

## NEWSLETTER

No. 110 - 2021

### ON TPF



#### GAM 2021!

As you all know, last year we held our General Assembly Meeting online, due to the complicated situation created by the spread of the Covid19. We were very satisfied to find that it worked really well and it was really successful! So much so that it was agreed that in following years there would be two GAMs a year and, at least, one of them would be online

So we would like to announce that **the first General Assembly Meeting for 2021 will be taking place from June 12<sup>th</sup> to 20<sup>th</sup>** and we are looking forward to seeing you all there.

As last year, the meeting will be divided into two clearly differentiated parts: group meetings and one-to-one meetings.

The first ones will include the General Assembly, with attendance of all members. Within this same meeting, we will be holding our usual Committees Meetings, during which members can make their suggestions regarding TPF's development. The General Assembly will be taking place on Saturday June 12<sup>th</sup> for three hours and on Sunday June 13<sup>th</sup> for two hours (approx).

On Tuesday 15<sup>th</sup>, Wednesday 16<sup>th</sup> and Thursday 17<sup>th</sup>, we will be holding our Regional meetings, where members will discuss by region which projects they would like to develop together and in which direction they would like the group to go. These meetings will be open to members from other regions since we understand that they may be interested in discussing regional subjects with the members in those areas, get their know-how and experience, and take part in some of their projects. These meetings will take about one hour.

**All group meetings** will take place through Zoom and will be open only to TPF members as they are strategic business sessions.

On the other hand, there will be plenty of time for **one-to-one meetings** through MOJO, the same platform we used last year. Participants will have access to the platform well in advance so that they can set up their profile and schedule their meetings. Although this platform is easy to use, logging in in advance will give everybody the opportunity to get familiar with the system before the event.

**One-to-one meetings** will be open to both TPF and Non-TPF members. The idea is to give everybody the chance to interact and do as much business as possible.

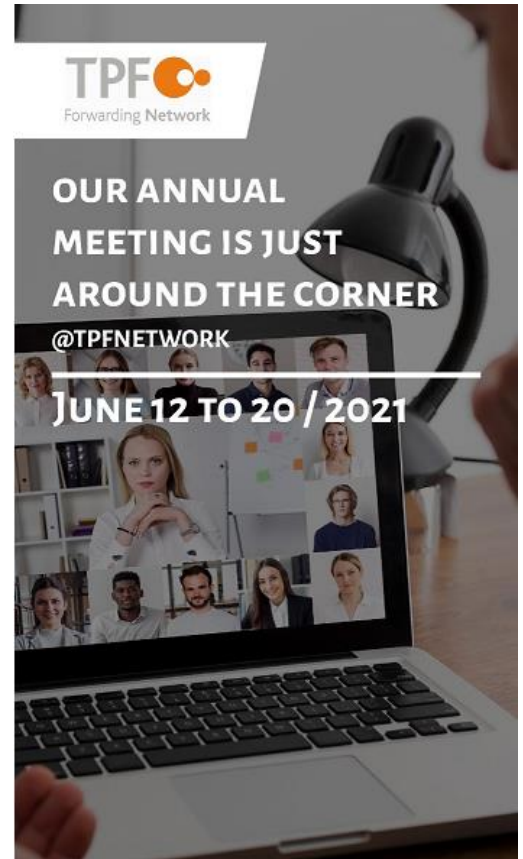


You will be receiving the agenda by email together with the registration form and both will also be available in our website.

If you are not a TPF member and you are interested in taking part in our one-to-one meetings, please contact our Management Office at

→ +34 971 144 549

✉ [management@tpfnetwork.org](mailto:management@tpfnetwork.org)



**TAKING PEOPLE FURTHER**

**ON MEMBERS**

**NEW MEMBERS**

We are pleased to inform that we have recently welcomed the following new members:

**GRUPO INTERLOGIXS TRANSPORTE Y LOGISTICA, S.A. - GUATEMALA**

INTERLOGIXS is a team of professional experts in international logistics that offers its clients an improved commercial experience in their activities by providing transportation solutions of the highest quality.





They provide export and import services, customs services, inventory management, 3pl, e-logistics, and air and maritime consolidations from different ports to Guatemala. Their main business is the import of consolidated cargo (LCL), full containers (FCL) and air cargo (IAC). Expertise in e-commerce.

Their core values are high quality standards, excellent customer service, transparency and honesty. Their motto:

*We want to be your friend and partner.  
Let's work together.*

Contact ITERLOGIXS through:

Arturo Arguedas [aarguedas@grupointerlogixs.com](mailto:aarguedas@grupointerlogixs.com)

Juan Miguel Arguedas [jarguedas@grupointerlogixs.com](mailto:jarguedas@grupointerlogixs.com)

Claudia Hidalgo [chidalgo@grupointerlogixs.com](mailto:chidalgo@grupointerlogixs.com)

Tel: + 502 2210-9000

<http://grupointerlogixs.com>

## ISSI SOLUTION LOGISTICS - MEXICO

ISSI has over 15 years' experience in the international market with a special focus on the Asian market, providing their customers not only with the necessary logistics for their import operations but also other kind of services regarding manufactures and suppliers.

Thus, they offer production and quality control on various industries on behalf of their clients, which definitely is an enormous help for them, especially when dealing with faraway unknown suppliers. They have established a system of inspection and control of goods against purchasing orders previous to cargo departure. This includes checks on quality and on quantity of the products ordered. They also provide the necessary measures to guarantee a low level of loss rate due to theft.

The company offers:



If you are interested in their inspection and control service, please contact them directly:

Isidoro Ambe [iambe@issilogistics.com](mailto:iambe@issilogistics.com)

Mariana Giron [projects\\_int@issilogistics.com](mailto:projects_int@issilogistics.com)

Marcos Bucay [mbucay@issilogistics.com](mailto:mbucay@issilogistics.com)

**ISSI LOGISTICS**  
SOLUCIONES A TU MEDIDA



## THE NETHERLANDS: NEW WAREHOUSE FACILITIES, ACREDITATION AND WEBSITE

As from the 1st of April of this year, MOOVLE officially ‘moved’ towards their own 1000m<sup>2</sup> secured **warehouse facilities**. The place is strategically located near Port of Rotterdam (the largest seaport in Europe and the largest outside of Asia), 100mtr Rotterdam East Inland terminal, and directly connected to the main Europe - Hinterland corridor A-15. Have a look at this!



Besides unloading and handling overseas machine tool equipment we are also able to offer:

- Devanning of containers including palletization and wrapping.
- Unloading and storage of Machines up to 40 ton with overhead cranes.
- Storage of regular pallets, boxes and crates.
- Small assembly services, cleaning and PDI checks.
- Export packing for overseas air,- and sea freight shipments

Also, as from 31st of March 2021 the Dutch Customs Authorities have granted MOOBLE BV the full **AEO-license**. This status implies both customs simplification (AEOC) and security and safety (AEOS). For this, there must always be a close relationship between customs and the AEO. This relationship must be based on the principles of mutual transparency, correctness, fairness and responsibility. Acting as an Authorized Economic Operator is an absolute must to operate these flows in an efficient and safe manner.



**The AEO certification implies following criteria:**

- Compliance with customs legislation and taxation rules and absence of criminal offences related to the economic activity.
- Appropriate record keeping.
- Financial solvency.
- Proven practical standards of competence or professional qualifications.
- Appropriate security and safety measures.

CONGRATULATIONS TO THE MOOVLE TEAM ON THIS ACHIEVEMENT!

Finally, their **new website** offers a refreshed view MOOVLE’s services and activities. It also provides an overview of the locations and key contact persons within the company.

Have a look at: <https://www.moovle.global/>





## SPAIN: OFFICE RENOVATION AND CERTIFICATION

TRACOSA, our member in Spain, opens new offices in Barcelona, with completely renovated premises, already prepared for the growth strategy that the brand has planned for the medium and long term. The new facilities have all the equipment, technical advances, energy efficiency and safety resources for the team of professionals who work every day at the Catalan delegation of GRUPO TRACOSA.

The renovation of these facilities in Barcelona, located at Avenida del Parallel, 15, comes just at a time when TRACOSA is about to **turn 50**. The company will turn half a century next year 2022, a special date on which the effects of the pandemic are expected to have subsided and international trade has been able to return to normal.



TRACOSA also recently obtained the certificate of good practices in distribution for the pharmaceutical industry called **Good Distribution Practice certificate**. The Swiss Société Générale de Surveillance (SGS), the world's leading inspection, quality verification, testing and certification entity for the logistics sector, audited TRACOSA's procedures and certified that the company meets these quality standards.

Tracosa helps with innovative solutions to develop and improve its customers' business, finds ways to maintain the safety and quality of the product during the logistics procedures, as well as the convenience, speed or profitability of its distribution. Thus, The Good Distribution Practice is the distinction accredited to TRACOSA for all its good distribution practices for the pharmaceutical industry.



The advantages that TRACOSA has with having successfully passed this audit are: ensuring the cold chain and its traceability in cases where customers request it, not working with counterfeit or defective drugs, the guarantee of safe and reliable transport, in addition to have a certificate that very few companies in the logistics sector currently have, which gives them a serious competitive advantage in today's market.

CONGRATULATIONS TO THE TEAM AT TRACOSA FOR THEIR EXCELLENT WORK!

If you need any assistance from Spain, please contact Marco Garcia at [mgarcia@tracosa.com](mailto:mgarcia@tracosa.com)



## CHINA: NEW INVESTMENT AND NAME CHANGE

Earlier in the year, GLOBE SUCCESS INTERNATIONAL TRANSPORTATION announced that they had obtained some strategic investment from CIMC MODERN LOGISTICS DEVELOPMENT CO., LTD, which is a subsidiary company of CIMC (China International Marine Containers) GROUP. For this reason, their corporate name changed to CIMC GLOBE SUCCESS LOGISTICS CO., LTD. Please kindly change your records accordingly.

All their contracts and transaction terms with partners have remained unchanged. CIMC GLOBE SUCCESS LOGISTICS will be contacting you should they need to renew any contracts with the new name. If you have any questions, please contact:

Steven Jiang [stevenjiang@globesuccess.com.cn](mailto:stevenjiang@globesuccess.com.cn) ,  
Simon Cai [simoncai@globesuccess.com.cn](mailto:simoncai@globesuccess.com.cn) or  
Polly Zang at [pollyzhang@globesuccess.com.cn](mailto:pollyzhang@globesuccess.com.cn)



## NOVACOMEX (COLOMBIA) & INTER LOGISTICS (PERU)

From the commercial campaign developed since October 2019 between NOVACOMEX, the TPF member in Colombia and INTER LOGISTICS, our member in Peru, both companies have been making progress in positioning themselves as top freight forwarders in those countries.

This advance is evidenced in the ranking of cargo agents in Peru, where INTER LOGISTICS is ranked 14th top in cargo agents with the most container movement between both countries. This result has been possible not only due to the efforts made by both parties, but also because of a transparent, fair, and equitable negotiation between them.

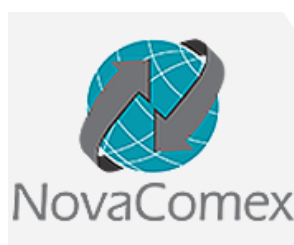
An important point to look at in this is the fact that currently INTER LOGISTICS and NOVACOMEX are selling their services as a single company. While the campaign included constant meetings with clients and suppliers to obtain the best market conditions, there were also constant meetings between both companies and even a commercial visit from INTER LOGISTICS to NOVACOMEX. This set up the basis of the close cooperation between our two members and it is key to what they have achieved today.

We all hope that this successful result is an example of what can be achieved if TPF members work together as one company.

You can contact

Daniela Londoño in NOVACOMEX at [daniela.londono@novacomex.com.co](mailto:daniela.londono@novacomex.com.co)

Gustavo Gonzales at [gustavo.gonzales@il.com.pe](mailto:gustavo.gonzales@il.com.pe)





### JOINT PROJECTS

As we already mentioned in the previous issue of this newsletter, the General Assembly Meeting held in 2020 and the consolidation of relationships between members through regular meetings have resulted in some really interesting projects that took off at the beginning of 2021 and are now bearing fruit.

TRACOSA (Spain) and NOVACOMEX (Colombia), TRACOSA and TRAFIVER (Mexico), and NOVACOMEX and CTO GLOBAL (Germany), have embarked in projects that focus on sharing sales executives based in one of the countries in the tandem. In order to give support to their sales executives, they have developed common marketing strategies, joint publicity campaigns and shared processes.

We have planned for representatives from these member companies to present their comments at the GAM as we think that if the model is successful, it could be used by other members as well.

Don't miss it!

### CHILE: ANNIVERSARY!

AGUILA COMEX, our member in Chile celebrated in April its second anniversary. The company has been steadily growing and making a niche for itself in the transportation industry in Chile with some very interesting projects, important clients, solid regular cargo and their participation in webinars and online training sessions.

Happy anniversary and best wishes for continued success to AGUILA COMEX!



### SMILE



When you are happy to be a crane.

Never lose your sense of humour!



**STAY SAFE, STAY UNITED, STAY POSITIVE!**