



ANOTHER SUCCESSFUL CONFERENCE WITH AN EXPECTED YEARLY INCREASE IN MEMBERS ATTENDANCE



40TH FETA FREIGHT SYSTEMS INTERNATIONAL WORLDWIDE CONFERENCE
BANGKOK MARRIOTT MARQUIS QUEEN'S PARK HOTEL
4 – 7 MARCH 2024
Hosted By: FETA FREIGHT SYSTEMS INTERNATIONAL



CHRIS WATERSON

MESSAGE FROM FFSI CHAIRMAN—It was good to see an increase in attendance at our recent Worldwide Conference held in Bangkok in March. We endeavoured to ensure there was no clash with any religious holidays to allow full participation.

Regrettably, there were still some members who did not attend. We thank those who were unable to attend for the courtesy of advising us in

advance with reason for their unavailability. We do of course understand that diaries may clash which is why we set the dates well in advance for you to 'block' your diaries for those few days.

In view of this, attendees were advised at the close of the Conference that our next Conference will again be held in Bangkok from 8th to 10th April 2025. Once again, these dates do not clash with any religious holidays, so we do hope for a full turnout. **BOOK THE DATES NOW!**

There are, however, several members who we never see at our meetings despite paying the mandatory attendance fee. We would be interested to know why you simply do not attend without explanation as you are missing out on the opportunity to build your relationship with fellow members.

Some of you have been members for many years and have so much to offer us all, most especially to new members. One of the highlights of the Conference was the river cruise welcome dinner which we hope to repeat in future, or something similar. 2 members have suggested alternative venues, and we thank them for their suggestions which will be considered at our next FFSI Board of Directors meeting in July.

Your Board has regularly looked at various options and take the following, in order of importance, into consideration before making a final decision:

- Hotel meeting package costs/facilities/menus/free 'add-ons' etc
- Hotel accommodation costs for attendees
- Anticipated travel costs for attendees
- Number of airlines serving the destination/ease of travel and connections
- Options for members during free time/evening



Visa requirements
Other considerations

To date, Thailand has ticked almost all the boxes more than any other option.

We are well into the year and trust that cooperation between members is contributing to improved and increased opportunities and results. For those participating in the Top Gun challenge we trust you are enjoying some good results.

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MEMBERS' NEWS

SOUTH AFRICA CONTRACT FORWARDING

HELPING OUR CHILDREN TO TAKE A STEP TOWARDS A BRIGHTER FUTURE



For many years Contract Forwarding has supported a vast number of charities by making financial contri-

butions to a range of non-profit organisations that support various causes.

Supporting those who are less fortunate than us forms a large part of the ethos of Contract Forwarding.

However, it's not just Contract Forwarding as an organisation that cares, this philosophy is shared by our own individual staff members too!

In December 2023, our Johannesburg Client Relationship Executive, Flo Matela celebrated her 40th birthday.

To mark this special occasion, and together with the nonprofit **My Walk Made with Soul** campaign, it was Flo's wish to donate 40 pairs of school shoes to the young children who attend Moshoeshoe Primary School in her hometown of Daveyton.

At Flo's request and in lieu of birthday gifts, she called on family and friends to donate to the **My Walk Made with Soul** campaign instead. Contract Forwarding also contributed to this great initiative in order help Flo to achieve her birthday wish.



On Friday the 19th of March 2024, together with our driver Christopher Malekutu, Flo visited the school children and headmistress of Moshoeshoe Primary School and handed over not just 40 pairs but 160 pairs of brand new school shoes! In addition to this each child also received a small case of school stationery. The outcome far exceeded Flo's initial expectation. It was a morning full of laughter, singing and great celebration.

The joy on each child's face served as a reminder of the profound impact of compassion

and generosity.

"Let us join hands to create a world where every child has access to education, healthcare, and a safe environment to grow and thrive." - Nelson Mandela

UNITED KINGDOM EUROPA AIR & SEA LTD.

EUROPA AIR & SEA INVESTS IN TWO NEW LEADERSHIP



Europa Air & Sea has invested in two new leadership roles as it expands its services for businesses based in the UK.

Europa Air & Sea is part of Europa Worldwide Group, an ambitious independent UK-headquartered logistics provider, that is setting the pace in the market and supporting customers at a time of rapid change.

With over 100 staff globally, and offices in Hong Kong, Shanghai, Dubai, Shenzhen and Delhi, two new leaders are helping establish Europa Air & Sea as one of the fastest growing air and sea freight providers.

After investing in its UK operation last year with the appointment of its first General Manager for the UK & Ireland, Miles O'Donnell, Europa Air & Sea continues to progress. Miles comments: Globally there are numerous issues impacting our industry, from the hostilities in the Red Sea, inflation costs and the lasting impact of the conflict in the Ukraine. In the face of these external pressures, it is vital to have the right infrastructure and team. We're optimistic about the times ahead as we strengthen our team and restructure to ensure we are offering the very best service to our valued customers."



The most recent development includes the appointment of Vicky Armitage who, with more than 13 years' experience in the industry, is well-positioned to take the company's sea freight services and customer experience to the next level.

With the ongoing situation in the Red Sea, this has never been more important. Vicky joins as Sea Freight Operations Manager, for the UK & Ireland, and will be based in Birmingham.

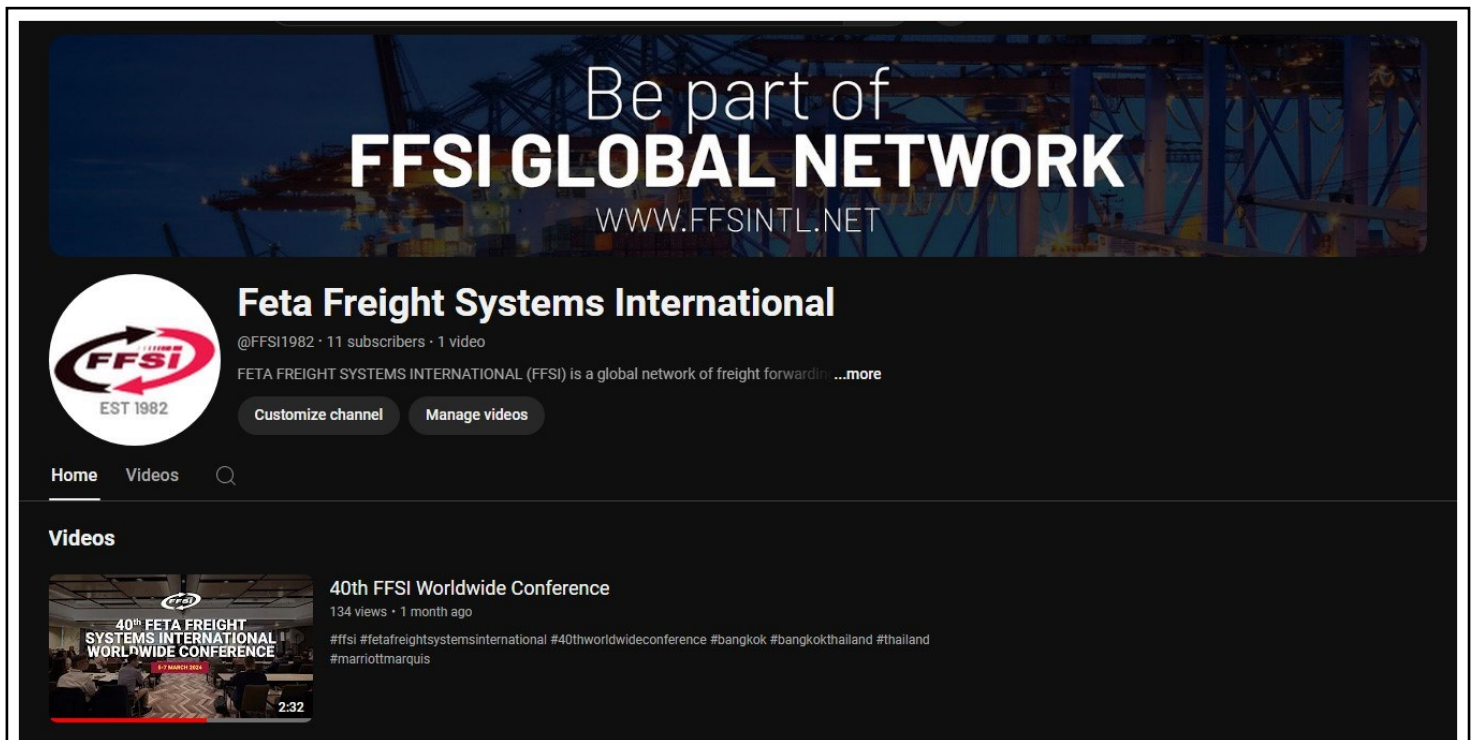
Vicky comments: "I'm excited to have joined Europa Air & Sea - a division that has experienced such impressive growth, innovation, and investment over the past few years.

"I have worked within the industry for over a decade now, starting at a junior level and working my way up, so Europa really felt like the perfect next step for me. I've watched the company's growth from afar over the past 10 years, so when the opportunity came up, I just had to take it. Being part of a highly ambitious, well-known logistics specialist is a real honour. This is a real time of development for the Europa Air & Sea division, and I am pleased to be a part of this next chapter."

(Continuation on page 3)

MEMBERS' NEWS

FFSI is now on YouTube! Please Like, Share, and Subscribe to our YouTube channel and be notified whenever there are new uploaded videos!



Kevin Perry has been with Europa for 18 years and has now expanded his portfolio becoming Air Freight Operations Manager, for the UK & Ireland, based in Heathrow. With extensive Europa experience, Kevin is an invaluable asset to the air & sea division and is now perfectly positioned to lead the company's dedicated, knowledgeable, and experienced air freight operational teams to ensure that British businesses benefit from the highest quality services at competitive prices.

Kevin added: "I started with Europa Air & Sea at the age of 16 as an Export Junior and since then, the company has supported me through the ranks.

I am a proud part of Europa and have witnessed the development and investment the company makes into each of its employees, creating a knowledgeable and driven workforce.

"We have a really strong team; we're focused and united – qualities which are nurtured by the wider business - so I really look forward to our next chapter of innovation."

The global air & sea freight industry continues to face unpredictable challenges but with a strengthened leadership team, Europa Air & Sea plans to prosper.

As post-pandemic strategies come to fruition four years on, the air freight industry in particular predicts a transformative year ahead.

As well as a growing global footprint, over the past two years, the company has embedded at least one Air & Sea business development manager at every local site throughout the UK and Ireland.

This has brought specialist air and sea freight expertise closer to customers, ensuring they receive a dedicated, knowledgeable and efficient service.

MEMBERS' NEWS

GERMANY

GATEWAY CARGO SYSTEMS GMBH

GATEWAY TO THE FUTURE



// GATEWAY TO THE FUTURE

GATEWAY CARGO is taking off! This was made possible by a comprehensive brand relaunch that has positioned the company as a reliable player and a high-performance partner in all areas of global transport, both externally and in terms of its content.

This relaunch is not just skin deep. It's also an expression of a commitment to play an active role in shaping the future of transport as a global logistics partner.

The groundwork to achieve this is already in place. With state-of-the-art sites at four locations, GATEWAY CARGO offers a complete range of state-of-the-art logistics solutions both locally and globally, creating ideal conditions for the innovative logistics player.

// IN GOOD HANDS AROUND THE WORLD

Customers appreciate that GATEWAY CARGO keeps their freight in safe hands as it travels. The company can rely on its broad and modern logistics network, which encompasses shipping by road, air freight, container ship or a combination of these.

The GATEWAY CARGO offices ensure that every shipment is handled on time. Regardless of whether it's a single component or an entire factory. No-fuss, transparent and reliable. With 100% -made logistics solutions.

// NEW LOGO – NEW LOOK 2024



// EXTERNAL PROMISE – INTERNAL COMMITMENT

The relaunch also shows how GATEWAY CARGO sees itself as a partner to its customers in all areas of modern logistics. The company feels personally obligated to meet customer goals, an ambition shared by each and every employee. The re-bundling of internal capacities is an integral part of this repositioning. And, it's the only way to turn an experienced logistics provider into a future-proof problem-solver for all current and future requirements the global cargo operator may face.



// TRIED-AND-TESTED VALUES FOR NEW ADDED VALUE

At GATEWAY CARGO, the desire to continuously develop is part of the company's DNA. In this way, the logistics specialist once again demonstrates how to reinvent itself as a brand and uphold tried-and-tested values, while cultivating partnerships with its customers and taking them to new heights.

// THE RELAUNCH AT A GLANCE

New design meets high standards: Click here to view the company's new website: [GATEWAYCARGO.de/en](https://www.gatewaycargo.de/en)

MEMBERS' REVIEW ON FFSI MEMBERSHIP

INDONESIA—4EVER TRANSINDO

Ade Suraya Manan



We are so lucky to join FFSI as one of the greatest logistics networks. By being FFSI's member a lot of benefits have impacted our organization quite considerably. The vibrant community from different part of the world are not just partners, beyond that we are truly a family.

UNITED KINGDOM—EUROPA AIR & SEA LTD.

Andy Serpant



Since joining FFSI we have established some excellent working relationships with like-minded forwarders from around the globe, who share our vision and commitment to expand our business portfolios by both air and sea. We have developed new trade-lanes in partnership with selected FFSI members and have many reciprocal arrangements that have benefited all parties. Our overseas network business has grown exponentially over the years and such is the importance that we place on the subsequent contribution to our revenue stream, we have created a new department that deals entirely with our partner enquiries.

So as well as just having the peace of mind of global coverage, which enhances our product offering to our customers, we have also developed proactive and long-lasting relationships which have positively impacted all parties.

GERMANY—GATEWAY CARGO SYSTEMS GMBH

Christian Glitscher



As a medium-sized freight forwarder, we need reliable partners around the world and we have found them among the members of the FFSI. The cohesion in the network is awesome and the FFSI payment guarantee fund also makes it easier to build trust with the members. The regular meetings are like a family meeting.

MAURITIUS—VELOGIC LTD.

David Tin Tsin Fong



Trade it easy

Velogic, headquartered in Mauritius, has nearly 60 years of experience in the logistics sector – FFSI has presented a plaque of appreciation

to its France office for being a member of FFSI for 25 years – this has been a landmark since we joined this network which has instilled a strong collaborative spirit till present day – FFSI has remained true to its commitment by showing integrity, mitigating financial exposure to its members and that a personalized solution based is being offered across strategic partners around the world.

I have been privileged to participate in FFSI Sales & Marketing meetings year –on- year and no doubt that a strong feeling of true camaraderie has flourished and has become a key component in FFSI DNA and which cannot be replicated in any other networks focusing on massive memberships. Let's be more innovative in our approach to capture niche market with the invaluable expertise of our members and together we celebrate the success and joy!

QATAR—JSL GLOBAL WLL

S. Khan



We are glad to share our gratitude towards FFSI. We JSL Global WLL represents FFSI in Qatar market and having a great business relationship and a personalized bond for last 5 years of partnership. Our sincere appreciation to the network specially on the feel we have like one "FAMILY" and have the opportunity to work on open forum with all our network members globally

FFSI management is always stood by their partners when there is a problem arises and where the we needs their support in timely and proactive manner. Since the organization ensures of selecting their partners with scrutiny and screening of each organization, we easily have the opportunity to bid for all RFQ and take forward the biz prospects with trust and Genuinity considering the rest assured by FFSI

We look forward to continue in future too with all supports and cordial reliasion for the betterment.

TURKEY—TRANSORIENT INT'L. FORWARDING INC.

Nil Tunasar Pakyurek



Receiving the 25th year Membership Award plaque at the 40th FFSI World-wide Conference in Bangkok on March 5th, 2024, was a real honor for me.

Over these past 25 years, I've had the opportunity to get familiarized with the rich culture of FFSI and compare it with other networks. The defining aspect of FFSI is the emphasis on friendship, bonding, and dedication. Unlike the typical approach of cultivating friendships from business interactions, FFSI members prioritize building their businesses on a foundation of genuine friendship and mutual trust.

The selection process for members is meticulous, resulting in a community of individuals who excel in their professional skills within their respective territories. The Board of Directors, who are highly established, diligently oversee the network's activities on a daily basis, ensuring that service issues are addressed promptly. The effectiveness of FFSI's payment protection system was particularly highlighted in 2024 when it successfully resolved a significant bad payment case for my company in South East Asia. This remarkable achievement underscores the robustness of the system and is a testament to its reliability.

In summary, I consider myself privileged to be a member of the FFSI network.

SOUTH AFRICA—CONTRACT FORWARDING

Jenifer Butt



Being part of FFSI is more than just being part of a network, it's about belonging to a global community of trusted partners who prioritize service and excellence. It's a close-knit atmosphere where our global partners ultimately become our friends. Where the emphasis is on shared goals and mutual growth.

FFSI's Crème de la Crème for 2023 BEST NETWORK OFFICES



BEST IN OVERALL PERFORMANCE

1. Indonesia	4EVER TRANSINDO
2. U. S. A.	AIR SEA FORWARDERS INC.
3. Taiwan	SAPPHIRE LOGISTICS CO., LTD.
Singapore	UNION AIR FREIGHT (S) PTE. LTD.
4. Hong Kong	MULTI-GOLD AIR & SEA EXPRESS LTD.
5. South Korea	NESURA EXPRESS CO., LTD.
6. U. K.	EUROPA AIR & SEA LTD.
7. South Africa	CONTRACT FORWARDING
8. Hong Kong	FLYNT WORLDWIDE LIMITED
9. Brazil	ELOTRANS TRANSPORTES
10. Thailand	FETA FREIGHT SYSTEMS

BEST IN ACCOUNT SETTLEMENT

1. U. S. A.	AIR SEA FORWARDERS INC.
2. Indonesia	4EVER TRANSINDO
3. South Africa	CONTRACT FORWARDING
Taiwan	SAPPHIRE LOGISTICS CO., LTD.

BEST IN SALES

1. Indonesia	4EVER TRANSINDO
2. U. K.	EUROPA AIR & SEA LTD.
3. U. S. A.	AIR SEA FORWARDERS INC.

BEST IN SERVICES

1. Singapore	UNION AIR FREIGHT (S) PTE. LTD.
2. Taiwan	SAPPHIRE LOGISTICS CO., LTD.
3. U. S. A.	AIR SEA FORWARDERS INC.

CONGRATULATIONS WINNERS!!!

ACCOUNTS RECEIVABLE REPORTS 2023 MEMBERS WITH COMPLETE SUBMISSION

Brazil	ELOTRANS TRANSPORTES INTERNACIONAIS LTDA.
Canada	AIR GOAL INTERNATIONAL FORWARDERS LTD.
China	WEIDA FREIGHT SYSTEM CO., LTD.
France	M&M MILITZER & MUNCH FRANCE SA
France	VELOGIC
Germany	GATEWAY CARGO SYSTEMS GMBH
Germany	M&M AIR SEA CARGO GMBH
Hong Kong	FLYNT WORLDWIDE LTD.
Hong Kong	MULTI-GOLD AIR & SEA EXPRESS LTD.
India	WORLDWIDE LOGISTICS (INDIA) PVT LTD.
Indonesia	4EVER TRANSINDO
Jordan	MAJLAN INT. CARGO SERVICES
Malaysia	PROFESSIONAL FREIGHT SYSTEMS (M) SDN BHD
Malaysia	TRASCARGO WORLDWIDE (M) SDN BHD
Mauritius	VELOGIC LTD.
Pakistan	EXCEL FREIGHT SYSTEMS (PVT) LTD.
Singapore	UNION AIR FREIGHT (S) PTE. LTD.
South Africa	CONTRACT FORWARDING
South Korea	NESURA EXPRESS CO., LTD.
Sweden	SPEDMAN GLOBAL LOGISTICS AB
Taiwan	FETA FREIGHT SYSTEMS (TAIWAN) LTD.
Thailand	FETA FREIGHT SYSTEMS (THAILAND) CO., LTD.
Turkey	TRANSORIENT INTERNATIONAL FORWARDING INC.
United Kingdom	EUROPA AIR & SEA LTD.
United Kingdom	UNISERVE LTD.
U. S. A.	AIRWAVES GLOBAL LOGISTICS
U. S. A.	AIR SEA FORWARDERS INC.

THANK YOU!!!

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FETA FREIGHT SYSTEMS INTERNATIONAL (FFSI) is a global network of freight forwarding companies rendering the full spectrum of transport services including multimodal, logistics and other specialised cargo handling related activities.

FETA was organised in 1982 by a group of Far East Asia-based freight forwarders with the objective of seeking reliable, aggressive and locally managed companies to form a strong strategic global network of alliances. In 1989, a core of FETA members incorporated FETA FREIGHT SYSTEMS INTERNATIONAL LTD.

Its objective is to form strong strategic alliances with prospective parties in potential countries trading under a unique name called FETA FREIGHT SYSTEMS. They will cater to the challenges of a globalising industry by offering the highest level of international freight forwarding and logistics services to the customers.

Any qualified forwarder who wants to develop and expand their network can be part of FETA FREIGHT SYSTEMS INTERNATIONAL

We're on the web:

www.ffiintl.net

FFSI CODE OF ETHICS

1. **MAINTAIN HONESTY, INTEGRITY AND CONSISTENCY.**
2. **COMPLETE TASKS AND OBJECTIVES ON TIME AND KEEP TO YOUR PROMISES .**
3. **REACH DECISIONS AFTER EFFECTIVE OPEN COMMUNICATION, LISTENING & CONSULTATION.**
4. **UNDERSTAND, TOLERATE AND RESPECT CULTURAL, RELIGIOUS AND OTHER DIFFERENCES.**
5. **ADD VALUE TO ALL YOUR PARTNERS.**
6. **PROMOTE A STRONG TEAM SPIRIT.**
7. **LEARN FROM MISTAKES.**
8. **BE INNOVATIVE AND CREATIVE; TAKE THE INITIATIVE.**
9. **CELEBRATE SUCCESS.**
10. **DISPLAY, EXPLAIN AND ENDORSE THIS CODE OF ETHICS TO ALL COMPANY STAFF.**