

Dubai Sales Meeting, did you miss it?



Dubai Safari. What a thrill !!

FFSI held a very successful and the most attended Sales & Marketing meeting at the Renaissance Hotel in Dubai, U.A.E. last October 10-12, 2005. It was attended by 63 delegates from 46 countries.

What was notable was the attendance also of a number of new members and three observers from Madagascar, Mozambique and Miami, U.S.A.

The one-on-one workshops was preceded by a presentation by Dan Angeles, one of the Executive Directors of FFSI, entitled "FFSI—A Better Alternative" which inspired and motivated the participants to try their best and have productive, meaningful and promising discussions with each other.

A very informative presentation by Ram Menen of Emirates Airlines (EK), and Issah Baluch of Swift Freight International (SFI) also emphasized the important role of Dubai in the global transportation industry.

A number of new members were given the chance to present their companies while the observers were likewise accorded time to

present themselves to all the participants. It was hoped that the event would bring increased business among the companies and a more Marketing oriented approach to FFSI as a global network.

The Chairman of the Sales & Marketing Sub-Committee, Warren Erfmann of Z.A. Trans Logistics (ZAT), thanked everyone for their enthusiastic attendance and participation in the meeting.

The event was highlighted by a Safari Tour to the sand dunes capped by an evening Arabian Nights dinner at an encampment among the camels and Arabian ambience which were waiting for the delegates at the end of the Safari.

<http://ffsi.info>, moving forward...

Visit our new web site at <http://ffsi.info>. All members company information fully updated.

New features: Photo Galleries of the last 24th FFSI Worldwide conference held in Beijing, China last March, 2005 and the last Sales & Marketing Meeting held in

Dubai October 10-12, 2005. FFSI Global Map with hot spots linked directly to your company information files.

Coming up will be the revitalized Agency Search and on-line work-shop scheduling systems. Headline news and announcements updated

every week. Flash bulletins coming up and, of course, the new FFSI e-News quarterly newsletter. Every member is encouraged to submit local articles of interest for publication.

If you have suggestions, email ffsinso@ffsi.net.

Special points of interest:

- FFSI now has 70 members in 56 Countries covering over 170 cities
- Our new web site: <http://ffsi.info>, new face, more dynamic
- Eastern Europe now adequately covered
- We are Expanding to the South, Central & Latin Americas

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New FFSI Members : France & Miami, U.S.A.

M&M FRANCE S.A. - was officially accepted as FFSI second member in France last October 27, 2005. Our first member who has been our member since 1998 is Rogers IDS France. With the addition of M&M France, FFSI strengthens its position especially in the ocean shipping sector. With the combined support of Rogers IDS and M&M in France, the network shall have greater opportunities to further develop the

France market. The main contact person at M&M France is Gerard Bertolini at gerard.bertolini@mumnet.com.

P.O. BOX INT'L Miami - was approved as FFSI member in Miami, U.S.A. recently last November 10, 2005. Although we already have FFSI representation in Miami through the branch office of Air-Sea Forwarders Inc., the addition of P.O. Box Int'l will greatly enhance FFSI's strength most specially in the Latin America mar-

ket. Fernando Gonzalez, President of P.O. Box Int'l, attended the recent Sales & Marketing Meeting held in Dubai last October 10-12, 2005 which was attended by 60 delegates. He had the opportunity to meet our members from 46 countries and conduct one-on-one workshops with many of them.

You may contact Fernando for service and sales requests in Miami through his email: fernando@pobiusa.com.



FERNANDO GONZALEZ
President, P.O. Box Int'l
Miami, USA

Helping Pakistan victims—It all started in Dubai



The Northern Pakistan Earthquake of October 8, 2005 is a major earthquake similar in magnitude to the 1906 San Francisco earthquake. As of November 8, the official death toll was 87,350. An estimated 3.3 million were

left homeless many of whom will die as winter comes and when disease spreads. As Saturday is a normal school day, most students were at schools when the earthquake struck. Many were buried under collapsed school buildings. Entire towns and villages were completely wiped out. A second massive wave of death will happen if we do not help the survivors who are in need of medical attention, food, clean water and shelter.

On the first day of the FFSI Sales & Marketing meeting held in Dubai (October 10), Warren Erfmann called for a 1 minute prayer of silence. The following day, FFSI Chairman Francis Ng announced that FFSI will donate US\$5,000.00 to a Pakistani Relief Fund. As of November 2, US\$16,750.00 was contributed by 16 other FFSI Members which makes the total FFSI relief contribution to the victims US\$21,750.00

“WHATEVER
LITTLE WE CAN
SHARE TO SAVE
A LIFE, TO HEAL
THE SICK, TO
COMFORT THE
AFFLICTED...
WHAT GOD
EXPECTS FROM
ALL OF US”

FFSI—A Better Alternative

Being part of FFSI has given all of us the advantages of being global and none of most of the disadvantages of belonging to a centralized and rigid global company. This has never been fully realized until the presentation of the thoughts shared by Dan Angeles, FFSI Executive Director, immediately before

the workshops during the last Sales and Marketing Meeting held in Dubai last October 10-12, 2006.

“FFSI is FULLY MATURED with 23 years of experience behind it. It has evolved from a small association into a service-filled and closely-knit global network.

Today, FFSI is also FLEXIBLE with the introduction of the 2-Members per locality Program which has proven to be successful for the benefit of the Network members.

At FFSI, we serve no single master, we SERVE each other with respect, discipline and efficiency. We maintain our INDEPENDENCE as a local

Freight Forwarder but with Global coverage.” He emphasized that the selling point of FFSI is the individual dedication and top quality service of each every individual member taken together into an effective network machinery. We should all be proud to be part of FFSI because there is no other association like it today.

14th Annual IACC Convention, George R. Brown Convention Center, Houston

The 14th IACC Convention held at Houston Texas from 17 to 19 May, 2005 was attended by two FFSI Executive Directors (Robert Lapointe & Warren Erfmann) and one USA Member (John Dauernheim) with the objective of promoting FFSI Membership to qualified and interested parties. The event resulted to the interest shown by eight freight forwarders to consider being part of FFSI.

These are McLean Cargo-USA, Issam Kabbaim Agency-Lebanon, Coppersmith Inc.-

USA, Cenoux Express-Nigeria, Natco-USA, Africa 2000 Inc-USA, Pacific Freight Links-Singapore and Shenzhen Euroland Int'l Forwarding-China.

After evaluating the various companies interested to join FFSI, the Membership Committee decided that only four may be worth pursuing. The company that has shown great interest and is now preparing the application kit is Issam Kabbaim Agency in Lebanon. The other prospects are rather slow in responding

to follow ups after sending them at least 3 emails.

We wish to thank our 2 Executive Directors and our Member for spending their time attending this conference on behalf of FFSI although the BOD, including the Executive Directors themselves, are not too happy with the outcome. This is the reason why FFSI decided not to open up a booth at the FIATA Conference held in Moscow last September, 2005.



GEORGE R. BROWN CONVENTION CENTER, HOUSTON

We are exploring other means to locate good prospective members in non-FFSI localities

Expanding China - More prospective members coming up

CHINA has been the center of attention for various sectors of business development for the past several years and the freight forwarding sector is one of them.

FFSI, in its attempt to tap into the growing huge potential of China held its 2005 world-wide conference in Beijing last March, 2005. The event has attracted a good number

of Chinese forwarders which bolstered our number of connections in China.

Today we have five FFSI members in China: Daysun Express (Beijing), Reach-All Global Logistics with offices in Shanghai, Shenzhen, Tianjin and Beijing, West True Dragon Transportation (Guangzhou) Ltd., Qingdao JC Feili International Logistics

Co., Ltd and Shanghai Asian Development Int'l Trans Pu Dong Co., Ltd.

We are still looking for more prospects to complement such a huge market and we recently received application from Carship International Transportation Ltd. With branch offices in Guangzhou, Shanghai, Tianjin and Chongqing. Their principal office is in Shenzhen.

“CHINA IS SUCH A HUGE MARKET POTENTIAL THAT WE CAN NOT STOP LOOKING FOR MORE COVERAGE TO TAP INTO ITS LIMITLESS RESOURCES”

Expanding towards South, Central & The Latin Americas

FFSI has been working so hard locating partners in these areas. At one time we had members in Mexico and Chile but they were not compatible with FFSI's vision and so has either left or was terminated.

We are fortunate to have our only existing member in Brazil but, certainly, we need to search for wider coverage.

Recently, we had opened up an opportunity to look at these areas again with great

excitement. Our newly approved member, P.O. Box International based in Miami-Florida, has proved to be of great help in this effort.

Fernando Gonzalez, President of P.O. Box Int'l, has spent a lot of time introducing his friends from Colombia, Costa Rica, Uruguay, Peru, and Brazil and he keeps working on other countries like Dominican Republic, Ecuador, Chile, Argentina and Bolivia.

It seems that Fernando's influence on his working partners are succeeding as at least 3 of them have responded favorably. We need more members like Fernando who really goes out of his way to be of service to FFSI.

We enjoin all FFSI members to give full support to P.O. Box Int'l by being more aggressive in searching and sending business his way. He deserves it for the hard work he is already doing for our network despite his being the newest member of our family.

Years of hard work can be saved with his help! Thank you Fernando.



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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 multi-modal, 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.

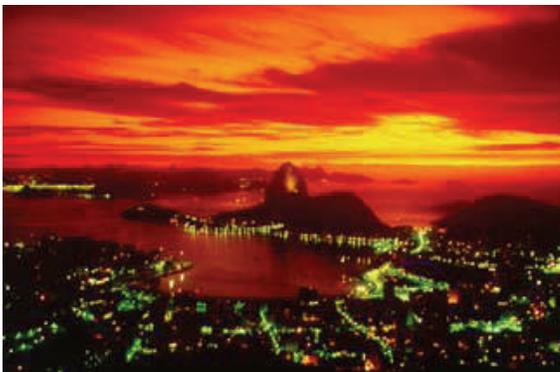
Its objective is to form a strong strategic alliances with prospective parties in potential countries trading under a unique name called FETA FREIGHT SYSTEMS. They will cater to the challenges of a globalising industry by offering the highest level of international freight forwarding and logistics services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

25th FFSI Annual Worldwide Conference, March 30—April 1, 2006



**RIO DE JANEIRO, BRAZIL
BARRA DA TIJUCA BEACH**



The next FFSI Annual Worldwide Conference will be held at Rio de Janeiro in Brazil. FFSI Member in Brazil, Logistic Network Technology, has been kept very busy organizing the event with the expectation of having about 56 countries represented by over 80 FFSI delegates visiting the beautiful city.

The big event will start with the arrival of FFSI's Board of Executive Directors on March 26, 2006 to conduct the usual pre-conference Board meetings on March 27 and 28. As March 29 is being prepared as a golf day or sightseeing day, we expect all the golf players and sightseers to arrive on March 28 while the rest of the conference participants should arrive on March 29.

The first day of the conference proper will be held on March 30 where the proper welcoming from the host and opening ceremonies, introduction of guests and observers, group photo session and presentations will occur.

The next two days on March 31 and April 1 will be the busiest days when one-on-one workshops will be conducted by all the participating delegates.

The hotel venue being prepared for this important event, the first FFSI Conference to be held in the Americas in fact, is Hotel Windsor Barra located in front of the Barra da Tijuca Beach. It is about 30 to 40 minutes drive from the airport. Rio de Janeiro's youngest neighborhood is Barra da Tijuca, or simply Barra as locals say. It is an area where everything is superlative. The beach is seventeen kilometers long (almost 11 miles). Here is the largest convention center in Latin America. The largest shopping mall too, with over 650 shops, and its own monorail system. Instead of supermarkets you have hypermarkets, with thousands of square feet. Add theme parks, natural reserves with wild birds and alligators, preserved beaches with limited access to cars, and you start to get an idea of the myriad possibilities.

As hotel reservations at Windsor Barra is very tight, register early to obtain confirmed reservations.