

FFSI Sales & Marketing Meeting in Goa, India — A MUST !!

About Goa

Goa, the site of the next FFSI Sales & Marketing Meeting from October 9—11, 2006, is a much-feared destination on the World Tourism map. This tiny emerald land covering 3702 sq km has a 105 km long coast line lapped by the Arabian Sea. Temperate climate, diverse landscapes, wide, sandy, palm-fringed beaches, clean waters and an aura of serenity attract many tourists from all over the world.

Goa is pleasant throughout the year although it rains between June and September. Goa is reachable from Bangalore, Mumbai, Mangalore or Pune by road or rail. It is linked by air to most major Indian cities.

Goa is best known for its beaches and most tourist attractions are centred around 4 towns namely Panaji, Margao, Vasco and Ponda

The Taj Hotels in Goa include some of the best beach resorts in Goa. Situated in close proximity to the beach, Fort Aguada Beach Resort offers a range of spacious villas and cottages. **Taj Exotica**, located on the southwest coast of Goa, overlooking the Arabian sea is a Mediterranean-style luxury resort. Taj Holiday Village is a complex of terracotta-roofed cottages and is the perfect combination of modern elegance and timeless hospitality.

Best Buys

Spices and cashew nuts are found in plenty in Goa. Intricately designed gold and silver jewellery and ornate temple jewellery are specialties of the region.



TAJ EXOTICA HOTEL— GOA, INDIA



FFSI Sales & Marketing Meeting in Goa, India will be co-hosted by FFSI Members: Worldwide Logistics (India) Pvt Ltd. and Hindustan Cargo Ltd. They started preparing for this meeting in April and have finalized all the arrangements including a special Indiana Waterfalls Sightseeing Tour on October 8 for all the delegates. We have yet to see the golfing arrangements they are planning.

FFSI arranges an annual Sales & Marketing Meeting for all its members where the organization subsidizes all the meeting fees, functions and includes one free sightseeing tour. Observers are also invited on this tour although a small charge is made to cover the cost. Last year, the meeting was held in Dubai, U.A.E. where all of the 64 participants were treated to a Safari Tour of the beautiful sand dunes of the desert. While last year's tour was hot and dry, this year's is sure to be wet and wild at the Indiana Waterfalls up the mountains of Goa.

The Sales & Marketing Meeting will include three days of rigid one-to-one workshop schedules, the objective being to increase business among the members which is of paramount importance to the continued expansion of FFSI.

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World Trade Week Award

Service to World Traders Award

AIR-SEA FORWARDERS, INC.



Air-Sea Forwarders, Inc. is an International Freight Forwarder, licensed Customs Broker, as well as an Ocean Transportation intermediary (NVOCC), in business since 1948. The company was founded by Erwin Rautenberg who is active in the management of the company. We work closely with our many national and international customers, to whom we provide a very professional and personalized service. We handle international air freight, sea freight and U.S. Customs arrangements for our customers. Our philosophy has always been: "Service to the customer comes first."

Ray Martel, accepting the "Service to World Traders Award" from World Trade Week representatives on behalf of Air-Sea Forwarders.

Tense situation at European seaports and its impact on the traffic to and from Switzerland

by Franz Kneubuehler, Director Air- & Seafreight, LAMPRECHT TRANSPORT LTD., Switzerland



From its location, Switzerland has good access to all European seaports, including the Mediterranean ports. Due to far better connections to the ports of Antwerp, Rotterdam and Hamburg, their superior infrastructure and lower transit costs, Swiss freight forwarders are mainly making use of those three Northern ports. The traffic to and from the ports is conducted predominantly by rail shuttle and, whenever the water level of the Rhine allows, by barge. The latter transport way had to be omitted for almost half a year at the end of 2005/beginning 2006 due to the water level. Although the Mediterranean ports, especially Genoa and La Spezia, are situated closer to Switzerland, they are not as attractive as the North ports, as they cannot compete against their level of infrastructure, both, in the ports themselves and for transit to and from them, thus generating transit times equal to those to the Northern ports. Freight rates are more or less the same all over Europe whereas port handling costs are lower in the Northern ports.

Regrettably and you may also be realizing this in your daily work as well, the ports of Antwerp, Rotterdam and Hamburg are confronted with major problems originating from various individual causes at this moment, thus having a negative influence on the pre- and on-carriage to and from European countries. The economical climate in Europe is recovering from a period of restraining growth so that the quantities of goods, import and export, register an increase above the average of the last years, making the situation at the ports even more difficult. Moreover, nowadays, when the idiom "time is money" gained in importance, customers are no longer pre-

pared to accept any time delay, even if it would be 2 to 3 days only.

The official Swiss statistics for first 5 months of this year are showing, relating to tonnage, remarkable increases to and from important markets, e.g. export to Hong Kong + 27,7 % (= a plus of more than 3'000 tons), to Singapore + 12 % (more than 2'000 tons), to India approx. + 20 % (or 4'400 tons), China + 23 % (respectively 4'700 tons) and to Mexico more than + 20 % (equalizing 2'500 tons). Similar is the development on the import side: Switzerland imported from Pakistan the triple amount of tons than during the same period last year, resulting into a growth of more than 4'200 tons, from China + 17 % (= 26'200 tons), from Vietnam almost + 13 % or 2'400 tons.

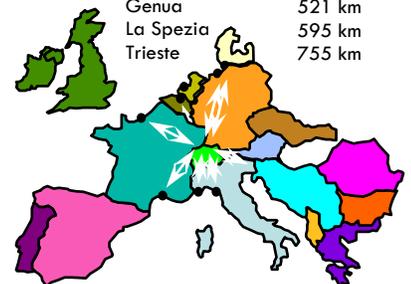
The major problems at the Northern ports can be summarized as follows:

Rotterdam: The terminal operators recently implemented a new IT system for the use of involved parties such as customs authorities, shipping lines and agents. In spite of serious efforts the system has not been performing properly so far. As a consequence of this malfunctioning system shipping lines are unable to accommodate booked cargo on the allocated vessel and have to switch to subsequent departures. This also applies to incoming cargo that should be railed to Switzerland. The railway operators are unable to load available containers on scheduled trains. All involved are suffering from a substantial backlog and nobody can forecast when that the situation will be back to normal again.

Hamburg: Its railway facilities are in desolate

Distances from
Basel/Switzerland to:

Le Havre	707 km
Antwerpen	604 km
Rotterdam	680 km
Bremerhaven	816 km
Hamburg	827 km
Marseille	683 km
Genoa	521 km
La Spezia	595 km
Trieste	755 km



condition. The German Government therefore granted a loan of several million Euros for renewal. The workings have started this spring so that railway transport to and from Hamburg is suffering from substantial disturbances.

Antwerp: Considering the above-mentioned, it is more than comprehensible that importers and exporters, shipping lines and forwarders are channelling their cargo via Antwerp and that as result of that railway systems are overstrained. Delays in both directions are subject to daily advice.

The reader of the above will certainly be able to relate to the manifold problems the European forwarding industry actually has to cope with accomplishing their daily business. Let us hope that remedy will soon take hold.

Over 180 tons of airfreight from Hong Kong to Karachi



From NSO's file photo showing Mc Tang, Director/General Manager of FETA Freight Systems (HK) Ltd. and Muhammad Saleem Butt, Chief Executive Officer of Excel Freight Systems (Pvt) Ltd.

Excel Freight Systems (Pvt) Ltd., Pakistan did it again! In the last FFSI e-News on this same page, we reported Excel's successful routing of over 500 tons of airfreight cargo from Hamburg to Karachi with the excellent support from M&M air sea cargo in Germany.

This time, Excel routed potential traffic to FETA Freight Systems (HK) Ltd. with 65 tons of airfreight shipment of cellular infrastructure equipment which moved on May 18 via Cathay Pacific from Hong Kong to Karachi.

Immediately the following month on June 27, Excel and FETA Hong Kong (motivated by the successful partnership) arranged a 747 (chartered by Emirates) to transport another 121.8 tons with over flown 2,154 kgs. on one pallet via regular Emirates scheduled flight. Altogether, the whole lot was 1,294 packages and weighed 124 tons.

These success stories are what we need to read about in order to spread the good things that come out of an FFSI Partnership. Hard work, patience, trust and true familial brotherhood bring fruit. Congratulations to Muhammad Saleem Butt and MC Tang!

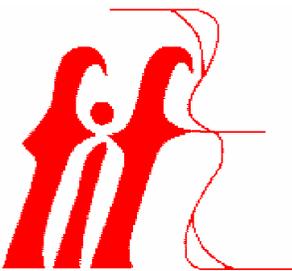
FFSI Top Achievers On IATA Country Sales Ranking For Year 2005



James Wilson
WILGO Freight Services Ltd
Managing Director

WILGO FREIGHT SERVICES LTD. is ranked among the Top 200 IATA Forwarders in the United Kingdom during the year 2005. In fact, they have achieved the highest improvement in rank from position 131 with turnover of GBP239,326 in year 2004 to position 86 with turnover of GBP436,248 in year 2005. They have jumped 45 positions to be in the top 100. These facts were recorded in the recent Air Cargo News - August 4, 2006 issue.

Congratulations to Jim Wilson, Peter Luetchford and the Airfreight Team at WILGO Freight Services Ltd who also wish to thank all fellow FFSI members who have assisted them to achieve this increase. A 100% increase in IATA Sales turnover is indeed remarkable.



Francis Ng
Flynt International Forwarders
Chairman & Managing Director

FLYNT INTERNATIONAL FORWARDERS LTD. is ranked number 36 out of 225 IATA Cargo Agents in Hong Kong for the year 2005. Flynt's IATA Sales turnover in 2005 was US\$45,108,388.00.

Last year, Flynt ranked number 38 in the IATA records which shows that the Company, Managed by Francis Ng, has improved again.

Francis and his team wish to express their gratitude to all the FFSI Members for their support to Flynt's achievement.

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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 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>**

Five (5) More New FFSI Members In Five (5) Months

M&M TK Air Cargo Services

Joined as 2nd FFSI Member in Turkey last May 23, 2006. Our 74th Member, M&M TK Air Cargo Services was recommended by M&M air sea cargo GmbH. They have their office in Istanbul with key contact person Mr. Fikret Kilbacak, General Manager and his email address is fikretkilbacak@mmorkun.com.

Rogers-IDS Madagascar

Joined FFSI on June 7, 2006 as our first member in Madagascar, a new territory for all of us. FFSI reached its diamond target: 75 members. This new member was recommended by Rogers Logistics Ltd. of Mauritius. The key contact person is Mr. Andre Baya, General Manager and who has attended the FFSI Sales & Marketing Meeting held in Dubai, U.A.E. last year. His email address is DG@Rogers-IDS.mg.

Arends International Ltd.

FFSI's 2nd Member in the United Kingdom with main office in Earlestown and a branch office in London joined us last June 28, 2006. They were jointly recommended by Transorient International Forwarding and WILGO Freight Services Ltd. Our 76th Member is managed by Mr. Philip Arends, Managing Director with email address at phil.arends@arends.co.uk. He briefly attended our 25th FFSI Worldwide Conference in Brazil last April.

Kasy Logistics (Tianjin) Co., Ltd.

This company located in Tianjin, China, was recommended by Prestige International. Our 77th FFSI Member (and 7th in China) is managed by Ms. Cathy Chen, General Manager, whose email address is cathy@kasylogistics.com. She attended our last 25th FFSI Worldwide Conference through all the workshops and assemblies and that is why, perhaps, most of you will remember her.

AKM Logistics (Ningbo) Co., Ltd.

Another company recommended by Prestige International is our 78th FFSI Member and 8th member in China. They have their office in Ningbo which is just south of Shanghai. The key contact persons are Mr. Zhongli Luo, Managing Director, whose email address is zhongli@akmlogistics.com.cn and Ms. Jenny Zhang, Executive Director, with email address at jenny@akmlogistics.com.cn.

The 3 small maps of China shown on the right informs us exactly where these 2 new China members are situated relative to Shanghai.

Let us welcome all the new members to the FFSI Family and give them our full support. We are pursuing more members and, hopefully, before the end of year 2006, we shall have over 80 members.

