

Logistics International Network Board Meeting Minutes 2019

Sao Paulo, Brazil 17th – 18th March 2019



Sunday - Monday

17-18

March 2019

Board Minutes

Those attended:

Usman Rahman - Chairman
Efsun Sarac - Board Director
Nick Driver - Board Director
Marc Guilhem - Board Director
Raymond Wong - Board Director

- The Board would like to thank Raymond for all his hard work in registering LINK in Hong Kong – LINK as a non-profit organisation will be registered as an Association – the full process should be completed in 2-3 weeks. Once the registration of the association has been fully completed then bank accounts can be opened. Raymond will then discuss with Ton regarding transferring of funds from Netherlands to Hong Kong. There will be no costs in transferring money to Hong Kong
- Raymond will advise who the contact is at NAF who will be administrating the LINK accounts
- Raymond will notify all members of the new bank account details in Hong Kong, when payments are to be made please ensure the new account details are used, as the old account in Netherlands will be closed.
- The Board would like to agree that extra expenses for future Board meetings that also coincide with exhibitions will be paid, Board members will now be paid for 5 nights expenses, when a Board meeting is at the same time as an exhibition.
- Even though the Board are constantly asking that membership fees are paid on time, and other issues where we need feedback from members (like bookings for AGM) that we receive an answer, the Board are constantly chasing for replies as are the accounts department. As we have advised before this chasing takes time, so The Board have decided to spend a small budget and explore the option of hiring an outsourced administrator.
- At the last AGM we discussed the possibility of LINK USA, however Usman's requests for some figures so The Board could pursue this have not been met – only 10 members have replied with the statistics required, so there is not much to report on this subject.
- The recent LINK Asia meeting in Bali was attended by 9 member countries, but was a great success and those who attended would like to thank the organisers and PT Kornet who were very good hosts. The Board thinks that attendance was lower than anticipated due the fact that it was difficult to fly to Bali, so hopefully in the future, LINK Asia will be held in a major city where the flights are easier.

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LINK Website and App – The Board thanked Marcus for his time and effort in upgrading the website and getting the LINK App working so well.

Marcus gave a full report of how the new website and App are working, full report attached, progress has been made with getting LINK website closer to the top of search engines, however we still need to do more so that we are on the first page when searching Google.

The Board thinks that will be an advantage if the website can be read in Spanish and Portuguese, as well as English.

Raymond stated that a chatbot system could be added.

Marcus requested that any news from any member be sent to him, then he can arrange that everybody receives details via the LINK App.

Still 6 members have not downloaded LINK App – Marcus will be contacting these members individually.

The Board will look into using the services of a Blogger.

On the first page of the website, all members logos will be removed. This is because in order to keep our network exclusive and attractive to members, we will only indicate on LINK website network the country where our members are, not all the contact details.

Also the website will adopt a LINK slogan –

One Member **One Country** One Family

An e-mail will be sent so that members will use a hyperlink to connect with LINK social media outlets.

Soon an update will be made highlighting details for LINK Asia, plus LINK AGM in Kuala Lumpur

Marcus would welcome any suggestions from Members on how to improve /change the website.

Hopefully all members know that we recently added a new feature on the website – WhatsApp live chat, which goes to Marcus's mobile and then any new enquiry he will direct to the relevant member. Recently, we have already received a few enquiries on our website via WhatsApp messaging and those enquiries were forwarded to the relevant members for further follow up.

Airline contracts - Efsun will speak to Turkish Airlines in May, after they have moved from Ataturk – ISL (new code for old airport), to new Istanbul airport -IST (old code)

Usman to call Nasir our old contact from Etihad, both will revert back with their findings. While at Intermodal – Efsun had a good conversation with Turkish airlines – they are interested and discussions will continue.

Efsun and Nick, thought would be good idea to see if members wanted to have a LINK Europe meeting, this will be discussed at the AGM , and if enough support from members we can hopefully agree on a date and venue, obviously once agreed we will invite all members worldwide.

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In previous years LINK have bought the awards in UK, apart from last year when would have been difficult to import through Mexican customs, however Raymond can arrange to be made in Hong Kong at a cheaper rate. Nick to send Raymond details of awards.

At the AGM in Cancun, Youssef was asked to look into the possibility of having LINK Insurance cover , House B/ladings and AWB, The Board would welcome a report before the 2019 AGM. Usman is in contact with Youssef, and hopes to discuss with a company already known to Al Barrak.

For the 2019 AGM – the dress code for the Sunday evening Welcome drinks will be ALL WHITE and for members for the Monday conference Green and White. The dress code for the host dinner will be Black Tie.

The Board thinks a change of format is required for the next AGM in Kuala Lumpur because last year in Cancun, many members left early on the Thursday morning but there are many important issues to be decided in the last few hours, so this year the itinerary will be:-

Sunday evening – Welcome evening

Monday – Conference – Monday evening – Host dinner

Tuesday – morning/afternoon -Bilateral meetings

Wednesday morning finishing Conference matters – afternoon – bilateral meetings

Thursday morning – Bilateral meetings

Board vacancy – Nick has to step down in Kuala Lumpur and Raymond and Marcus will stand hoping to be re-elected

The Board will send out an online voting form to all Full members in July to get their comments on the Associate members , so if we have to disappoint any member then they will know before coming to the AGM

Countries we are currently negotiating for new members in :-

Lebanon, Algeria, Ghana, Romania, and USA, plus we hope to have new members from the Intermodal 2019. Can members please remember that by introducing a new member that their next year's membership will be free, once the new member have been voted a Full member

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Please note the following has been added after LINK attended Intermodal 2019

A. Link had serious discussions with agents from the following countries: -

3 from Chile, 1 from Uruguay, 3 from Costa Rica, 1 from Slovenia, 2 from Dominican Republic, 1 from El Salvador, 2 from USA, 3 from Colombia and 1 from Bolivia, a total of 17 new interested agents.

In addition, RH Shipping introduced LINK to an agent that has offices in 6 Central American countries and we will continue to discuss with them.

Also, Mark Fernandes introduced LINK to a contact who co-ordinates a specialist network in South America, and once we know which countries we still need members in we will get introduced to agents that did not attend Intermodal 2019.

The Board would like to thank Rudolf, Ivan, and Carlos from RH Shipping and Mark Fernandes from Celerity Shipping and Mauricio, Eduardo, Andersen, and the rest of the Ultramar team who attended Intermodal for their help and assistance at the exhibition

B. Nick will be contacting the interested agents and we have developed a new online application form for these companies to complete, Nick will keep you advised of the negotiations.

C. For future exhibitions, Efsun has suggested that LINK business cards be printed for those who attend on behalf of LINK, and that an e-mail address of board@linkglobalnetwork.com be created and printed on cards. Also, members will be advised when this e-mail address is active so that it will be easier to contact all of the Board at once with one address.

D. At future exhibitions, a leaflet should be printed showing a worldwide map and locations of members.

E. The Board would like to thank the efforts of Ultramar in helping Raymond organising the stand/booth at Intermodal 2019, and also introducing us to other Central and South American agents. In the next 1-2 weeks we will advise details of all contacts made by Ultramar to Brazilian exporters/importers and to which countries these companies trade with.

F. The Board are processing figures so that soon, all members will have an overview of how many and type of companies visited our stand/booth.

G. The Board would also like to express our thanks to Roberto for e-mailing in Spanish the previous agents that LINK discussed potential membership with at Intermodal last year.

Thank You



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