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JOIN US FOR THE **HCL ANNUAL VIRTUAL MEETING 2021**

Dear Partners,

This year we welcome you to HCL Annual Virtual Meeting; which will be scheduled as below;

COMMON MEETING

19th February, 2021 | Time: 1100 GMT
Duration of meeting: Approx. 3 hrs

ONE2ONE MEETINGS

22nd – 26th February

The meeting will be hosted using **Zoom**. Registration to the virtual AGM is free.

A link will be sent to join the meeting.

For One2One meeting, members will receive a scheduler link (as before).

11:00 to 13:00

Commencement of Meeting

- Inaugural Speech by HCL Network
- Introduction of New Agents
- Agent Presentations
 - Agent name and Slot TBA

13:00 – 13:45

Q&A

13:00 – 13:45

Vote of Thanks

Market Update - RIF, UK

RIF Worldwide UK News

Jan 2021



Mode

Market update



Airfreight

- Reduced capacity across all sectors due to lower passenger numbers
- Pharma shipments take priority over general cargo bookings
- Spot rates very much prevalent- very few carriers have tariff rates
- From the 1st January 2021, the EU will no longer recognise UK RA or KC secure status as part of the EU secure supply chain for cargo carried by road (truck) from the UK to the EU for onward transfer by air. Due to this, all cargo bookings transiting the EU via road will be subject to screening charges even if delivered to us as known cargo



Seafreight

- CNY / Q1 Capacity Constraints potential impact for blank sailings / reduced equipment availability
- Cargo moving from a GB ports to any port in the Rest of the World (RoW) on a vessel which is then transiting via an EU port will require an ENS to be filed the Ocean Carrier in advance of vessel arrival at the GB loading port.
- To enable Ocean Carriers to make the ENS for a vessel departing a GB port it will be necessary to receive Export Shipping Instructions (SI) from all Export customers a minimum of 72 hours (3 calendar days) prior to vessel arrival at GB loading port.

Brexit

- Brexit has now happened, little impact at present as UK Importers/Exporters have stocked up
- New requirement for clearance at border
- Transport congestion at ports eased

Covid-19 Pandemic

- UK now in national lockdown
- Daily cases exceeding 50k
- Work from home directive, except for key workers
- Schools closed; workforce reduced for parents providing childcare

Other important info

Staff News - Nigel Lyall joins RIF Worldwide in capacity of International Development with responsibilities around network, procurement and product development.

Achieving New Milestones—Premiere Logistics, China



New warehouse in Sweden

With the expansion of business, Premiere Logistics has established a new distribution center in Sweden. The warehouse is located in the western Industrial Estate on the outskirts of Gothenburg, Sweden. Premiere Logistics occupies the office space above the warehouse itself, with the warehouse being operated by different company.

The warehouse location is within a reasonable distance away from GOT airport and Gothenburg seaport, which distance by 36KM and 11KM respectively. Which able to control the transportation time of these two ports around half an hour, providing time benefits to our partners. Also, it is very efficient for both air and sea cargo. For air cargo, it only take around 28 minutes from the warehouse to GOT airport. And only take around 11 minutes. It opens up the capability to handle some urgent cargo delivery from warehouse to the ports.



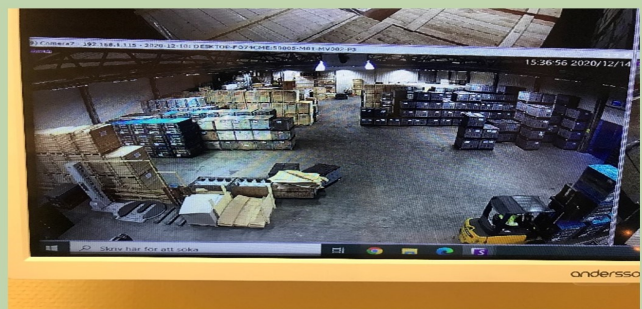
Achieving New Milestones—Premiere Logistics, China



Except for the geographic advantage, the security facility of the warehouse is also worth mentioning. The office area is accessed via an electronic lock mechanism. Doors are alarmed with contract switched linking to Securitas (outsourced security company). And there is one police station very near the warehouse, on 2.4 km, 4 mins driving by car. Also, the warehouse area we will use is only visited during the day time by the company of staffs.

Moreover, the warehouse has both a surveillance camera and a heat sensor to protect the storage area. Two cameras inside the warehouse and these are effectively cover all entry/exit doors/windows to the warehouse, including the dock doors. And planned one more camera will specify monitoring premiere cargo, enhancing the security level. The surveillance camera is HD version and can follow the object by a certain distance. And the heat sensor system is very sensitive to detecting target, even a small animal running across the camera is still able to chase it and identify it.

Furthermore, as mention above, the heat sensor is installed and active 24/7. If any fire accident hall, the heat camera turns red the fire spot could be seen from the camera inside, and the duty person calls the fire brigade directly. And according to research, heat sensors will have a quicker response time than smoke detectors.



Service Update - Harlas International, Greece



Harlas Company completes **52 years** in international transport and continues to be a pioneer and stands out for the high quality of services and its anthropocentric approach. The countless kilometers of the experience in transportation, rank us in the first place of the customers' choice.

Some of the strengths of our services are responsibility, security, speed and consistence.

We offer personalized transportation solutions for **Air, Sea and Road freight**, with an ever-growing network of correspondents worldwide (over 400).

We specialize in:

- Ship's Spares Parts Transportation
- Exhibitions, Fairs and Trade Shows
- Music Touring
- Sport Events Logistics
- Performing Arts
- Military Equipment Transportations
- Pharma and Health Care Logistics
- Live Animals Transportation
- Household Transportation



A specialized consultant is at your disposal in order to prepare the appropriate offer for your transport project.

Christos Tegos
Sales Department

Email: sales@harlas.gr

You can see more about us on our renewed website - www.harlas.gr and we will be happy to meet you on our social media:



@HarlaSA



@harlas_sa



@Harlas International Transport



@Harlas_SA

Service Update—Al-Rashed, Kuwait



Al-Rashed International Shipping Co., Kuwait

Al-Rashed International Shipping Co. is Kuwait's premier shipping company specializing in shipping, LCL, FCL, breakbulk, freight forwarding, RORO, projects, and procurement- with a worldwide network and proven expertise in delivering the client requirements.

Al-Rashed International Shipping Co. is a **division of The Al-Rashed Group** —a long-established trading company founded in 1911 by Late Mr. Abdul Aziz Abdul Mohsin Al-Rashed, from the highly respected Al-Rashed family.

Al-Rashed International Shipping Co. was founded in 1952 and has been in the current form since 1991.

With a repertoire of services under our wing and with a brand name synonymous with best quality shipping services, we are among the best shipping and logistics companies in the GCC. Headquartered in Kuwait and with offices in Iraq, Qatar, Saudi Arabia and Oman, our penchant for providing excellent cost-effective logistics solution is second to none.

Our expertise in vessel handling with 24x7 staff availability (7 port staff each for Shuwaikh and Shuaiba) helps our principals and clients with peace of mind and ease of operations. The team offers round the clock coordination with customs, customer, transporters and principals.

Our project team has handled numerous projects by providing logistic support for KOC, KNPC, Sheikh Jaber Causeway and new Kuwait International Airport through multiple MNC partners.

We offer customs clearance and transportation for multiple clients in Kuwait, offering timely and cost-effective delivery services with an in-house custom agent and own transportation fleet.

We offer freight forwarding services and liner services for air, land and sea from across the globe through our own offices and strategic global partners.

Our services in a nutshell

- LINER OPERATION
 - Our port operations team are available 24 x 7 to assist customers and liaise with customs. Seven staff members in both Shuwaikh and Shuaiba makes handling operations a breeze.
- BULK & BREAKBULK CARRIERS & OIL TANKERS
 - We represent many bulk carriers/ breakbulk carriers / oil tankers of international repute.
- PROJECT LOGISTICS
 - Our project expertise shows for the clients we represent and successful executions
- TRANSPORTATION
 - Own fleet on flatbed trailers, trucks and forklifts
- OIL & GAS PROCUREMENT
 - End to end procurement for chemicals and equipment for the O&G sector
- NVOCC & INTERNATIONAL FREIGHT FORWARDING
 - A vast and diverse global network for air, sea and land transportation
- CUSTOMS CLEARANCE – AIR / SEA
 - Timely delivery of shipments

Service Update—Al-Rashed, Kuwait



- **WAREHOUSING**
State of the art warehouse in Mina Abdulla in line with international standards
- **PACKING**
Packing offered as per IATA standards
- **DELIVERY SERVICES**
Local delivery with GPS tracked trucks
- **SPECIAL EQUIPMENT DELIVERY**
Capability to deliver cargo using SPMT, drop-deck trailers and low bed trailers
- **HUSBANDRY SERVICES**
A-Z Supply and repairs for vessels and projects

Key Contacts:

Sea/Air/Land freight:

Mr. Ajay Kumar ajay@al-rashedgroup.com
Mr. Goldy Chadha goldy.chadha@al-rashedgroup.com

Projects:

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Mr. Shalbin George shalbin@al-rashedgroup.com

Custom Clearance

Mr. Venugopal: venu@al-rashedgroup.com
Mr. Nabil Amer nabil.amer@al-rashedgroup.com

Mr. Nandhakumar nandha.kumar@al-rashedgroup.com

Company Contact:

Al-Rashed International Shipping Co. (KSCC)
Al Rashed Complex, Fahed Salem Street, P.O.Box 20241, Safat-13063, Kuwait.
Tel.: + 965 22912800 / 2801
kuwait@al-rashedgroup.com

**New Year Hope and Challenges –
TRANSCINCO, Portugal**



Transcinco@Portugal wishes everyone a very Happy and Prosperous New Year!

We all have started a new year as well a new phase of the pandemic, with great sense of responsibility and confidence.

We confirm again our commitment to do our best and ensure a good response to logistics and operation services from/to our country.

Hope that this year’s challenges will become opportunities of growth and new achievements for all of us .

We at Portugal are here to provide you below Services;

- Airfreight – IATA Agent;
- Import and Export worldwide container groupage services;
- Freight Forwarding import and export services;
- Full Container Load services;
- Customs Services, clearances and consulting;
- Storage and distribution;
- Cargo insurance;
- Worldwide Door-to-Door services

Thanks and be safe!

CONTACTS AT LISBON (LIS) / OPORTO (OPO)

Department	Function	Name	Email
Sales	Air Freight / Sales Manager	Gisela Magalhães	gisela.magalhaes@transcinco.pt
Sales	Air Freight / BDM	André Soukiazes	andre.soukiazes@transcinco.pt
AIR	Air Freight Executive	Filipe Costa	filipe.costa@transcinco.pt
AIR	Air Freight Executive	João Teixeira	joao.teixeira@transcinco.pt

Service Update—OPL, Taiwan



台北市南京東路二段 90 號 20 樓
20F, No. 90, Sec. 2, Nanking E. RD., Taipei, Taiwan, R.O.C
Tel: (02) 2523-5168 Fax: (02)2561-1672

Forwarding/ Receiving in Just a Blink of an Eye

Oriental Power Logistic Co., Ltd is dedicated to providing our customers with efficient, reliable and friendly worldwide forwarding services. With our professional and experienced staffs, our vision is to be the most regarded company in the forwarding industry.

◆ Company Development

Oriental Power Logistics (OPL) was founded in March 2002, with head office in Taipei and branch offices in Taichung and Kaohsiung. We are staffed with over 50 sales persons within the staff total of 100; thus, we can assure you with our tremendous sales power. We cooperate with agents worldwide and definitely can help you deliver your goods to any corner of the world.

Most of our management personnel have decades of experience in the industry, and we even arrange training lessons for every new recruit, so we can promise with our professionalism as well as our care. We also work well with noted carriers thus we can guarantee you with versatile choices and the most competitive prices. We keep a close eye on the E-business development and adopted EDI as the major **communication means to contact carriers and agents. With customers' great support and our staff's dedication, OPL keeps on growing steadily since established.** We would also strive to achieve excellence and keeps on providing efficient and reliable services to fulfill your needs.

Taiwan

Service Update—OPL, Taiwan

◆ Company Philosophy

What makes OPL stand out in the market? It's because we value every customer's needs as our very first priority. Our philosophy is to provide **“efficient, reliable and friendly” services that suited to your company's** specific requirement.

◆ Services Scopes

We provide both sea freight and air services that **suit our customers'** needs. Our specialized export/import depts. covers Europe, Mediterranean, Southeast Asia, US, Australia, Africa, Hong Kong, China and so on. We dare say that the transportation network of OPL could be regarded as one of the most



comprehensive and well-developed. We promise you a wider range of choices. No matter which location you want to deliver to or what kind of service you would like to have, just contact us! OPL can solve all these problems for you!

Under our company and staffs philosophy in providing quality services, OPL is able to expand enormously over the years. Our vision is to provide quality services **that exceed customers' expectation and to work toward a higher standard of** customer service in forwarding industry.

International Sea & Air Freight Forwarding

- ◆ LCL/FCL Services
- ◆ Door To Door Delivery
- ◆ Inland Trucking Services
- ◆ Exhibition & Project Cargo Handling
- ◆ Warehousing Services
- ◆ Logistics Services
- ◆ Customs Clearance

Bex Cheng

Air Dept.
Oriental Power Logistics Co Ltd
bex_cheng@opl.com.tw

Service Update—Herco Freight, USA



Herco Freight Forwarders INC. considered a problem faced by an airline that operates several parallel flights to transport cargo between a particular origin destination pair.

The airline can sell its cargo capacity either through allotment contracts or on the spot market where customers exhibit choice behavior between different flights. The goal is to simultaneously select allotment contracts among available bids and find a booking control policy for the spot market to maximize the sum of the profit from the allotments and the total expected profit from the spot market.

We @Hercofreight, formulate the booking control problem on the sport market as a dynamic program and construct approximations to its value functions, which can be used to estimate the total expected profit from the spot market. We show that our value function approximations provide upper bounds on the optimal total expected profit from the spot market and they allow us to solve the allotment selection problem through a sequence of linear mixed integer programs with a special structure.

Furthermore, the value function approximations are useful for constructing a booking control policy for the spot market with desirable monotonic properties.

Computational experiments show that the proposed approach can be scaled to realistic problems and provides well performing allotment allocation and booking control decisions.

Herco Freight has daily allotments to many destinations with many airlines. We have found the solutions and control to be able to attend to our customs/agents every day shipping needs.

During the Pandemic Herco was able to allocate space with many airlines to generate both comfort and peace of mind.

Our allotment our based on two level of rates :

- **Confirmed Rate (which is the standard rate)**
- **Expedite Rate (which is the highest-level rate to get your cargo shipped).**

Business Update - Diamond Shipping, Uganda

Dear All

This is to inform you that Mr. Shaunak J. Mehta has joined as Branch Manager for Diamond Shipping, Uganda. He will be our **“point of contact”** for all network activities.

In his previous to this assignment, Shaunak was with Diamond Shipping/Hapag Lloyd as Line Manager in Kenya. He has been located in East Africa past 5 years, with companies like A.P. Moller & Diamond Shipping Services. Prior to East Africa, he has spent a decade in Indonesia.

Please join me in welcoming Shaunak, his wife and 2 kids. On personal note, he enjoys playing Golf and soon wishes to take up the hobby more actively almost after a decade.

He can be reached at:

shaunak@dssuganda.com

256-706624973

Chinese New Year Impact and Planning— Windlog, Brazil



IMPACTS OF CHINESE NEW YEAR HOLIDAY

The commercial relationship between Brazil and China is quite significant and with important participation in the supply of products to Brazil. However, for the good progress of business, it is necessary attention with some differences in the local calendar, such as the **Chinese New Year Holiday**. This year 2021, the Chinese New Year period will be from **11 to 17 February**, therefore, the operation of the companies in China is **suspended** due to the holiday.

As a result of the pandemic, we are facing serious instability in the dynamics of space on vessels and volatility of the sea freight prices. With the gradual reopening of the market, and therefore of ports, the demand for exports from Chinese ports has increased exponentially, resulting in a **shortage of space and equipment**, generating a scenario similar to a daily auction for sea freight prices. Due to the the current market situation and in addition to the Chinese holiday period, the tendency is to worsen the disorder and slow the normalization of this chaotic situation, which can take us to the **second semester** of the year.

Due to the numerous obstacles during this period, please be sure that your logistical planning is well defined and keep an eye on the schedule and deadlines, because all services affect the import process. Anticipation of orders and freight bookings, keep in mind that prices may increase and planning of the shipments schedule are key points at this time. It is necessary to establish **good partnerships** and be aware that the situation requires **patience** and **understanding of the risks**.

About Windlog

Windlog is one of the main logistics companies in Brazilian market. With more than 5000 clients, 10 offices in the whole country and international agents around the world. In 16 years Windlog has consolidated itself as one of the best freight forwarder in Brazil, with 3 certifications, AEO, ISO 9001 and ISO 14001.



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How to Handle Logistics During Chinese New Year

With Chinese New Year approaching fast workers will travel throughout the country to return to their families and celebrate the New Year, with all manufacturing shutting down for the duration.

The country will celebrate from Feb. 15 -21 but most factories will stop operations until March 2.

For U.S. companies importing or exporting goods from/to China this can be a considerable challenge.

“Planning and preparation are key to effectively navigating and managing challenges that could occur during the Chinese New Year,” said Frank Guenzerodt. “By implementing a few critical steps in advance of the holiday, shippers can avoid unnecessary bottlenecks and continue business with little or no interruption.”

One to two weeks before CNY, factories will speed up their production causing a surge of freight. During CNY they will close down completely. Production will resume after and be back to normal one to two weeks after the holidays.

There are two celebrations that occur during this time, the Official Holiday and the Traditional Holiday. It is due to this that some factories will finish earlier than others and take longer vacations. Some suppliers are off for more than a month.

Guenzerodt outlines what can happen during this time and how to prepare for it.



How to Handle Logistics During Chinese New Year

How CNY can affect your business:

- Longer production and quotation times: Production time will be delayed and quotation requests will be processed slower.
- Decreased staff: Some factory workers decide not return to their workplace after the holidays. This high turnover means that previously estimated production times may need to be extended.
- Production queues: The later that orders are submitted, the further back in the production queue they will be placed. With one month worth of orders backed up, factories will first process orders from their preferred partners.

How you can prepare:

- Build up sufficient stock, considering a period of up to four weeks after Chinese New Year.
- Provide a forecast of your expected cargo to your shipper's representative.
- Inform your shipper about your priority shipments, in case there are only very limited spaces.
- Reserve space on passenger flights for shipments which cannot be delayed. The rates are slightly higher but this measure will keep your supply chain running.



Business Opportunities—Green Dragon, Vietnam



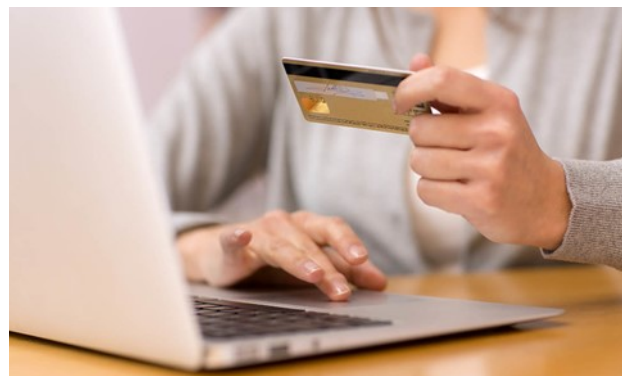
GREEN DRAGON LOOKING FOR CROSS-BORDER E-COMMERCE PARTNERS

GREEN DRAGON is looking for a partner who is trusted, reliable and experienced in **Cross-Border E-Commerce goods from China to Vietnam**.

In order for us to cooperate with one another, the partner must provide the following (or similar to the following) services:

1. Buy4me: Purchasing the products as requested.
2. Providing Sea & Air Freight, Inland Trucking (and any other similar or relevant fees may occur).

If you are an expert (or have such of Partners & Agents) in Cross-Border E-Commerce services, please contact me via => oversea.agent@greendragonlog.com.vn



Mr. Quoc Viet (Joseph) (Ext: +102)

Logistics Agent System Development Supervisor
Agency Development Dept. – Viet Nam Office
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Contacts Update—ECU WORLDWIDE CÔTE D’IVOIRE



Business Updates



**ECU WORLDWIDE CÔTE D’IVOIRE –
NEW PHONE NUMBERS**



On February 1st 2021 the national numbering plan in Ivory Coast will change from 8-digit numbers to 10-digit numbers.

Hereafter you will find the new phone numbers of our Abidjan-office which will come into effect on that date:

ECU Worldwide Côte d'Ivoire		NEW phone number (starting February 1st 2021)
General phone number		+225 27 21 25 71 79 +225 27 21 59 84 00
DEPARTMENT	EMAIL ID	
Sales	SalesIvoryCoast@ecuworldwide.com	+225 27 21 59 84 00
Business Development Manager	IbrahimToure@ecuworldwide.com	+225 07 78 17 79 27
Sales Import	AngeDri@ecuworldwide.com	+225 07 69 37 36 86
Sales Export	YaoNestorYao@ecuworldwide.com	+225 07 89 95 44 31
Import	BiniKoffi@ecuworldwide.com	+225 07 89 95 44 31
Import	EricTaylorAssoumou@ecuworldwide.com	+225 27 21 59 84 00
Import	StephaneAkre@ecuworldwide.com	+225 27 21 59 84 00
Export	YaoNestorYao@ecuworldwide.com	+225 07 89 95 44 31

Danny Polfiet | DannyPolfiet@ecuworldwide.com

Netting Update



 THE AVVASHYA GROUP

SLOW PAYERS LIST

MALDIVES, Centurion Transport

Exit from Network—ECU WW, BRAZIL

We would like to inform all our Members that, our agent **ECU Worldwide**, who represented HCL in **BRAZIL** has decided not to renew their membership with the Network post 1st January 2021.

ECU WW, Brazil would like to thank all the members for all the co-operation and support extended to them during their tenure as HCL Members.

HOLIDAYS IN THE WORLD

Country	Date	Occasion
Mauritius	1st Feb	Abolition Slavery
Srilanka	4th Feb	National Day
Pakistan	5th Feb	Kashmir Day
Mexico	5th Feb	Mexican Constitution
Vietnam	10th-16th Feb	Tet (Vietnam New Year's Celebration)
Korea	11th-14th Feb	Soellal (Lunar New Year's day)
China	11th-17th Feb	Spring Festival Holiday
Doha	11th Feb	National Sports Day
Mauritius	12th Feb	Chinese Spring Festival
Thailand/Hong Kong	12th Feb	Chinese New Year's Day
Hong Kong	13th Feb	The Second day of Lunar New Year
Hong Kong	15th Feb	The Fourth Day of Lunar New year
Canada	15th Feb	Family Day
Singapore	15th Feb	Chinese New Year's Day
Panama/Brazil	16th Feb	Carnival
Jamaica	17th Feb	Ash Wednesday
Srilanka	26th Feb	Navam Full Moon Poya Day
Thailand	26th Feb	Makha Bucha Day
Srilanka	26th Feb	Navam Full Moon Poya Day
Thailand	26th Feb	Makha Bucha Day
Taiwan	27th Feb-1st Mar	228 Peace Memorial Day