

**Logistics International Network
Board and AGM Meeting Minutes**

Cancun, Mexico 30th September – 04th October 2018



PARTICIPANTS

Country / Station	Member Name	Contact Person
Argentina	Locksley SRL	Federico Marini
Bahrain	Celerity Shipping and Forwarding Co.WLL	Marc Dominic Fernandes / Sabu John / Rana Ahmed
Bangladesh	Topstar Cargo Systems LTD	Harun-Ar Rashid / Sayed MD
Belgium	DAS logistics	Johan Guilliams
Brazil	Ultramar (Comissaria Ultramar De Despachos)	Eduardo De Jong / Paulo Eduardo Barbosa
Canada	Sea Cargo Air Cargo Logistics Inc	Gregory Birley
China	NAF Northern Freight Ltd.,	Queenie Nga Yi Wong
Cyprus	A-Plus Freight Services Ltd	Andreas Sokratous / Elena Christodoulou
Czech Republic	Cross Trans Service Kutna Hora s.r.o	Lukas Babicek
Egypt	Venus International Transport	Ahmed Fouad
France	Partnair & Sea Freight International	Alain Berekbaum / Teuta Kurfi
Germany	Transway Airfreight GmbH	Stan Kokot
Greece	Skyway Air Cargo Ltd	Eleni Stathoupoulou / Stelios Palierakis
Hong Kong	NAF Global Logistics Ltd	Raymond Wang
India	Logistic Integrators Pvt Ltd	Sunil Krishnan
Indonesia	P.T. Komet Logistics Ltd	Peter Kwon
Israel	S.N.Y International Cargo Services Ltd	Yossi Shemesh
Italy	O.T.E Spedizioni Internazionali s.r.l	Luigi Villa / Riva Paolo / Riva Andrea / D'Onghia Leonardo / Quatrano Antonio
Japan	Marwun Corporation	Shingo Kobayashi
Kenya	Mitchell Cotts Freight Kenya Ltd	Daniel Tanui
Korea	United Services Intl	Jonnie Lee
Kuwait	Transcontinental Shipping Services Co (TCS)	Mahmood Ismail
Malaysia	Forward Freight Services Sdn. BHD	Sheng Nee Loo
Mexico	R.H Shipping & Chartering S de R.L. de C.V.	Ivan Yanez / Rudolf Hess
Marocco	Prologistic Sarl	Mohamed Kassoum
Netherlands	Cyber Freight International	Marco Van Ejik
Nigeria- Lagos	Service Solutions Ltd	Nnenna Udechukwu
Pakistan	Maritime Agencies (PVT)	Saqib Khan
Panama	Midpoint Logistics	Juan Carlos Uribe
Peru	3 Stars Worldwide Logistics S.A	Pablo Guzman
Philippines	NAF Global Inc	Fe Jolejole
Poland	MAM Cargo Sp. Z.O.O. Sp. K.	Adam Koszalkowski
Qatar	Gulf Star Freight Services W.LL	Hemant Kundar / Akash
Russia	NH Logistics	Theodorus Schreurs
Saudi Arabia	Al Barrak Group	Barrak Al Omani / Youssef Charfa
Singapore	Merstar International (S) Pte Ltd	Freddy Wu / Ronnie See

PARTICIPANTS

Country / Station	Member Name	Contact Person
South Africa	Inter Sped Pty LTD	Anthony White
Spain	Open Cargo SL	Adrian Estancona Paolini / Roberto Gonzalez
Switzerland	Somatra S.A	Eveline Brechtbuhl
Tanzania	Teddy Junior LTD	Christopher Gumbe / Lusekelo Mwakibete / Sarah Mmari
Thailand	MGM Freight System Co Ltd	Kajornsak Trakulchalemchai
Tunisia	Inter Fret Sarl	Mondher Rachdi
Turkey	SNS International Transport & FOREIGN TRADE LTD	Fatma Jale Kemahli / Efsun Sarac
United Arab Emirates	Time World Freight LLC	Usman Rehman / Suhail Usman
Uganda	Upstream Limited	Solomon Kiplagat
Ukraine	Modern Trans	Sergey Kogivchak
United Kingdom	Aztek International	Nicholas Driver / Peter Taylor
United States of America	Gulf American Line	Dina Singer
Vietnam	Cargoteam (Duc Viet Ltd)	Marc Guilhem

Sunday

30

September 2018

Board Minutes

Those attended:

Usman Rahman - Chairman
Mark Fernandes – Board Director
Nick Driver – Board Director
Marc Guilhem – Board Director
Raymond Wong – Board Director

- The Board discussed the problem of members booking their rooms for AGM's very late and not via the hotel directly, this creates a big problem for the host country as they cannot organise the event properly. This has been a problem for the last 4/5 AGM's. It creates issues with the hotels allocation of rooms, booking events outside hotel, printing of labels and table signs etc etc. Also Usman cannot send the e-mails for the one2one appointments until very late.

So for 2019 can all members book early please at least 8 weeks before the event will begin.
- The Board checked the agenda for the AGM and needed to make some minor alterations
- We discussed the problem of the member for Belgium have 2 companies one for seafreight – de Keyser and one for airfreight – Das Logistics, the Board have found a solution - We can register as De Keyser Group in LINK and get a letter mentioning they have two companies , one for air freight and other for sea freight. We also can show both names separately in the contact list and show air freight and sea freight. This was put forward and will announce outcome very soon, both companies will be covered by FSP.
- We discussed the worrying issue of Interfret Tunisia owing a large amount of money over a long period of time, Usman has been involved in trying to make the situation better, we have seen some improvement from their side.
- It was proposed that LINK ASIA would probably be in Bali towards the end of February 2019
- The Board felt that although there was only one agent recruited from Intermodal 2018 – SCACLI Canada – it would be worthwhile that LINK attended the exhibition again on 19th-21st March 2019 again in Sao Paulo, Brazil, and combine with Board meeting. We need to make a lasting presence and arrange differently.
- Meeting closed

Monday - Thursday

01-04

October 2018

AGM Minutes

Those attended:

Usman Rahman - Chairman
Mark Fernandes – Board Director
Nick Driver – Board Director
Marc Guilhem – Board Director
Raymond Wong – Board Director



LINK Chairman Usman Rehman opened the 25th LINK AGM with a welcome speech and opening remarks.



Raymond Wong gave a presentation on how LINK started 25 years ago, which included a video from Charlie Weaver one of the founders of LINK, then another founder member Ronnie See of Merstar, Singapore spoke some kind words regarding the 25 years of LINK, and encouraged the younger members to take LINK forward during the next 25 years. The Board then presented Merstar and NAF – 25 year LINK Achievement awards. There was also an award for Jacques van den Berg – for being involved with LINK for 25 years, in Jacques absence the award was accepted by Marco van Eijk of Cyberfreight, subsequently Nick Driver and Raymond Wong presented the award to Jacques, 2 weeks later, at a Cyberfreight function, which celebrated the opening of their new office and warehouse facility.



Rudolf Hess gave a welcome speech on behalf of the host member RH Shipping, and hoped everybody would have a great time and thanked his great team especially Miguel and Michelle for organising the event. Rudolf then was presented the Host award from the Board.



Plaques were presented to A-Plus Cyprus for becoming a Full member in 2017, and a plaque was presented to Modern Trans Ukraine who were an Strategic member and now are an Associate member, there were plaques for World Freight Mauritius and Minimax Bermuda – but they did not attend.



Nick Driver then introduced the new members to give a presentation:-

- Greg Birley – SCACLI Canada
- Sabiq Khan – Maritime Agencies Pakistan
- Theodoros Schreurs – NH Logistics Russia
- Al Barrak Sudan – could not attend but represented by their Saudi Arabia office



Voting then commenced on Associate members becoming Full members,

Prologistics Morocco became a Full Member
Teddy Junior Tanzania became a Full Member
P.T.Kornet Indonesia became a Full member and

Peter was questioned about his involvement in the Korean market as such action would be detrimental to USI, Peter Kwon of P.T.Kornet was reminded he is not allowed to sell to Korean companies, and that wherever possible P.T.Kornet should work with USI.

Modern-Trans Ukraine were voted in and will be an Associate member. Gulf American Lines USA membership of LINK was discussed at great length and many members gave their point of view, the result of the vote was that Gulf American Lines are no longer members of LINK – Usman then advised Sherif Badawi the awkward news.



A discussion began about Associate members being protected under FSP – a view put forward by Daniel of SNY, there were differing views on this subject and The Board decided to discuss and revert



There was voting for the following new members to be become Associate members:-

- SCACLI Canada
- Maritime Agencies Pakistan
- NH Logistics Russia all of these companies were voted into LINK as Associate members.
- Al Barrak Sudan was voted in as an Affiliate member being guaranteed by Al Barrak Saudi Arabia.

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AGM Minutes

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Raymond Wong - Board Director

Marcus Guilhem then gave a presentation on the new website and the LINK app – showing the new features and how members can use many tools within the website and app, as Marcus advised any help or amendments please send him an e-mail, but changes to company details and contacts can be made by each member individually. Marcus also advised the cost savings by using Cheshtainfotech. The members felt LINK has made great progress with updating the website and using the App, and further features will be available soon.

Marcus then presented the results from the Performance Report, yet again it was noted that many companies did not complete the Report, and as we discussed in 2017, these members were mentioned on the screen. The Board would like to state that every effort by all members should be made to complete the report. Congratulations go to Transway, Germany for being top of the league table and the Board presented the award to Stan Kokot.

Marcus then showed the Financial League table which again showed LAF in first place.

Other awards were given to Marco van Eijk, Cyberfreight for MVLP due to his and Petra's magnificent suits worn at the Welcome Party, and to Topstar, Bangladesh as they contributed the most to the Etihad contract.

Nick Driver in the absence of Ton Borghols, presented a review of the LINK Financial Report – Nick had contacted Ton and explained a few points regarding the accounts, all the figures were in order and were accepted by the members – they showed that the FSP account had grown to €412,706 – no questions were raised by the members.

Nick Driver then explained the details of the 2 year contract between LINK and Etihad – and although LINK had hoped for more success with this global contract LINK has benefitted by a total US\$10200, 2 free tickets, and UATP ticket value of US\$1800. The UATP tickets were awarded to Topstar as their contribution to the Etihad contract was massive. So in conclusion the contract with Etihad has expired and not renewed, our normal contact Nasir has now moved to a new department and his successor has failed to respond to any e-mails. There was a discussion on which airlines LINK could approach, Emirates, Turkish and Malaysian Airlines were mentioned. The Board would also try and re-establish contacts with Etihad, and we await details of contacts with the other airlines.

Nick Driver then gave a brief explanation on the expired contract with SAP Ariba, unfortunately out of approx 30 quotations sent to LINK members only 1 was the type of quotation that LINK members wanted, also LINK members did not access the SAP Ariba database for sales leads.

Monday's conference was then closed, with a reminder for members to think about becoming a Board member on Thursday as Mark Fernandes has to step down after 4 years.

Tuesday and Wednesday were one2one meetings

Thursday 4th October 2018 conference began with some opening remarks by our Chairman

Mark Fernandes then gave a presentation on the exhibition – Intermodal 2018 held in March at Sao Paulo, Brazil. Mark reported that the stand was busy and there was great interest in LINK and we had agents from countries where we have no member as follows:- Columbia 7 Uruguay 5 Chile Namibia 4 Costa Rica 2 Ecuador 2 Guatemala 1 Venezuela 1 Austria 1 Canada 1 – however we only gained one member – SCACLI, Canada. Mark reported that we raised the profile of LINK in South America significantly and Ultramar gained several new leads. There was a discussion on Intermodal 2019 and was agreed that LINK should attend again.

Monday - Thursday



01-04

October 2018





AGM Minutes

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Nick Driver – Board Director
Marc Guilhem – Board Director
Raymond Wong – Board Director

-  There were many members discussing how to get a new member for LINK for USA – the debate continued for a while, and The Board would continue to try and find a suitable company, there was a suggestion that LINK could have different members in different parts of USA – but that could be difficult to enforce areas, some members advised they would recommend agents that they had on-going relationships with. Also the idea that LINK USA could be created was discussed and several points of view were given by several members . The Board will continue in their search for a suitable agent and at the same time look into the feasibility of creating LINK USA.
-  Youssef Sherfeh Al Barrak Saudi Arabia – made some points regarding LINK and wanted to resurrect the old subject of LINK b/ladings and AWB's – Usman asked that Youssef look into this and try and organise. The members will be informed when Youssef has completed his reesearch
-  There were several Specialised Service Presentations given:-

Marco van Eijk – Pharma
Raymond Wong – E-Commerce
Sabu John – AOG
Efsun Sarac – Projects

All gave excellent presentations, showing their depth of knowledge in these specialised fields, and any LINK members are able to contact the above if any assistance required.
-  New Board member – Efsun Sarac SNS Turkey was voted onto the Board to replace Mark Fernandes – Mark gave a short speech and thanked everyone for their support.
-  Forward Freight Malaysia and A-Plus Cyprus both wanted to host the 26th LINK AGM , but Elena graciously said A-Plus could host 2020 LINK AGM as Forward Freight would also be celebrating their 30th Anniversary in 2019.
-  Usman then closed the 25th LINK AGM, by added that this was a huge success for the LINK family, and thanked RH Shipping for all of their efforts and hope to see everybody again in Kuala Lumpur next year, and that LINK ASIA would be in Bali weekend 23/24th February 2019 but any LINK member is welcome to attend.
-  Meeting closed

Thursday

04

October 2018

Board Minutes

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Usman Rahman - Chairman
Mark Fernandes – Board Director
Nick Driver – Board Director
Marc Guilhem – Board Director
Raymond Wong – Board Director



The Board unanimously voted Usman Rehman to be Chairman for the next term.



Intermodal 2018 – The Board invited Eduardo Barbosa, Ultramar to be available whilst discussing this subject of attending Intermodal 2019 – Eduardo will help negotiate a better rate for the stand and will work with Raymond to make all the arrangements. Also Roberto Manzano, Open Cargo will e-mail in Spanish and call the agents who we spoke to at this year's event. Roberto also advised that he or Adrian, would be in Sao Paulo for exhibition



LINK USA was an interesting development from the AGM , Usman and Raymond will discuss with Rudolf Hess RH Shipping, Mexico, and hopefully a business plan will be sent to the members in a couple of months – Peter Kalithrakas, IDS Australia has also offered his assistance as his expertise is in this field.



The Board discussed in some depth the process regarding new members, after the situation with Gulf American Lines USA, Nick will look at amending the application form, also put a copy of form on website, and state that agents only need apply if there is NO member in that country. Also wherever convenient a Board member or a Senior member of LINK visit potential new members.



Due to unfortunate manner in which Gulf American Lines USA were advised that their membership within LINK was terminated, the Board will contact Full Members in June to gauge their performance, so that if an Associate member is not upto standard then we can cease their membership so that

- They will not be invoiced for the next year and
- They will not attend the AGM



Efsun Sarac, will try and make contact with Etihad to try and get another worldwide contract, however at the time of writing these minutes Ivan Yanez of RH Shipping is talking to Emirates so The Board will revert with some news soon.



We discussed trying to arrange a LINK Europe meeting, which we hope to arrange in Istanbul, Turkey so hopefully Efsun will contact you all soon with some details.

Thank You



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