

NEWSLETTER

No.111 - Year 2021

PRESIDENT'S LETTER

Dear TPF Fellow Members,

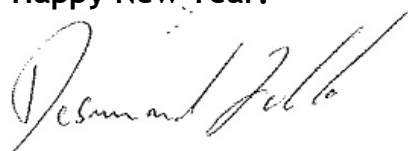
As another year comes to close, I am writing to you to acknowledge all your hard work and effort in TPF. As leaders in the freight industry, we have brought together a harmonious team working diligently towards supporting one another during a year of challenges. These challenges include lack of space from container loads and air freight, additional increase by carriers on freight charges, and influx in work and warehouse space restrictions.

During these challenges, you all came together to support one another and show true spirit of entrepreneurship by thinking out of the box for ways to work towards a unified desired goal. This truly shows your impact on each other and your determination to succeed.

We can achieve anything based on our past experiences and can work towards growing, not only as a network, but in our professional and personal lives. It is truly inspiring and, as a board member, I can say that I know we have set a path that differentiates us in the marketplace. I am positive that my fellow board members will concur on this statement. This is a unique network of like-minded individuals from all over the world that understand that we share the same culture and goals in life. I look forward to 2022 being even more significant because of what we have done and accomplished.

This is ideally the time to reflect on what worked and how we can make sure to implement our plan of action to achieve more in 2022 because we have laid the foundation from these past years. Together as we work towards our goals, please remember this network could not be what it is without all of you. Your passion and support are the reason we are uniquely different and will stand apart from our competitors.

Thank you all for your continued support and I truly look forward to the future as we all work together towards success. Happy New Year.



DESMOND FALLA



Desmond Falla
TPF's PRESIDENT





ON MEMBERS

NEW MEMBERS

We are pleased to welcome the following new members and wish them they find the cooperation, support and friendship they expect.

TRANSCARGO ARGENTINA S.A. - ARGENTINA

TRANSCARGO ARGENTINA S.A is an Argentina based International Logistics company founded in 2006, with a top experienced management with over 25 years in the market.

Their team is well known by their proactivity, focus on personal relationship and customized service, and by providing tailor made logistics solutions to their customers, offering a special support throughout the logistics process, from sales to operational and administrative management.

The company has a balanced mix of **air, ocean and road services**, which allows them to solve any logistic needs for all import, export, domestic and international operations.

TRANSCARGO ARGENTINA's Head Office is in Buenos Aires, but they also have a branch in Rosario and commercial support in Mendoza.

Meet the team in Buenos Aires!



You can find them at:

Av. Leandro N. Alem 712 Piso 1
Buenos Aires
ARGENTINA
Tel: +54 11 5218-7500
Email: info@transcargaorg.com.ar

Facundo Crescente fcrescente@transcargaorg.com.ar
Bernardo Bernat bbernat@transcargaorg.com.ar

Junín 191 (Edificio Alto Buro)
2000 Rosario
ARGENTINA
Tel: (+54341) 434-5712
434-5704
434-5705

Email: inforos@transcargaorg.com.ar
infomdz@transcargaorg.com.ar



And meet their team in Rosario and Mendoza!



TRANSCARGO ARGENTINA has very intense operations on the following vertical markets:

- ❖ Oil & Gas
- ❖ Perishables
- ❖ Automotive
- ❖ Hi-Tech
- ❖ Pharma Chain
- ❖ Wine & Spirits
- ❖ Consumer
- ❖ Industrial

covering all the countries in Latin America.

The company prides on their expertise, their capacity to be dynamic and flexible and to bring in new ideas and solutions. They believe in respect and integrity, and in being always there for their customers and partners.

Contact TRANSCARGO ARGENTINA and find how you can develop new routes and business, and grow together!



ANZAK LOGISTICS - AUSTRALIA

ANZAK LOGISTICS is a privately owned Australian freight forwarding specialist whose ethos is to provide its customers with an exceptional service with their global logistics requirements. Whether you ship one consignment or many, the company strives to ensure that each shipment flows through the supply chain efficiently. Each consignment is monitored from its conception to completion with effective communication and a tailored service.

ANZAK LOGISTICS brings a well of experience and knowledge to its customers, providing a comprehensive, cost effective and reliable range of freight forwarding services combined with a genuine commitment to excellence.



Ocean Freight

The company keeps strong business relationships with several shipping lines affording them with a VIP or preferred forwarder status. This allows them to provide their customers with a broad range of FCL and LCL services in order to meet their transit and cost requirements.

They offer the following services: Import/Export, Reefer Cargo, FAK Cargo, FCL and LCL.

Air Freight

Weekly consolidations, Next Day Service (NDS), Second Day Service (SDS), Perishable and non-perishable shipments, Domestic.

Customs Agency

Tariff consultants and trade advice, Classification advice, Duty Refunds, Tariff Concession Order Applications, AQIS Representation.

Cartage

FCL Cartage - Standard trailer, Side-loader & Drop-Trailer

LCL Cartage - Next Day Delivery, Same Day Delivery, VIP Delivery

Air Freight - Next Day Delivery, Same Day Delivery, VIP Delivery

Warehousing

FCL Storage; FCL unloads, Warehousing



ANZAK LOGISTICS' aim is strictly for mutually beneficial long terms business relationships. They appreciate and understand that their customers depend on them to deliver their goods to them on time and that they are *an integral link* in servicing their Clients' customers. As with all their trading partners, ANZAK LOGISTICS is owner-operated, they thus have a vested interest and are more committed to exceeding their customers' expectations.

If your goal is for continued growth through long standing business relationships, contact them to find out how they may achieve this for you.

ANZAK LOGISTICS

75 O'Riordan Street,
Alexandria, NSW 2015,
AUSTRALIA

Tel: + 61 (0) 2 9700 7022

Fax: + 61 (0) 2 9700 7266

Website: <http://www.anzak.com.au/>

CONTACT

Mark Livingstone mark@anzak.com.au

Tel: + 61 412 199 096

Please note that ANZAK LOGISTICS will be changing its name to SEALINK LOGISTICS in a near future. Stay tuned to learn about this change and for further information.



MCCALLUM - SRI LANKA

Incorporated in 1998, McCALLUM CARGO, part of the McCALLUM GROUP, entered the logistics business with the purpose of becoming the most reliable logistics provider in the world and exceeding customers' expectations in total logistics solutions.

The Company has always put the needs of its customers first and made constant improvements to its services as a top priority. That is the reason why 80 per cent of their customers have worked with them for over 10 ten years. When clients take the services of McCALLUM CARGO, they are not simply purchasing a product; they are placing their trust in the Company.

McCALLUM CARGO offers a wide portfolio of services:

Airfreight: their superior transit times, choice of flight routes, highly competitive rates and speedy solutions are the keys to their success to fulfil their clients' needs. McCallum Cargo awards global airline partnerships based on specific requirements such as price, transit time, fixed allocations, lift capacity of carriers and their ability to add efficiency to their clients' supply chain management.

Their services include: Consolidation services, Fashion logistics (garment on hanger programs), Charter service management, Tracking of orders and materials from purchase order inception, Communication through customers' channels of choice.

Ocean Freight: McCALLUM CARGO is a licensed Non Vessel Operating Common Carrier (NVOCC) and a full service ocean forwarder. Their offer includes a wide range of ocean freight services including ocean freight forwarding, NVOCC consolidation and total freight management. Their trained experts guide their customers through the complexities of international shipping, offering them tailored programs to meet any sized shipping requirement, be it a full container load (FCL) or less than container load (LCL). By contracting with multiple carriers, McCALLUM can provide them with the ideal solution to any shipping need and serve as a single-source logistics window for all products moving through their supply chain.

Our services include: Flexible sailing schedules, Shipment tracking, Purchase order management, Space protection during periods of high demand.



3rd Party Logistics: McCALLUM works on constant improvement and continuously upgrades its warehouse and distribution facilities to provide higher efficiencies and cost effectiveness, in order to keep up with the shifting trends in the market and to better serve their clients.

They offer: Warehousing & Storage, Project Cargo, Sorting & Repackaging, Labelling, Palletizing

Domestic Services: they have the flexibility to track, deliver and reduce cost, providing customers with a seamless movement of cargo within domestic areas of their supply chain.



Services include: Emergency Services - Same Day air or surface solutions, Time Definite Service - Next Day, Second Day, and Three Day air and surface solutions, Economy Service, Road Feeder Service, Direct Delivery Service, Value Added Service - Specialized cargo handling and delivery, Local pick-up & delivery, P.O.D availability. Special delivery services on weekends/off-office hours

Brokerage: our global team of trained professionals can take care of any customs clearance process using state-of-the-art technology in partnership with each government agency. Our capabilities consist of pre-clearance of both air and ocean shipments.

Customs Brokerage Program: Regular inbound services from all major international origins, Customs brokerage services, "Wheels-up" customs clearance services, ABI entry processing, Cartage and delivery services, Overtime and weekend customs entries, Duty drawback assistance, Classification database services, Compliance reviews, Remote Filing

MIS/IT Services: with the best available technology, experienced and hands-on McCallum personnel analyze data integrity and provide their clients with up-to-date information via their preferred channel of choice. Their user-friendly, web-based tracking and data management systems allow customers to easily obtain real time data on all bookings and shipment activity. Supply chain flow, order fulfillment/replenishment and supplier productivity can also be monitored remotely by any authorized user. Their information systems allow them to provide detailed information up on inquiry, as well as furnish on-line reports 24 hours a day.

IT Solutions on offer: Easy web access to Track & Trace & P.O. Management, EDI capability, Customized shipping reports (weekly/monthly/quarterly), Stock Inquiries via the web, Computerized inventory control in accordance with your specifications

Cargo Insurance: McCallum offers a broad range of insurance coverage worldwide under customers' request. This includes "all-risk" coverage for ocean, air, truck, warehousing and storage.

If you wish to establish a healthy and mutual profitable association with McCALLUM CARGO and explore possibilities to grow together contact them at:

MCCALLUM CARGO PVT LTD

100/9 Independence Avenue

Colombo 07

SRI LANKA

Tel: + 94 11 5561000

Website: <https://www.mccallumcargo.com>

CONTACT

Danushka Silva danushka@mccallum.lk

Tel: + 94 727 796 760



VISITS

We always say that a TPF Member is somebody you can invite home for dinner. This year, in spite of all the limitations for travelling, we still had the chance to welcome partners and share a meal with them.

Ronald Schöttelndreier, from MOOVLE in the Netherlands, visited Richard Pankhurst from GLOBAL FREIGHT LOGISTICS in the UK.

Martin Köcher, from AFS in Austria, visited Begonia Arsuaga, TPF general manager, in Spain.



Marcos Bucay, from ISSI LOGISTICS in Mexico, welcomed Dandy Song from PIONEER WORLD GROUP and Julian Gomez and Laura Villegas from NOVACOMEX in Colombia, with their daughter Elena, to Cancun.



It's always a pleasure to meet with the TPF members and share quality time and a good conversation. We hope that next year we can extend invitations and visits and meet a lot more often!

CELEBRATE!

NEW OFFICE

Last October 23, GROPO INTERLOGIXS, our member in Guatemala, opened a new office in San Cristobal. This is second branch of the group as part of their expansion plan for the company and their e-commerce business, TRAELO YA, which contemplates a total of 10 new offices.

Congratulations to Arturo Arguedas and his team on this new achievement and we wish them continued success!



¡ESTÁS INVITADO!
a nuestro evento de **apertura**

San Cristóbal

traeloya.com

Encuétranos en
Plaza Futeca San Cristóbal,
local 1



TRACOSA'S 50TH ANNIVERSARY!

Next year, GRUPO TRACOSA, our member in Spain, will be celebrating its 50th anniversary.

TRACOSA was founded in 1972 by Mr. Pedro Merenciano, Ms. Francisca Sabate and Mr. Jose Moreno, together with a group of customs' professionals. It was the inception of TRAMITES ADUANEROS Y COMERCIALES SA, which later became TRACOSA ADUANAS SA.

At the time, freight forwarding and Customs' brokerage were very separated and differentiated activities and TRACOSA was born only as a Customs' broker which gave service to a number of freight forwarders, some of whom, in fact, are still its clients.

With the entry of Spain in the European Union in 1993, there was a dramatic readjustment in the sector, as customs' activity plummeted by more than 70%, since customs declarations were not necessary for a large part of European countries.

It was this challenge that set TRACOSA off to begin a process of transformation and evolution that was fully consolidated in 2000, when, in addition to renewing the company's management, there were changes in the shareholding, and TRACOSA focused on the new millennium with an ambitious strategic plan to position themselves as a Freight Forwarder and Customs Representative of reference in the sector.

And, as the company thrives with challenges, in the midst of the Covid epidemic, they gave life to the TRACOSA GROUP with the incorporation of their sister company Bas & Josa SA, which contributes more than a hundred years of experience and a wide professional team to their continued growth.

Thus, that is the way they are arriving to 2021: in a clear leadership position among the companies in the sector, with an average growth of more than 15% per year in the last 20 years, with years of growth of more than 50%; and with a new Strategic Plan to become among the top 25 freight forwarding companies in Spain.



CONGRATULATIONS TO GRUPO TRACOSA ON THEIR 50TH ANNIVERSARY!

And our best wishes for many more years of growth and success!





ON MEETINGS

TPF General Assembly Meetings (GAMs) have always been extremely important for our members, not only because of the great opportunity they offer to develop business between partners, but also because they give members the chance to interact more often than usual and reinforce their friendly relationships.

For these reasons, and in view of the successful meeting we held online in 2020, members decided that, in the future, there would always be two GAMs a year, one of them in person, if possible and one online.

Unfortunately, the Covid pandemic did not disappear in 2021, so it was impossible to hold a meeting in person. However, we did have our two GAMs. Thanks to various digital platforms and use of software, we held some very interesting and highly productive meetings.

During these events, 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 had the opportunity to meet as a group, work together in committees, and share ideas and comments with the rest of the members, as we always do. It required plenty of coordination and the cooperation from all members - and sometimes, an extra effort due to inconvenient hours for some of our partners - but there we were!

At the last GAM, held in October, members agreed to hold the first GAM of 2022 in person in Dubrovnik, Croatia. We are already working on getting everything organized to make sure it is the best experience our members can have. Especially after two years of not being able to meet in person. However, members' safety is first and we will keep checking the Covid impact to make sure it is safe for everybody to attend.

We hope to see you all in Dubrovnik!

COMMITTEES

Committees got new members during the first GAM held in 2021 and they have been highly active during the year, holding regular meetings and coming up with strategies to achieve the goals they aimed at.

We also saw the cooperation between different committees, working together to improve communication through social networks to get more visibility and with recruitment purposes (IT and Marketing and Recruitment), or providing tools for safer and smoother operations between members (Governance and Business Development)

Activities will continue in 2022, starting with the design of a strategic plan of action for each of the committees at the beginning of the year and its implementation during the following months. All ideas and suggestions are welcome as it is members who decide in which direction they want to take TPF.

As committee work is totally voluntary, we want to thank all the members and their staff who take part in these activities for bringing value to all their partners.

TPF IS YOU



ON 2021

The year we are now leaving behind may have been one of the strangest and most stressful times that most of us have ever seen in this sector.

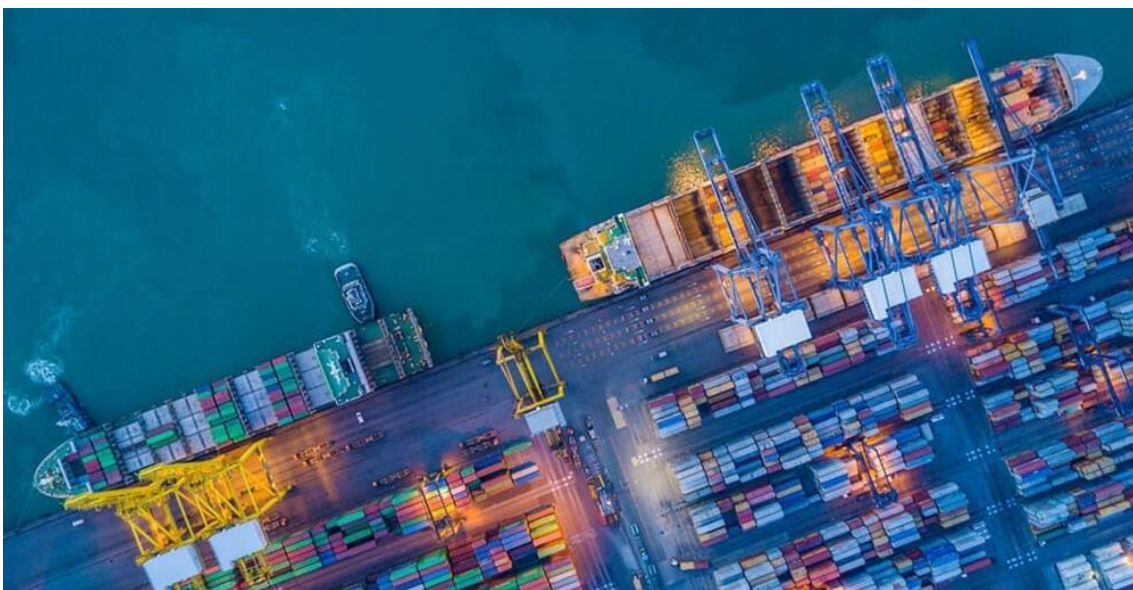
Ocean freight was shaken in a way nobody expected. From the fall in demand, the massive cancellation of stopovers and the suspension of entire rotations that marked the beginning of the pandemic in 2020, we suddenly moved to a sharp rise in the growth of e-commerce and consumer demand for hygiene products.

However, the continuous increase in demand and, therefore, in volumes, combined with the problems generated by the Covid-19 virus in different areas, and the application of protocols to secure the safety of workers, led to lack of space on ships and port congestion, raising rates to record levels.

When prices on the East-West routes began to soften in the first quarter of 2021, the blockage of the Suez Canal in March led to further delays and cancellations, again driving prices up.

The appearance of new cases of Covid-19 in China at a time when shipping companies were struggling with a lack of vessels and equipment, without sufficient capacity to face further congestion problems or an increase in volumes, only added to the difficulties freight forwarders and their customers were facing.

We have seen a lack of space that made bookings totally uncertain - the fact that you had a booking and had paid handsomely for it was not a guarantee that your shipment would go on board anymore. Rates seemed to reach an all-high mark every week, if not every day. Shipping lines kept asking for payment in advance while our customers expected us to give them credit the way we always did in the past. And if, in spite of all this, you were lucky enough to manage to send your shipment, you probably had to face delays of up to three weeks, or even longer, due to port congestion, staff problems in warehouses or lack of truck drivers.



Looking for alternative routes and means of transportation soon caused that railways and roads suffered from the same lack of equipment and space and high rates. And, of course, it also ended up affecting airfreight as essential products had to be shipped urgently no matter at which cost. And costs have been high!



If the peak season that covers Halloween, Thanksgiving, Black Friday, Cyber Monday and Christmas and New Year has always been a source of stress for freight forwarders, this year the situation reached levels that nobody was sure how to deal with.

Covid outbreaks keep happening around the ports and airports of the world in spite of the increase in vaccinated people, making operations even more difficult and forecasts, impossible. The new Omicron strain of the virus has been one last drop in an already overflowing glass, as it seems to be highly contagious.

As a group, TPF has been fighting the pandemic and the transportation crisis derived from it with everything within our means. All members applied safety measures, worked relentlessly to overcome all the issues that our clients found on their way, came up with creative alternative ideas, cooperated with each other in search of solutions and opportunities, managed to keep it all together so that business keeps happening and... all this remaining positive and being united.

I think all TPF Members deserve admiration and a huge applause for such a level of professionalism, dedication and effort.

Analysts say that things will be improving little by little in 2022. Shipping lines have already ordered very much needed new vessels from shipbuilding yards as well as more equipment, which will provide some relief. Vaccination levels keep increasing and in some cases, a booster is already being administered. The new variant, although highly infectious, seems to be less dangerous than the delta one, which may mean that the virus is weakening and may exhaust itself as it happened with other coronavirus before.

In the meantime, 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.

We are not out of it yet, but it looks like there are reasons for hope. So keep your spirit up and do not despair. Stay focused and positive.

Stay Safe, Stay United, Stay Positive

2022

• H A P P Y • N E W • Y E A R •