air	Web / Media	New Membership	Nominations	Steering	Compliance	Project Cargo
CHAIR	Jill James - Ocean Committee Torie Coleman - Air Committee	Loic Benoit David Bryant (Vice Chairman)	Sven Algholm Agnes Kartsaklis (Vice Chairman)	Maureen Leeuwenburgh	Alwyn Nel	Maureen Leeuwenburgh	Yogesh Parekh
MEMBERS	Albert Hoek - Ocean Paola Di Micco - Ocean Pat Fosberry - Ocean Josema Lizeaga - Ocean Page Stewart Morgan - Air Maureen Leeuwenburgh - Ocean/Air	Sven Algholm Dennis Bruning Andrew Melton Peter Gasnier Michal Tomaszek Maureen Leeuwenburgh	David Bryant Louise Chan Torie Coleman Ahmed El Dahshan Albert Hoek Josema Lizeaga Eduardo Llarens Maureen Leeuwenburgh		Albert Hoek Geoff Hay Maureen Leeuwenburgh	Nicole Bueb Thomas Götte Andrew Melton Alwyn Nel	Butch Connor Mark Dawson Asier Lizeaga Arif Oztekbas Maureen Leeuwenburgh

GLA Members: What is Your Digital Footprint?

This years AGM in Sweden saw a new “hot topic” emerge as GLA and its members got Social!

Social Media sites like Facebook, Twitter and Google+ are being used more on more by companies and individuals to select every kind of service imaginable based on the reviews of previous customers and partners so it is no longer valid to say “we don’t use social media in our business”.

These big, popular websites also provide great links for major search engines (read: Google) to “index”. In layman’s terms, indexing is when Google links websites with a lot of likes back from other popular websites so it is another consideration if you are NOT already using social media for your business... you should start. TODAY!

As a working demonstration, The GLA App (which has its own Social Network connected to Facebook and Twitter) was used to stage a “virtual treasure hunt” during the AGM. It used clues in the app to identify the member in question. The individual GLA members with the most correct solutions won a Social Media Set-Up and Training Package worth over 400 Euros.

The winners are GLA members Kingfisher Freight Services (South Africa) and Oy Kari Lampén & Co Ab (Finland)!

The BDT will be organizing Social Media “Lovelins” very shortly (currently hampered by summer holidays) which will give interested GLA members an overview and working knowledge of what you should and should not be doing with Social Media in your FFW business to get maximum results.

Your future clients (and employees) are already using Social Media to make important decisions on every aspect of their life; including work so it is critical that all business, regardless of industry type, embrace these platforms and learn to “Like” them before someone “Likes” your competitor first!



We would like to renew our thanks and gratitude to First Cargo Sweden for their hospitality and gracious organization of the 2013 AGM.



AGM 2013 Group Photo, Gothenburg, Sweden

GLA New Membership: Member Recognition



Little Legends Ltd, Kenya

Little Legends initially joined the GLA offering coverage in the commercial hub of Nairobi, Kenya. We are very pleased that they have also added their Mombasa office as well to strengthen the GLA network in this important region.

- Kenya International Freight and Warehousing Association (KIFWA).
- East Africa Freight Forwarders Association
- Kenya National Chambers of Commerce and Industry (KNCCI)
- FIATA

“We at Little Legends know that the secret to productive goal setting is in establishing clearly defined goals, writing them down and then focusing on them several times a day with words, pictures and emotions as if we’ve already achieved them.” -Dennis Waitle

Trade Logistics, Slovenia



Building strong network relationship is an important aspect of being successful in any field. Therefore, we do express our sincere gratitude to GLA accepting Trade Logistics as new member of the Group. Our company is headquartered in Koper Port - Slovenia which became major Adriatic gateway for Central and Eastern Europe. Being more than just excellent location, it is also the shortest link between Far and Middle East, ISC and

hinterland markets of Hungary, Austria, and Slovakia. This gives our company, and fellow members the possibility and opportunity to expand their reach into these growing and demanding markets.

GLA Guardian Plan: Piece of Mind for GLA Members

All GLA members who comply with the GLA rules benefit from a protection plan, the GUARDIAN PLAN, as a guarantee against certain financial risks. The Board of Directors seizes the occasion of the present Newsletter to remind to all members of the details of this plan, principles, funding, control and procedure. Please take a moment to briefly review details of the plan. If you have any further questions or require more details, please contact your Liaison Group Chairman.



OBJECTIVE 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. Global Logistics Associates 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. No claims would be paid against a member company that remains in business unless a determination has been approved by the Arbitration Committee and the Global Logistics Associates Board of Directors.

FUNDING The Guardian Plan is funded by Global Logistics Associates members in the amount of € 220.00 per Member Company per year, until such a time dictates that the annual amounts are no longer required to fund the account. There is no refund in the event a Global Logistics Associates member resigns or is removed for cause from membership. All Global Logistics Associates members in good standing are eligible for coverage in the Guardian Plan once they have made payment for the annual fees. The Board passed a motion in September 2010 to transfer the Guardian Plan funds (€ 220 less the applicable corporation tax, which was 20% at the time) ultimately in February every year, once the members have remitted their payment together with the membership dues.

ARBITRATION COMMITTEE It has been decided by the BOD that installing an arbitration committee is a necessity. The Executive Director (ED) will be the non-voting secretary on the arbitration committee to record the process. Each of the two parties involved in the claim select a Board member and the ED consequently appoints a third, neutral board member to take place on the arbitration committee. *(Continued on next page)*

GLA Guardian Plan: Piece of Mind for GLA Members (Cont.)

CONTROLLING AUTHORITY The Guardian Plan account will be controlled by the Global Logistics Associates Executive Committee to act in a capacity of managing the fund in the interest of Global Logistics Associates Members. The fund will be placed in an interest bearing account determined by the Board of Directors of Global Logistics Associates. The Arbitration Committee will produce the results of its investigation to the Board of Directors of Global Logistics Associates. As controlling authority, the Board of Directors of Global Logistics Associates will receive the recommendation of the Arbitration Committee and will vote based on a simple majority and the results will be reported to the claimant(s) by the Executive Director. All Global Logistics Associates members will agree that the decisions of the Board of Directors are final and irrevocable and will hold harmless its individual members for the final determination. In case of a rejected claim, the member company is free to pursue any other means of collection at its disposal, and the decision of the board should not be construed as having any legal bearing on the collection process. The Guardian Plan is governed under Dutch Law in the same manner as Global Logistics Associates.

COMPENSATION Amounts of claim compensation is limited to € 7,600.00 per company from losses caused by one company, up to a maximum aggregate claim of 90% of the fund balance to be divided proportionately among all claimants. As the fund becomes larger, the cap could be raised if the Board of Directors determines this to be appropriate and the minimum claim amount is € 760.00.

CLAIM PROCEDURES Members should have an agreement in place between themselves as requirement for the claim to be subject to review and handling by the Executive and the Arbitration Committee. Unless both parties specifically otherwise agree, it is required that payment and settlement of invoices be made within 30 days. Filing of a claim may proceed after the injured member has advised the Executive Director in writing of the delinquent member's account. The Executive Director will then intervene and attempt to find a resolution. If after 60 days or if a declaration from the local courts that a bankruptcy has been determined, the injured member may submit a formal claim to the Executive Committee. When submitting the claim, the injured member should supply any and all relevant documents including invoices, credit notes, and communications. Any and all documents must be prepared and/or translated into English language to be eligible for consideration. The claim will then be summarized by the Executive Director and the arbitration committee will be formed. The final determination by the arbitration committee will be known not later than 30 days from the acceptance of the proper documentation of the claim by the ED. The trigger of the 30 day period is the advice by the ED to the arbitration committee about the acceptance of the documents. If the claim is payable, the disputed/approved amount will be wired to the injured company upon assignation of the debt to the Guardian Plan. If the claim has been denied, the reasons will be submitted to the claimant, who would then be free to pursue any remedies at its disposal, to collect the debt. If a member gets financial compensation from the Guardian Plan, they need to continue their efforts to collect the money from the debtor. Also, at the time of payment out of the Guardian Plan, GLA HQ will give official notification to the member about this and they will receive a copy of the Guardian Plan. If for any reason the claimant receives satisfaction through the Guardian Plan and the courts, the amount granted by the Guardian Plan must be reimbursed to GLA.

PAYOUT GUIDELINES Amounts paid from the Guardian Plan account balance by the Executive Committee are as follows:

- Losses as described above
- Collection expenses incurred by the Executive Committee with Board approval
- Professional fees or out of pocket expenses incurred by the Board of Directors in the setup and operation of the plan.

CLOSURE OF THE PLAN Should the time come that the Guardian Plan fund is no longer required or is to be disbanded for whatever reasons, the balance of the account would be distributed to all current contributors on a prorated basis.



GLA Liaison Groups: The Link Between Members & The GLA

The liaison groups, which have become familiar to you during the AGMs were initially built to facilitate the ongoing relationship between our members and the network organization. Each of the 6 liaison groups is chaired by a Board Member who reports any information, remarks, comments or suggestions originating from the members to the GLA Board at large. The role of the liaison groups is to improve the network's day-to-day life and contribute to a more fruitful cooperation between members. So we want you to remember to use and access this resource. You can communicate with your group's chairman at any time with your input and be assured that your remarks will be duly considered and worked out at the benefit of all members in turn. As a friendly reminder, here is the listing of the Liaison groups. The Liaison leader is listed along with his/her respective liaison groups.

Group 1—Torie Coleman, CAF Worldwide

Bruning International
John S. James Co.
International Transport Services
Aysa Shipping & Trade
Cargo Gate International Ltd.
Safco Logistics Corp.
Overseas Transport Corporation
ABC Shipping
Royaltainer Corp., Ltd.
Xiamen Infinity Logistics Co. Ltd.
Int. Shipping & Marine Survey SRL

Group 4—Peter Gasnier, CFA

John S. Connor Inc.
Axxess International Ltd.
TEK Poseidon
Aitken Spence Shipping Services, Ltd.
Cargotruck Ltda.
Charles M. Schayer & Co.
Oy Kari Lampen
Spirit International Transport Inc.
CL International Forwarding Agency Co. Ltd.

Group 2—Sven Algholm, First Cargo

Export Import Services
Khedivial Marine Logistics
Al Karsf
Garland Transitos, Lda.
SPD Slobodyanyuk
Container Transport Logistic GmbH
Astar Logitech Co. Ltd.
IPH Logistic
LTC-Lebanese Transport and Commerce
Langowski Shipping

Group 5—Alwyn Nel, Kingfisher Freight

Grupo Cargoquin S.A. de C.V.
Transmil, S.A.
Columbia Transport
PT Certindo Prima Logistik
Power Freight, Ltd.
Profit Sail International Express (SZX) Co. Ltd.
Maroos Shipping Forwarding
Leinster Sales & Marketing Ltd.
Truth Logistics Corp.
Lans Global Logistics
Little Legends Ltd.

Group 3—Loic Benoit, Necotrans-aata

Geo S. Bush & Co. Inc.
Ceekay Shipping Services, LLC
Broekman Logistics nv
Broekman Logistics (BE)
Chasen Logistcs Services Ltd.
Synergy Worldwide (M) Sdn. Bhd
Cargo Services
Skytruck Air/Sea Transport Inc.
Gold Shipping
Professional Transport Logistics

Group 6—Yogesh Parekh, Orchid Shipping

Page & Jones, Inc.
P&S Cargo Service
Hay World Cargo Ltd.
Quickflo Forwarders Inc.
Ferguson Freight Forwarders
Martin Shipping A/S
Go! Logistics Group
Trade Logistics D.O.O.
Crown Logistics Ltd.

Member News: John S. James Co.— Two Winning Teams!

During the spring, GLA Member John S. James Co.'s Charleston office and their Atlanta Office participated in local sporting day events. The Charleston office participated in the "Waterfront Olympics", winning first place for the spirit award, and tying for third place in overall competitive events. A great time was had by all. Some of the events included a water balloon toss, tug of war, standing long jump, 100 meter dash, 100-meter wheel barrel race, 100 meter relay race and a mystery event. Proceeds went to benefit the Charleston Seafarer's Society. The Atlanta office participated in the second annual Atlanta Air Cargo Association's Beach Volleyball Tournament. The office brought home the trophy for the second year in a row. The team went undefeated throughout the entire evening. Proceeds from the Annual volleyball tournament support funding for scholarships, charities and endowments for the association.



Faces of the GLA: Featured Agent—AYSA Shipping TURKEY



AYSA Shipping was established in 1992 in Mersin, Turkey and has been a long term member in GLA since they initially joined in 1994. Our country has a great geographical advantage; it is sometimes referred to as the gateway between Asia and Europe. Besides the great location, AYSA Shipping has become recognized worldwide in a short period of time due to the great foresight and strategy of the owners and the hard work of our everyday employees.

With respect to logistical solutions and personal commitment, the company has achieved an immense amount of growth in dealing with all aspects of logistics. Throughout the years, we have invested in growth, acquiring assets that enable us to deliver solutions. This is why the name AYSA Shipping has gained confidence and esteem in the market. From where the company stands today, we provide quality services on a global basis, "Turkish style." Which is, we embrace open-minded thinking and a warm approach to all personal and business relationships. We have cultivated long lasting friendships and have always been proud to be a member of GLA family.

The notion of **Think GLA FIRST** has always been present with AYSA Shipping and we encourage everyone to make use of the association. We have been loyal to contribute, promote the tools we have in hand. We have worked very hard to serve our fellow members and are proud to receive the member of the year award for 2012. We wish to tell all fellow members that we are always ready to assist you for any services pertaining to the regions we cover.



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Faces of the GLA: A Member Portrait



In this edition of the newsletter, we recognize **Andrew Melton**, with **GLA Member Hay World Cargo**. As an organization, Hay World Cargo joined the GLA in 1991. Andrew started his career in the freight industry in 1974 as an office junior- dock messenger at Manchester Docks. In 1992 he joined the Hay Pollock company (now Hay World Cargo) in Manchester as the Deep sea and Airfreight manager. Today, in addition to being the Office Manager at Hay World Cargo's Manchester office; he takes national responsibility for the projects, waste management and light aircraft recovery-shipping handled by the company.

Since his early days in the industry Andrew has been involved in the wider aspects of freight and the legislation which impacts upon us. Originally he was a member of the Institute of Freight Forwarders and now actively involved with BIFA, the industry trade association in the UK. Between 2009 and 2011 Andrew served as National Chairman of the association. Presently, he has a seat on the BIFA Board with active involvement in their Legal and insurance policy group as well as interests in the Air and Customs policy groups. In 2012 he was elected to the board of the European freight body CLECAT with whom he sits as Vice Chairman of their air policy institute and also a member of the security institute.

Within the GLA Andrew helps with the Compliance and Web/media committees.