

NEWSLETTER

No.109 - Year 2020

PRESIDENT'S LETTER

Dear TPF Fellow Members,

Today, I want to gratefully acknowledge and thank all of you for your tremendous contribution to TPF. Your continued support has been a great source of inspiration and satisfaction to the board and the network.

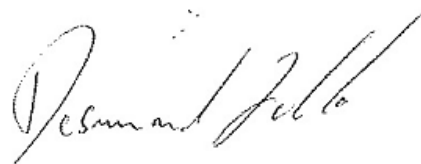
I honestly appreciate your encouragement and dedication to the success of the group. This year's virtual GAM really showed how much more we can do when we meet. We plan to incorporate this meeting to complement the GAM moving forward.

I know it's been a very stressful and hectic year for all of us due to the Covid Pandemic. These hard times truly show how successful you are in achieving all your goals to adapt and survive during these difficult times.

It has also brought a fresh look at how we can accomplish more when we meet and discuss opportunities. Nothing brings more clarity than that of all of you as you start to think of ways to work together. I am confident with the direction we are moving towards that we are definitely on point to deliver business and prosperity in 2021 as a network. I want you to know this could not be done without all of you and what you do in understanding **the value you each bring to each other**. It is truly inspiring to be a part of this journey.

Remember the impact you make. **You create a culture** that helps your team be productive. **You inspire greatness** and you are the best of the best. This is why you stand apart from the rest and are successful. You motivate your teams and create benefit to your customers. And you bring these experiences to this network.

Thank you all for supporting TPF and I wish you all a healthy and happy new year.



DESMOND FALLA



Desmond Falla
TPF's PRESIDENT





ON MEETINGS

TPF General Assembly Meetings (GAMs) have always been a very special event, not only because of the great opportunity they offer to develop business between partners, but also because of the big impact that the activities carried out during those days have in the reinforcement of the members' friendly relationships.

We decided that, whatever happened, this year was not going to be different and our members were not going to miss that. And, luckily, technology is on our side these days. Thanks to various digital platforms and use of software, we held a very interesting and highly productive meeting, but also one that brought all of us closer together.

The event took place from October 17th to 24th. During this time, members were provided with the online means to build up their meeting schedules and hold their one-to-one meetings, which produced many very satisfactory agreements and some amazing joint projects. But we also wanted to have the opportunity of meeting all at the same time, working together in committee groups, and sharing our conclusions with the rest of the group, as we always do. And we did it! It required plenty of coordination and the cooperation from all members - and sometimes, an extra effort due to inconvenient hours - but we were all there. We could see one another face to face, chat, discuss, work and laugh all together. And that was fabulous. We saw that we are not just a network:

We are a COMMUNITY



**HEARD AT THE GAM:**

We are not the cheapest network but we are the most trustworthy

We feel we are not a number

We are more than TPF members, we are its owners

I know I am not just "another member"

My TPF partners have done things for me that nobody would have ever done

When an operation is really important, I always count on a TPF member

A TPF member is more than a partner. For me they are somebody I would be happy to invite to my home for dinner

In TPF we have built a culture of transparency, respect, integrity, commitment and trust

The virtual GAM was such a success that members agreed to add this as a permanent event to our regular meetings. Therefore, from this year on, there will be two General Assembly Meetings, one *in person*, which will be held as soon as circumstances allow us to do it with safety, and one online.

This has been a positive and valuable experience that shows how much we can do together, just because we really want to and we are committed.

Meet us at the GAMs in 2021!

LATAM REGIONAL MEETINGS

As part of the GAM, TPF members held Committee and Regional Meetings. Projects came out of both types of meetings and groups are already working on them.

However, in the case of the LATAM Group, meetings have been a recurrent event since March and they have been taking place once a week. As a result, lots of new business and projects have been started and developed by member companies. Not only that: the bond among members has grown stronger as they communicate more often, help each other and find ways of cooperating.

Another interesting consequence of this is that everybody is actively working to bring in value for the rest of the members in the form of speakers for our meetings. As a result, we have had very interesting and useful meetings with ONE, Happag Lloyd, Hamburg Süd; training sessions on ASANA and CANVA by members, and an amazing webinar/workshop on Collaborative Communication with Mr. Ivan Rincon, from SYNOPSIS CONSULTORES. The company, based in Bogota, specializes in management and commercial team training. They aim to improve productivity by developing team efficiency, working on competencies and providing follow-up tools. Mr. RINCON is a corporate consultant with 30 years' experience in this field. An educational specialist in communication through neuro-linguistic programming (NLP), neuro-sales and coaching, he is also an expert trainer in sales and negotiation techniques, assertive communication and leadership.

All attendees have enjoyed the results of this workshop, which proved really helpful when dealing with customers, colleagues and even family!





These meetings have been a total success and they will be continuing in 2021 with more working sessions and with more speakers, trainers and other relevant people in our industry.

ON MEETINGS

CLOSE COOPERATION

As a result of the GAM and of various other meetings, some members have gone into a more close cooperation than the usual.

On the one hand, TRACOSA, our member in Spain, and NOVACOMEX, our member in Colombia, have started a joint campaign to develop the route between both countries. In order to do this, they have hired a sales person, based in Colombia, to work for both of them: Ms. Diana Pardo. The two companies have also developed a common marketing strategy which has only just started and which they expect to show the first results in January 2021.



The same kind of cooperation is being developed between TRACOSA (Spain) and TRAFIVER, from IAB GROUP (Mexico):



Also between NOVACOMEX (Colombia) and TRAFIVER (Mexico):



And between NOVACOMEX (Colombia) and CTO (Germany)



Stay tuned to read more about the development of these joint strategies!

If you wish to learn more about these projects, you can contact:

Cesar Aburto cesaraburto@trafiver.com

Gonzalo Reyes gonzalo.reyes@ctonet.com

Laura Villegas laura.villegas@novacomex.com.co

Marco Garcia mgarcia@tracosa.com

NEWS FROM SOUTHERN CHINA

Please, be informed that PIONEER, our member in Southern China and Hong Kong, previously with the name Pioneer sea and Air, went through a change of name and it is currently called PIONEER WORLD GROUP LTD.



Pioneer World Group Ltd
 先鋒環球集團有限公司
 7/F, UML Tower, 42-44 Fui Yiu Kok Street,
 Tsuen Wan, N.T. Hong Kong
 香港新界荃灣灰窰角街42-44號皇盛中心7樓(全層)

Address, contacts and bank details stay the same. For further information please contact Mr. Luke You at lukeyou@pioneer-group.hk

PIONEER also sent to us some photos of an interesting project job they dealt with this year. It was the delivery and relocation of a used 737 fuselage and its assembly parts. The client wanted to import this piece from Manzanillo Port in Mexico into Hong Kong Airport for exhibition at entertainment Sky City Mall in Hong Kong.



A big challenge that was managed to perfection level in terms of safety and accuracy with Pioneer's own equipment and skillful manpower.

NEWS FROM GERMANY

CTO Germany welcomed a new CFO, Mrs. Justine Kruger.

The company has recently implemented overseas stations back up customer services to better support customers and agents at all times. It also offers an impeccable real time Track and Trace to all of our clients and agents through Cargowise 1 System.

Contact Mr. Gonzalo Reyes for further details at gonzalo.reyes@ctonet.com





NEWS FROM CHILE

AGUILA COMEX, our TPF Member in Chile, has successfully completed a major project for its client ENEL, which involved the transportation and delivery of the materials for a wind farm for electrical supply and for a photovoltaic park. These two projects were awarded at the beginning of this year and involved deliveries in southern Chile for the project called Renaico and in northern Chile for the Azabache project.



NEWS FROM SPAIN

For almost 20 years now, TRACOSA has been making of Corporate Social Responsibility (CSR) one of its hallmarks. In the words of Marco Garcia, Managing Director of the TRACOSA GROUP: "with CSR we intend to give back to society part of the success we receive from it, our vocation is to make this world a better place".

Some of TRACOSA's previous actions are: oil donation to the Food Bank, promotion of blood donation among staff and financing an association to keep a day center for Alzheimer's patients, just to mention a few. This year, the company donated 400,000 items of protective equipment and material to health centers.



Now, GRUPO TRACOSA, renews its commitment with the Food Bank, with a donation of 10,000 kilos of rice to be distributed among those most affected by the current pandemic this Christmas. The firm emphasizes that this is "a success that belongs to all" because without the participation and support of clients, suppliers, staff and collaborators, none of this would be possible.





FIGHTING THE PANDEMIC

We can say that, as a group, we have been fighting the pandemic with everything within our means by applying all the safety measures in our companies, working hard, staying positive and being united. It looks like things may be improving little by little with several vaccines in sight for 2021. Tomorrow will be one of the New Year's Eves more filled with hope in our recent history.

But we are not out of it yet, so remember that it is important that you look after yourselves and those around you. Keep the good practices, use precaution, reinforce your immune system and be meticulous when washing your hands and using sanitizer. That from the physical point of view.

Equally important: keep your spirit up and do not despair. It has been a hard year in very many aspects and we are all worried and tired. But we need to stay focused and positive. And we must keep in our minds every change, small or big, that this has brought to our lives and make it a learning experience.

And KEEP GOING!

Stay safe, stay united, stay positive

