

25th FFSI Worldwide Conference, Brazil - A Huge Success !!!



FFSI's 25th Worldwide Conference held in Rio de Janeiro, Brazil last March 30—April 1, 2006 was a huge success! It was attended by 74 eager participants from 51 companies representing 54 countries worldwide.

The venue of the conference was the Hotel Windsor Barra which features a 27 km. beach shoreline at Barra da Tijuca in Rio de Janeiro.

Hosting the conference was FFSI's Network Office in Brazil: Logistic Network Technology trading under the name

of Metropolitan Trading and Freight Forwarder (Brazil).

Some of the major subjects taken up in the conference were:

1) the "IATA Freight Clear", a new product of IATA which assists freight forwarding networks in simplifying remittance and account settlement systems among all participating agents (possibly patterned after CASS); 2) a brief review of **Transport Logistics: Past, Present & Predictions**, a book written by Issa Baluch, Chairman of

Swift Freight International (FFSI's Network Office in Dubai, U.A.E.); 3) a presentation by the newly appointed COO, Dan Angeles, of "FFSI, Gearing Towards Continuity" which highlighted the history and future plans of FFSI; 4) the increase of the Guaranty coverage in case of bankruptcy from US\$25,000.00 to US\$30,000.00 without any additional cost or requirements from members; 5) the simplification of the Accounts Receivables monthly reporting system and 6) the an-

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PERFORMANCE AWARDEES FOR THE YEAR 2005

42 FFSI Members appraised the performance of their FFSI partners in terms of Service, Sales and Account Settlement for the year 2005. The awardees from left to right: 1) John Roza-Pereira of FIF Freight Systems (Canada) - 2nd Most Improved Overall; 2) Hazel Macaraig of FETA Freight Systems Phils. - Most Improved in Sales, 3rd Most Improved Overall; 3) Steven Seah of FETA Freight Systems (Thailand) - 10th in Overall Performance; 4) Jimmy Li of Rogers Logisitics (MRU) receiving the award on behalf of Rogers IDS (France) - 6th in Overall Performance; 5) Alwyn Harris of Wilgo Freight Systems (U.K.) - 8th in Overall Performance; 6) Peter Schmidt-Loeffler of ZA Trans Logistics (South Africa) - 2nd in Overall Performance, Best in Accounts Settlement and Best in Sales; 7) Anthony Wong of FETA Freight Systems (Taiwan) - Best Overall Performance and Best in Service; 8) Chris Waterson of Contract Forwarding (South Africa) - Most Improved in Account Settlement, Most Improved in Service, Most Improved in Overall Performance and 7th in Overall Performance; 9) Marc Kort of VCK Air (Netherlands) - 9th in Overall Performance; 10) Todd Hinkley of Air-Sea Forwarders (U.S.A.) - 4th in Overall Performance; 11) Christian Koeppel of M&M Air Sea Cargo (Germany) - 3rd in Overall Performance and 12) Tracy Choo of Accord FETA Freight (Singapore) - 5th in Overall Performance.

WISHING THE BEST FOR CRISTIANE POETA

FFSI Managing Director Francis Ng presents a gift of appreciation to Cristiane Poeta, Managing Director of Logistics Technology (Brazil) host of the 25th FFSI Worldwide Conference. The book presented to Cristiane is the only book of its kind which has received accolades from various top transportation authorities. It was authored by Issa Baluch, Chairman of Swift Freight International (UAE) and carries the appropriate title *Transportation Logistics: Past, Present and Predictions*.

Cristiane joined her first FFSI Conference in 2001 when it was held in Sydney, Australia. Since then, she has been a very active and supportive member of FFSI always fighting for the chance to host an annual worldwide conference. She volunteered her Company to host the 24th FFSI Worldwide Conference but bowed down to the most timely venue of Beijing, China.

However, this year, she got her wish and hosted a most successful and memorable 25th FFSI Worldwide Conference.



10 NEW FFSI MEMBERS INTRODUCED AT CONFERENCE

The ten newest agents to join the FFSI Worldwide Conference since the last worldwide conference held in Beijing, China last year were presented to the existing FFSI Network Members. Membership Certificates were given to their representatives by FFSI Managing Director, Francis Ng and were officially welcomed into the FFSI family.

Photo from left to right: 1) Daniel Brown of Northern Arrow Freight (Canada / Montreal); 2) John Lam of Careship International Transportation (China / Shenzhen); 3) Fernando Gonzalez of P.O. Box International (U.S.A. / Miami); 4) Lloyd Kennoo of Rogers IDS LDA (Mozambique); 5) Gerard Bertolini of M&M France; 6) Peter Timmermann of International Cargo Express (Australia); 7) R.R. Balasubramanian of Worldwide Logistics (India); 8) Christian Koeppel of M&M Air Sea Cargo (Germany); 9) Marek Ziemniewicz of M&M Air Cargo Service (Poland) & 10) Jacky Jiao of Reach-All Global Logistics (China / Beijing).



Over 500 tons of airfreight from Hamburg to Karachi



At Radio Frequency Systems (RFS) in Hannover (from left to right): Muhammad Asif Khan (director / Excel Freight - KHI), York Pokornowski (general manager / LWS -- logistics provider of RFS), Andreas Grupe (commercial director / LWS), Muhammad Saleem Butt (director / Excel Freight - LHE), Shahzada Khurram Khan (director / Excel Freight - LHE), Oliver Klitzing (M&M Hamburg air).

Routed by Excel Freight Systems (Pakistan) – partner in the FFSI network – M&M air sea cargo GmbH Hamburg (Germany) moved over 506 tons of underground telephone cables and equipment by air freight to Karachi. There were 4 partial shipments with a total of 781 units.

For each shipment, an average 22 trucks were needed to take the cargo from Hannover to Frankfurt. As the cable drums could be moved only in an upright position, they were fastened with chocks nailed on the truck floor. The air shipment was done by Pakistan International Airlines (PIA) and Lufthansa.

Cooperation worked smoothly, and the cargo reached the consignee safe and without problems. The way was paved for modernizing mobile communications in Pakistan.

During a recent business trip to Germany, the representatives of Excel Freight Pakistan paid a visit to the sender in Hannover.



FFSI covers Eastern & Central Europe through M&M Militzer & Muench Group

During the last 25th FFSI Worldwide Conference held in Rio de Janeiro, Brazil last March 31 to April 1, 2006, top executives of M&M Militzer and Munch presented their companies covering Germany, France, Poland, Bulgaria, Belarus, Czech Republic, Hungary, Lithuania (covering also the other Baltic States of Estonia and Latvia), Romania, Russia and Ukraine. M&M has been previously a member of the association for many years but had to leave for strategic reasons that their group were pursuing at that time. But, as what usually happens in the transportation industry, dramatic changes in alliances has brought back the group to FFSI. FFSI's coverage of the Eastern and Central European region is greatly enhanced by the presence of M&M.

In the photograph from left to right are: Harald Mazarin, Managing Director of M&M air sea cargo GmbH (Germany), Marek Ziemniewicz, Operation Director and Member of the Board of M&M Air Cargo Service Polska S.A. (Poland), Christian Koepfel, FFSI Coordinator for M&M Germany (located in Munich), and Gerard Bertolini representing M&M Militzer & Munch France S.A.

Flynt International Forwarders Ltd., Hong Kong wins Awards.

Flynt International Forwarders Ltd., Hong Kong was awarded Best Cargo Sales Agent of Air China while also being recognized to be among the Top Ten Partners of Lufthansa in Hong Kong.

Congratulations to Flynt for consistently showing aggressive leadership and excellence in the field of international freight forwarding!



FETA FREIGHT SYSTEMS INTERNATIONAL

CORPORATE HEADQUARTERS—HONG KONG

Address : Newport Centre, Phase 2, Flat 1-3
3/F., 116 Ma Tau Kok Road
Tokwawan, Kowloon, Hong Kong
Telephone : (852) 26276000
Fax : (852) 27640664
Contact : Francis Ng, Managing Director
(Mobile: (852) 9482 4625)
E-mail : francisng@flynt.com.hk
ffs@netvigator.com
Contact : Ada Lai, Secretary General
(E-mail: ada@flynt.com.hk)
Polly Chan, Co-ordinator
(E-mail: polly@flynt.com.hk)

NETWORK SERVICES OFFICE—PHILIPPINES

Address : Gedcor Square, Suite 6, Irasan Street
Corner Ninoy Aquino Avenue
Parañaque City, Philippines 1700
Telephone : (63) 2 8206355
Fax : (63) 2 8292752
Contact : Dan Angeles, Chief Operating Officer
(Mobile: (63) 926-6245203)
E-mail : ffsinso@ffsi.net, dangeles@ffsi.net

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 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 Worldwide Conference, Brazil...

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announcement of the next 26th FFSI Worldwide Conference which will be held in March, 2007 in Guangzhou, China and to be hosted by West True Dragon Transportation, the next FFSI Sales and Marketing Meeting to be held from October 9-11, 2006 in Goa, India which shall jointly be hosted by Worldwide Logistics and Hindustan Cargo and finally, the 27th FFSI Worldwide Conference to be held in Vancouver, Canada in April, 2008.

What was new in this conference was the application of a one-on-one workshop scheduling system which allowed participants to schedule their workshop meetings with the rest of the other participating companies on-line and completed in a matter of minutes.

On the social side, there were two highlights of the conference: the Samba Night Dinner on March 30 which turned out to be a mini Rio Carnival to the amazement of everyone; and the Kara-

oke-Beauty Pageant Night on April 1 which turned out to be a riot!



SAMBA NIGHT Brazilian Exotic Dancers



Miss FFSI Beauty Pageant 2006 —

Dan Angeles appointed COO of FFSI



Dan Angeles was appointed COO (Chief Operating Officer) effective April 1, 2006 of the FFSI Network by the Board of Directors of

FFSI during their board meeting held March 27, 2006 in Rio de Janeiro, Brazil. Dan has been in the Board and an Executive Director of FFSI since 1985. He has also managed the Network Services Office (NSO) since it was first moved to the Philippines in 1993.

It was announced that Dan's major objective is to organize and professionalize the NSO to provide continuity and stability in the Administrative and Management functions of FFSI. Part of the strategy is to develop a set of Standard Procedures Manuals for all the activities of the NSO and to use these as a basis for training NSO staff.