Our Qingdao meeting coincided with the 35th Anniversary of our Association, and was the usual warm get together of friends, as much as business colleagues. We were delighted to welcome a number of 1st time attendees who were quickly made to feel a full part of our Association.

The Westin hotel proved to be an elegant and classy venue. The tour of the Tsing Tao Beer Museum, built in 1903, was a hit and included the tour guide giving us much information on the history and provided us with as much beer to taste as were her facts. Christiaan of Gateway continually reminded us that it was the Germans who built the original factory and, without them, there would have been no tour. Towards the end of the tour everyone passed through the ‘drunken room’ and everyone battled to remain upright on a perfectly flat surface!

The Chairman’s Crazy Quiz was its usual informative exercise – once the answers were revealed. Scores by the groups remained traditionally below 40% despite some questions being as easy as the total of 2+2. Only 1 group got the correct total of 4. Just as well we were largely sales staff and not accountants.

The Top Gun results were announced on the last day and will be found elsewhere in eNews. Our Farewell dinner ended with some light entertainment to celebrate our birthday before the serious business of Bingo began. For the final round and US$500 grand prize, Ada was allowed to participate for the first time instead of rolling the numbers, and promptly won! The Chairman is still deciding whether this will be the first and only time she is allowed to participate.

The venue for the 37th Annual Worldwide Conference was announced as being at Emperors Palace in Johannesburg, South Africa to be co-hosted by FFSI and Contract Forwarding in order to join Contract Forwarding in celebrating their 35th Anniversary year. The Conference will run from 19th (tour day) to 23rd March.

Since March is a major tourist season in South Africa we appeal to all members to already book your flights and to register as early as possible.
MESSAGES

Dear FFSI family,

2018 is around the corner! In so many parts of the world children (and even some adults!) are getting excited to see what may be in store for them when it comes to the gifts they hope to receive from the North Pole. For us, in FFSI, we look forward to a New Year which we hope will bring increased business opportunities and smooth seas as we fly high.

May I wish you, your families and all of your staff a very Blessed Christmas and a successful and prosperous New Year. I look forward to seeing you all at one of our meetings in 2018.

CHRIS WATERSON, FFSI CHAIRMAN

Dearest FFSI Colleague & Friends,

The year is coming to an end and soon a brand New Year. Let's us all welcome the New Year with much happiness and prosperity. Blessed Christmas & A Happy New Year to the most wonderful family in the world. I am so grateful to have all of you in my life.

May this year be the best yet for us all.

LAWRENCE LOW, FFSI DEPUTY CHAIRMAN

I wish all a Merry Christmas and a Happy New Year with healthy and prosperous 2018.

FRANCIS NG, FFSI CFO

In this joyous season, I wish you and your family a very merry & peaceful Christmas and a prosperous new year.

ADA LAI, FFSI COO

As we come to the end of another year, I wish you all & your respective families a Merry Christmas and a Prosperous 2018 !!

I thank you all for being there for each other all these past years & together we will definitely make it better !!

ANTHONY WONG, FFSI EXECUTIVE DIRECTOR

To my FFSI Family, thank you for your support and cooperation to the Network Services Office this 2017. I wish the coming 2018 will bring us happiness, love and prosperity. May the good Lord grant all our hearts’ desire.

Merry Christmas and a blessed New Year!

JOY MORTEL, FFSI NSO ADMINISTRATOR
MEMBERS ANSWER THE QUESTION: “WHY FFSI?”

For over 35 years, Feta Freight Systems International has been very careful in selecting its members. As a matter of fact, there are companies who have been members of FFSI for over 30, 25, 20, 15, 10 and 5 years. Why did they join FFSI? Why did they stay members for so many years? We have asked two FFSI members for over 5 and 10 years to answer the question: Why FFSI? They were generous and cooperative in sharing their experiences through the years and in giving their advice to other FFSI members.

**Why did you join FFSI?**

We wanted to be part of a reliable network to expand our business.

**Why until now you are still a member of FFSI?**

We appreciate to be able to rely on the contacts we have within the FFSI family. FFSI stands for guarantee, trustworthy and reliable members!

**What advice can you give to our members in building more business to one another and in continuing their FFSI membership?**

To focus on specific trade lanes/markets and start a sales campaign. Even more important is that partners put their focus on the trade lane to be able to develop it. Followed by joint sales calls.

Any other positive and encouraging message to the members.

We are really happy to be part of the FFSI family and we got a lot of new personal friends! Joint success is our goal and we look forward to develop joint-business with all the FFSI members!

---

**THAILAND**

**FFS THAILAND MOVES TO NEW OFFICE**

Feta Thailand would like to remind all members that they have moved to new address as below:

388/48 Chic District
Ramkhamhaeng Road
Ramkhamhaeng Soi 53
(Chan Sri Chawala), Phlab Phla,
Wangthonglang, Bangkok 10310
Tel: +662-035-7015-19, Fax: +662-035-7014
Airport Operation Office Tel: +662-134-6837-38

---

**MARKUS KELLER**
Member for 12 years

**ANTHONY LAW**
Member for 5 years

---
MEMBERS NEWS

SINGAPORE
UNION AIR FREIGHT (S) PTE LTD

WELCOMING NEW BUSINESS DEVELOPMENT MANAGER

We are pleased to inform you that Tan Liang Jian, 30, joined the company in October as Business Development Manager.

Liang Jian graduated from the Singapore Management University with a summa cum laude double degree in Bachelor of Accountancy and Bachelor of Business Management (Finance).

He worked in a property portal start up before joining a fashion e-commerce company where he headed the marketing analytics team in the regional office.

Liang Jian is passionate about the intersection of technology, strategy and customer experience and believes in not only data-driven decision making but also creative problem solving. In his spare time, Liang Jian enjoys football (both watching and playing!) and reading.

AUSTRALIA
INTERNATIONAL CARGO EXPRESS

ICE DELIVERS ENERGY FOR AUSTRALIA

When ICE were contacted by a major client who were building a gas processing plant for the Northern Territory Government, we knew it would be a significant challenge. The construction project was remote, and ICE were tasked with importing over 3,000 cubic metres (650,000kgs) of components for the plant. That’s a volume bigger than an Olympic swimming pool and the weight of over 120 fully grown African elephants.

Components were large (one over 35m in length and weighing 125,000kgs), components were small and components were many. Only one thing was consistent – the need to deliver every piece of freight on time and within budget.

- 1,000 cubic metres of road shipments throughout China from Qingdao to Shanghai port (750km away)
- Transferring freight directly from barges to the chartered cargo vessel to minimise timescales and costs
- Maximising protection for sea-freight in Shanghai whilst working to stringent deadlines
- Organising specialist road contractors to transport oversized cargo 1,000km inland
- Co-ordination with local shipping, customs and quarantine agents in China and Australia
- Complete client liaison throughout the project

MEMBERS NEWS

CHINA
SHENZHEN ANDA SHUN INT’L LOGISTICS CO., LTD.

ANDA SHUN ESTABLISHED OWN RAILWAYS DEPARTMENT

Following the Belt and Road Initiative, China set up coordination mechanisms in terms of railway transport and port customs clearance for the China-Europe corridor, cultivate the brand of “China-Europe freight train”. With the first CR express train launched in 2011 from Chongqing to Duisburg, the railway transportation/CR Express recently runs over 5000 trips. Railway transportation has the advantage of being much cheaper than air freight (can save about 80% cost) and faster than sea (shorten over half transit time). China to rail station: Hamburg, Duisburg, Lodz, Warsaw with 12-15days...then to any Europe warehouses with extra 1-2-3days. It's has attracted extensive attention in global market especially Europe market. To match our client's demands, ADS as the first companies to build rail freight products, and now we are promoting this good products to all FFSI partners: China-Europe freight train service.

With very good relationship with CR Express train companies, we are able to offer good rail rates/rail service for our customer:

1. Rail FCL & LCL service to/from Europe: Germany, Poland, UK, France, Spain, Italy, Czech Republic, Russia etc.
2. Customs clearance service
3. Warehouse, stuffing & devanning etc.
4. Special container service, like RF container, GOH etc.

Feel free to contact us if any Rail Requests to/from China from/to Europe. Our Contact:Tina_lu@ads-logistics.com & szxomkt.list@ads-logistics.com

Our experience, local knowledge and co-ordination with Darmin authorities allowed us to customs clear the shipment two days prior to arrival. We also successfully structured a duty deferral plan to allow our client to defer a payment of A$700,000.

John Mangiafico, Director, who led the ICE team commented, “ICE has managed many projects to date but none quite of this size and scale. To ensure the success of the project we put proactive communication at the forefront of our approach, engaging with the client and managing expectations throughout.” This project is a prime example of the diverse nature of jobs that ICE successfully undertakes every day. Regardless of size, shape, volume, destination and entity – we consult, we plan, we deliver.
MEMBERS NEWS

INDIA
WORLDWIDE LOGISTICS (INDIA) PVT. LTD.

WWL’S INITIATIVE ON CORPORATE SOCIAL RESPONSIBILITY

At WWL Group, we have always believed in giving back to the society, who is touching our everyday lives. We have always integrated the environmental, social and ethical principles into our business.

As a responsible corporate citizen, we have decided to collaborate with the Confederation of Indian Industry (CII), Southern Region to engage in Prime Minister’s Swachh Bharat related activities. As a part of the initiative, it has been decided to collaborate with CII in taking up the following projects at Chennai, where the Group’s HQ is located.

Reconstructing toilets at a Middle School; and
Re-Construction of Anganwadi (Mid-day Meal Station)

The objective of undertaking the above projects is to provide a clean and safe sanitation facility, thereby ensuring wellbeing of the students and teachers working at the schools. The above activities have been initiated and are expected to be completed by the end of June 2018. The inaugural function for the commencement of the project has been done on 29th November 2017 (Wed) at the Govt Primary & High School in Chennai.

ISO CERTIFICATION


Congratulations for a well done achievement!

BEST PERFORMANCE AWARDS @ WWL GROUP

We have ongoing projects in Bengaluru, India with Toyoda Gosei (TGSIN) and Autoliv, where we are handling the Stores, Inventory needs of the clients. Our employees posted at the above locations have been winning Best Performance Awards and Quality Awards every month. 6 of our employees have been recently awarded with Employee of the Month awards at the respective customer locations. Some of the photos are attached for your reference.

WWL Mr S Anantharaman handing over the Best Performance Award (Oct’17) to Mr Ravikiran, on behalf of Mr Shanker.

Arun N from RM Stores – For outstanding job in increasing inventory accuracies.

Par Excellence Award – WWL Team

Congratulations To Rasi @ WWL Team @ FESTO Mr. Rasi – From WWL Festo Project Participated In Kaizen Competition Held @ Mysore On December 03 2017 Winning National Award For Par Excellence Award, WWL Team of Supervisors – Team Leaders And Mr. Prasad Project Head Seen in Photos Celebrating the Moment.
MEMBERS NEWS

U.K.
EUROPA WORLDWIDE LOGISTICS LTD.

EUROPA AIR & SEA SALES SOAR SKY HIGH

The Air & Sea division of leading logistics operator Europa Worldwide Group has seen exponential growth in the volume of its imports and exports over the last three years and as a result is investing in new Business Development team members.

Europa Air & Sea recorded some of its best ever results in Q2 of this year for import growth within both its air and seafreight operations. As a result, the division has taken on three new Business Development Managers within the last 12 months that are based in Leeds, Manchester and Bristol.

National Air & Sea Sales Manager at Europa Miles O’Donnell said the original team’s success over the past few years was the reason for its continued investment in its growth. He said: “We can see that the structure and processes that we have implemented across the division are working well and sales is a vital element of this.

“Our company has seen significant growth over the last four years since Andrew Baxter acquired Europa and restructured it so that Air & Sea, as well as Showfreight and Warehouse, were clearly defined arms of the business. We have heavily invested in our team, our service, our expertise and our partner relationships and business has boomed for the Air & Sea team. “At the moment both our Air & Sea divisions are acquiring business on almost every trade lane imaginable. We consider new business on a case by case basis, taking the time to fully understand the client’s needs and expectations to ensure our commitment to exceptional service levels is intrinsic from the start.”

The latest business development manager to join the division is 25-year-old Jack Trott. Jack, who previously worked for Kuehne + Nagel, is based at Europa’s Bristol branch. He said: “I’m really enjoying my time here and everyone has been very welcoming since I came on board. Everyone is professional, determined and focused. My local knowledge of the South West will allow me to efficiently service our customers across the region. The growth that Europa’s Air & Sea division has seen attracted me to the business because it shows that its ambitious plans for growth are working and I am very excited to be a part of it.”

EUROPA BECOMES SOLE UK PARTNER TO CARGOLINE

Europa Road, a dedicated division of the ambitious independent logistics provider, Europa Worldwide Group, has been appointed as the sole UK representative of the prestigious CargoLine network.

CargoLine offers standardised and systemised groupage transportation, as well as distribution, procurement and contract logistics. The network is made up of more than 80 partners, spanning 43 countries, extending to the Middle East and North Africa, as well as the European home territories. In addition to its 1,583 direct lines in Germany and across Europe, CargoLine has three hubs in Germany, a central hub close to Fulda in central Germany, as well as a southern and northern hub.

This latest development in Europa’s rapidly expanding growth plan, which is seeing the business run at 30 per cent volume growth across the business, will compliment Europa’s existing partner network on the continent.

In addition to its current operation, Europa will operate a daily connection, five times per week, to and from the central CargoLine hub. It will also receive CargoLine’s consignments to distribute in the UK, and act as a gateway for export consignments into the hub, either for Germany, or further afield.

Operations Director at Europa, Dan Cook, said: “This is a really exciting development. CargoLine is a hugely respected and credible independent network, and includes some heavyweight organisations through Europe. Our participation is a reflection of the standing Europa has on the European stage.”

“As a long-standing groupage partner of some of CargoLine’s member companies, Europa has made a name for itself as a strong and reliable partner that has a promising future. We are pleased to turn these bilateral business relationships into a CargoLine-wide one and make Europa our sole representative in the UK. This is a partnership both Europa and CargoLine will hugely benefit from,” said Bernd Höppner, Managing Director at CargoLine.

The relationship with CargoLine will further strengthen the reliability of Europa’s general groupage product and enable the business to offer enhanced product ranges within a standardised framework, such as time specific deliveries (pre 08:00 and pre 10:00, or evening deliveries), unpacking and packaging removal, express options, and much more.

Europa’s turnover pushed through the £100 million mark at the end of 2016 and the business’ goal is to reach £200m by the end of 2018. It currently operates 36 road routes across Europe, 21 of which run daily. Europa’s ambition is to become market leader between the UK and the continent by 2018. As well as its specialist European road freight solutions, Europa also provides dedicated air, sea, warehouse and showfreight services.

Europa is a member of the FETA Freight Systems International Network (FFSI), a global agent network of companies offering the full spectrum of transport services.

As well as its successful Air & Sea freight operation, Europa World-wide Group also provides specialist road, warehouse and showfreight services. The business, which is this year celebrating its 50th anniversary, is operating at around 25 per cent growth across the board, broke through the £100m turnover barrier at the end of 2016 and is on target to exceed £200m turnover by the end of next year.
2016 / 2017 TOP GUN WINNERS

TOP GUN WINNER (GOLD)
South Africa  BARLOWORLD LOGISTICS

2ND PLACE (SILVER)
Hong Kong  FLYNT INT’L FORWARDERS LTD.
Award received by Flynt’s Team

3RD PLACE (BRONZE)
Germany  M&M AIR SEA CARGO GMBH
Award received by Marek Ziemniewicz

MOST MOA
Hong Kong  FLYNT INTERNATIONAL FORWARDERS LTD.
Award received by Flynt’s Team

TOP GUN ACHIEVERS (In Alphabetical Order)
AIR SEA FORWARDERS INC – USA
AIR GOAL INTERNATIONAL FORWARDERS LTD – CANADA
ALBACOR SHIPPING - RUSSIA
ASIA OVERSEAS TRANSPORT CO., INC - PHILIPPINES
BARLOWORLD LOGISTICS AFRICA (PTY) LTD – SOUTH AFRICA
EXCEL FREIGHT SYSTEMS (PVT) LTD – PAKISTAN
EUROPA WORLDWIDE LOGISTICS LTD - UK
FETA FREIGHT SYSTEMS (TAIWAN) LTD - TAIWAN
FETA FREIGHT SYSTEMS (THAILAND) CO LTD – THAILAND
FLORENCE SHIPPING SPEDIZIONI INTERNAZIONALI SRL - ITALY
FLYNT INTERNATIONAL FORWARDERS LTD – HONG KONG
GATEWAY CARGO SYSTEMS GMBH – GERMANY
GLOBAL FREIGHT SOLUTIONS AB - SWEDEN
HA THIEN - GALAXY EXPRESS - VIETNAM
HINDUSTAN CARGO LTD – INDIA
INTERNATIONAL CARGO EXPRESS PTY LTD – AUSTRALIA
M&M AIR SEA CARGO GMBH – GERMANY
NESURA EXPRESS CO LTD – KOREA
ORBIT INTERNATIONAL LTD – NEW ZEALAND
VCK LOGISTICS - NETHERLANDS
VELOGIC LTD – MAURITIUS

Congratulations To All
The Winners
And Every Participant!!!
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.

**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. **To Display, Explain and Endorse This Code of Ethics to All Company Staff.**