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## HCL Network Update — Addition/ Change in agents / Out going Agent

Dear All,

We would like to announce the below changes in the Network;

**Addition :-**

1. ECU Worldwide Uganda Limited, Uganda

**Change in Agent:**

1. ECU WORLDWIDE (TZ) LTD to **Allcargo Tanzania Limited**

**Exit :-**

1. GREEN DRAGON INTERNATIONAL LOGISTICS CORPORATION, Vietnam
2. MULTILINES INTERNATIONAL LIMITED, Uganda

## HCL Network Update — New agents in Uganda



# DESTINATION – UGANDA

## ECU WORLDWIDE UGANDA'S NEW OFFICE IN KAMPALA

In our pursuit to expand market presence and to reach our customers in emerging markets, we are pleased to inform you that we are opening our new ECU Worldwide office in Kampala, Uganda on 1<sup>st</sup> March 2024.

Uganda is one of the key emerging markets in East Africa, whose gateway port is Mombasa, Kenya. As per World Bank forecasts, Uganda GDP growth for 2024 is projected at 6.5%, Tanzania at 5.5% and Kenya at 5.2%.

With a population of 48 million, Uganda is mineral rich and one of its largest exports is coffee to Europe and other parts of the world.

The first oil well was drilled in January 2006, in the Lake Albert region and as per the latest estimates, Uganda has a crude oil reserve of 6.5 billion barrels of which 1.4 billion barrels are recoverable. An oil pipeline is under construction to move the crude oil to Tanga for exports which is expected to start by the end of 2025.

We are very excited to open this new office which will initially be staffed by a team of five members, under the leadership of Aineah Iladiva as Branch Manager. Aineah was promoted from the Kenyan office to head the Uganda operations.

ECU Worldwide Uganda office will be aggressively focussing on **LCL development** – both import and export. **Air freight and FCL products** will be sold aggressively with the help of our network. A new product we intend to introduce in the coming months is an **LTL service** from Kenya to Uganda, and return. We will also be working on developing project business into Uganda.

*We request all HCL Network offices to support us with their freehand enquiries for all these products and we will assure of the sharpest pricing and a quick response time from the Kampala office. Locally generated business along with your support will make this new office successful.*



### Did you know?

- 📦 Uganda is called the PEARL OF AFRICA.
- 📦 Uganda is home to more than half of the world's remaining, mountain gorillas.
- 📦 The world's longest river, the Nile flows into Lake Victoria in Uganda and empties into the Mediterranean sea 6,600 km to the north.
- 📦 Lake Victoria is the largest lake in Africa and the 3<sup>rd</sup> largest in the world.

### Our new office details are as follows:

#### ECU Worldwide Uganda Limited

Plot 3-5, Port Bell Road, Nakawa Business Park, 3rd Floor, Block B, P.O Box : 142934, Kampala – Uganda.

**Tel:** + 256 759 769898

**Email:** InfoUganda@ecuworldwide.com

## HCL Network Update — Change in Agent, Tanzania



### The Serengeti Country – TANZANIA

#### **Allcargo Tanzania Limited, now open for business in Dar es Salaam**

Allcargo Tanzania Limited, an exclusive partner of ECU worldwide group, opened its door for business in Dar es Salaam from the 1<sup>st</sup> Nov 2023. This office is now fully ready to start its Air freight operations into and out of Tanzania and is now part of the HCL network as Tanzania Agents.

**ECU Worldwide Tanzania Limited, is no longer a legal entity in Tanzania from 1<sup>st</sup> Aug 2023 and all our network partners are hereby informed of the same. ECU Worldwide Tanzania or EKO Logistics Tanzania is not associated with the ECU or the Allcargo group at all and any dealing our HCL partners chose to have with them will be fully outside of the HCL network and at their own accord.**

Tanzania is an emerging economy in East Africa and is part of EAC ( East African Community ) and SADC ( Southern African Development Community ). With a GDP forecast of 5.5% growth in 2024, Tanzania is well positioned to grow as a major economy in East Africa. Dar es Salaam port in Tz is also a gateway into the markets of Zambia, Malawi, Rwanda, Burundi and Congo.

With a population of 69 million, Tanzania’s major exports are Gold, Coffee, Cashewnuts and Cotton. It is also major producer of Natural Gas and has been exporting it for over 50 years. The first natural Gas discovery in Tanzania was in Songo Songo Island followed by Mnazi Bay.

The Indian Ocean archipelago to Zanzibar is a semi-autonomous provide of Tanzania. It consists of the island of Zanzibar or Unjuga, Pemba as well as smalled neighboring islands.

Some of the large projects currently ongoing in Tanzania include : Construction of Standard Guage Railway (SGR), Julius Nyereri Hydropower Project, Upgrading of Tanzania Airlines (ATCL ), Oil pipeline from Hoima in Uganda to Tanga in Tanzania, among others.

We are really excited with the opening of this new office, which is now staffed with 5 people and will continue to grow over time. The main focus is to develop three main products, LCL, Air and FCL into and out of Tanzania. We also offer Warehousing and customs clearance services. This office also handles Project business and we encourage our partners to send in their enquiries for all these products.

The office is headed by Gurram Rambabu, Branch Manager, who is very experienced in all these products and comes with a strong background in Project business. He leads a team of 5 staff.

We look forward to support from the HCL network for enquires to and from Dar es Salaam for Air freight business.

#### **Our contact details as follows :**

<b>General Enquiries</b>		infotanzania@allcargologistics.com
Escalations		
<b>Branch Manager</b>	Gurram Rambabu	gurram.rambabu@allcargologistics.com
<b>Finance Manager</b>	Rashidi Selemani	Rashidi,Selemani@allcargologistics.com
<b>MD - East Africa</b>	Sanjeev Sukumaran	Sanjeevsukumaran@ecuworldwide.com
<b>Regional Head MEA</b>	Rahul Rai	RahulRai@ecuworldwide.com

**Business Update—DSH Global**

## **DP World - Suspension of Industrial Action Interim Agreement Between DP World and MUA**

DP World Australia has reached a significant in-principle four-year agreement with the Maritime Union of Australia, marking the end of all industrial action.

The new agreement encompasses critical provisions designed to ensure fair compensation, enhanced safety protocols, comprehensive fatigue management, and solid guarantees of job security and work-life balance for employees.

The agreement still needs to be voted on by employees and subsequently approved by the Fair Work Commission (FWC) which generally takes 45 days.

There is still a large backlog of containers across Melbourne, Sydney, Brisbane and Fremantle ports, which could take weeks to clear.

For any enquiries, please contact the emails below.

imports@dshglobal.com.au  
exports@dshglobal.com.au  
sales@dshglobal.com.au  
customs@dshglobal.com.au





## Business Update— Premiere

PREMIERE . | logistics

## China's travel spending during Lunar New Year holidays beats pre-COVID levels



BEIJING, Feb 18 (Reuters) - Tourism revenues in China during the Lunar New Year holidays that ended on Saturday surged by 47.3% year-on-year and surpassed 2019 levels, thanks to a domestic travel boom amid a longer-than-usual break, official data showed on Sunday.

The data may offer temporary relief to policymakers as the world's second-largest economy has been facing deflationary risks amid weak consumer demand, but the sustainability of the tourism boost is uncertain and the tourism revenue per trip remained below the pre-pandemic level.

## Business Update— M & M, Germany

### M&M on changes due to the situation in the Red Sea

**Hamburg / Düsseldorf.** In view of the current risk situation in the Red Sea, the German M&M Germany Air & Sea keeps customers and partners informed on the changes for their shipments to and from Asia, as ships are now routed around the southern tip of Africa to avoid the Red Sea and the Suez Canal.

To quote from the most recent letter of information:

“The new route essentially entails the following consequences for your shipments to and from Asia:

- Depending on the port rotation and speed of the ocean-going vessel, the detour adds around 14 to 21 days to the transit time;
- These delays are already causing significant shifts in the shipping companies' schedules;
- The delays and schedule disruptions have already led to a capacity shortage on the westbound route from Asia to Europe since the beginning of the year, which will become even more acute in the weeks leading up to Chinese New Year (from 10 February 24). For imports from Asia, we currently have to factor in a pre-booking time of two to three weeks, and the trend is rising;
- In addition to the surcharges already introduced by the shipping lines to compensate for the longer route, westbound rates are rising rapidly due to the current ship utilization rate, and are now many times higher than the prices quoted at the beginning of December.”

The German teams are in constant dialogue with all parties involved in the transport process and pledges to keep customers and partners constantly informed about the status of their sea freight bookings and the progress of their shipments.

An alternative is also offered: “In this context, we would like to draw your attention once again to our Rail Service as an alternative to sea freight. Our team is available for bookings at relatively short notice. The transit time from / to China is currently approx. 18 – 21 days from terminal to terminal. We also regularly serve the routes to and from Vietnam, Korea, and Japan by rail, sometimes in combination with a short sea freight leg in Asia,” write the colleagues from the Hamburg Sea Freight and the Düsseldorf Team Rail.

## Business Update— M & M, Germany

### Climate affects global waterways



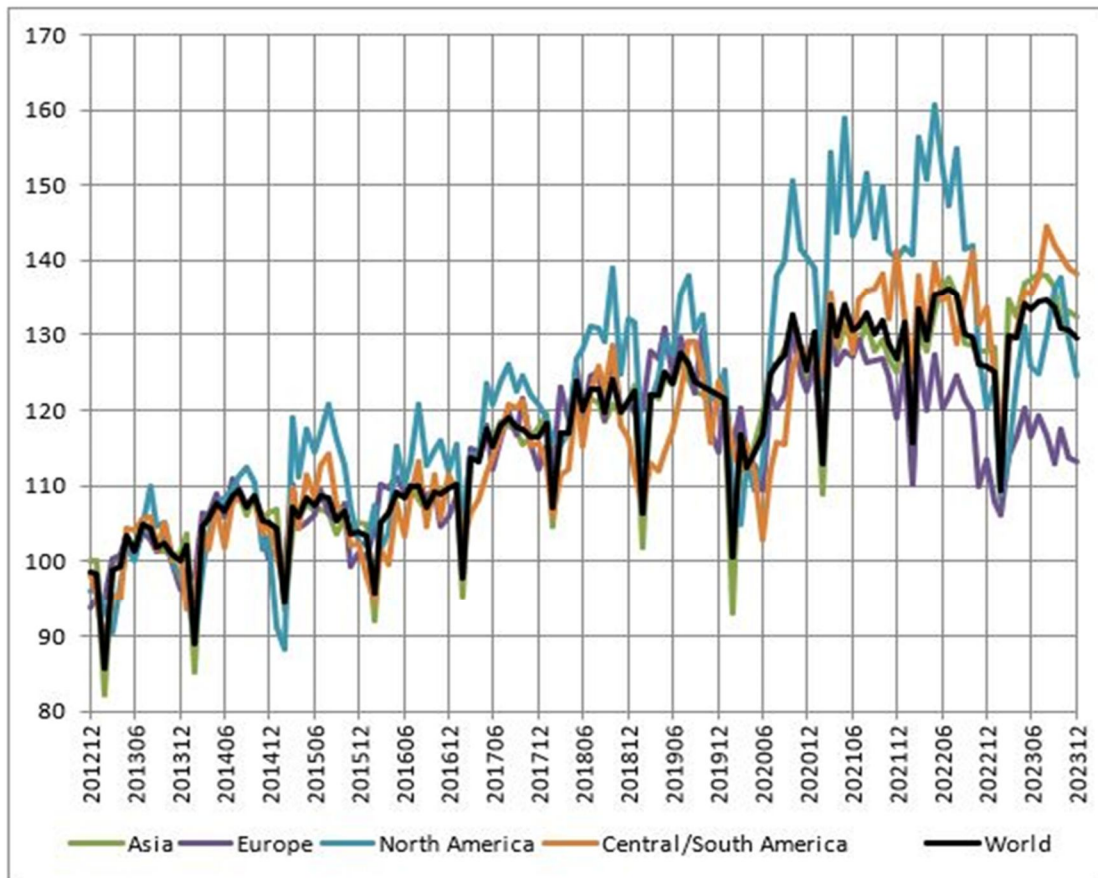
Waterways are essential for global trade, and it is not only the Red Sea conflict that is threatening to jeopardize global goods flows. The Atlantic Council recently took a look at important inland waterways and how the changing climate is affecting them, and thus, global supply chains. We quote:

“China’s ‘golden shipping route,’ the Yangtze River, carries as much as 2.93 billion tons of cargo annually, including advanced manufacturing products. But a severe summer drought in 2022 left the river at half its usual width, stopping shipping through the middle and lower sections of the river. Likewise, the water levels of the Mississippi River, which sends \$130 billion in goods each year through the Port of New Orleans alone, dwindled during a major drought in late 2022 that led to \$20 billion in economic losses. In both 2022 and 2023, the Rhine River, perhaps Europe’s most important inland waterway, was so low owing to drought that some ships were only carrying half their usual amount of goods. The capacity of the Panama Canal, which transports 40 percent of US container traffic, 5 percent of global trade, and \$270 billion in goods, took a hit too. A 2023 drought—the region’s worst since 1950—reduced the number of ships transiting the canal each day, as well as the amount of goods each could carry, suggesting a difficult future for one of the world’s most important nodes of trade.”



Business Update— M & M, Germany

Container Throughput



Rising, rising, rising – that pretty much sums up the development of container throughput at the world’s major sea ports, as the diagram compiled by the German Institut für Seeverkehrswirtschaft und Logistik (ISL) (Institute of Shipping Economics and Logistics) clearly shows. The downturn during the pandemic in 2020, mainly in Asia, is visible, as is a slight slump in the second half of 2023.

Of course, the individual regions with the data for their most important ports are also shown in the original.

## Business Update— M & M, Germany

**Anniversary at M&M in Düsseldorf Düsseldorf.** Sabine da Costa Soares, the current head of the Düsseldorf Air & Sea branch, has been working at Militzer & Münch for 25 years – an anniversary that deserves to be celebrated. And so it was on January 10: The jubilarian was honored with a letter of congratulations from the management and a certificate from the Chamber of Industry and Commerce. The team had also provided a magnificent bouquet of flowers plus delicious treats. Congratulations!



Business Update— Windlog

Find more about Intermodal



From March 5th to 7th, the São Paulo Expo in Brazil will host the premier event dedicated to the sectors of international logistics, intralogistics, technology, freight transportation, and foreign trade in Latin America: Intermodal.

Gathering a highly qualified audience, Intermodal is the perfect meeting point for entrepreneurs, professionals, executives, students, and researchers in logistics seeking solutions, insights, and networking opportunities with national and international companies of all sizes.

Featuring four pavilions, hundreds of exhibitors, and over 500 participating brands, Intermodal South America maintains its status in 2024 as the largest logistics event in Latin America. The program includes ambassadors, shipowners, logistics agents, warehouses, and enthusiasts of the international market, all coming together in São Paulo, Brazil, to further expand the horizons of foreign trade.

Throughout the event's three days, professionals from over 90 countries will be in attendance, creating an environment rich in interaction and business opportunities, showcasing innovations, technologies, a wide variety of products and services, and end-to-end solutions for the entire logistics chain.

It is the ideal place for those looking to stay updated on the latest trends, establish new business contacts and partnerships, discuss important issues for the sector's sustainable development, and, of course, participate in exclusive attractions.

*Come to visit us*



**05 - 07 MARCH**  
13 - 21h | São Paulo Expo

*street C, booth 30*



If you have any questions, call us: [contato@windlog.com.br](mailto:contato@windlog.com.br) | +55 11 5033-7700



**Business Update— RIF Group**

**Delivering Excellence  
Every time Everywhere**

## LATEST UPDATES...



Being an independent Freight and Logistics provider operating on a Global scale means that we carefully choose our partners. Globally, we work alongside like minded partners ensuring that our and our clients' needs are met within the supply chain.

We will be attending the Premier Cargo Alliance conference in early March and the WorldRing conference mid-March, at these conferences we will meet our partners face to face to discuss service options, local market conditions and gain local knowledge that we can use in our business.

The members of the networks are rigorously vetted prior to being allowed to join so that we know that whomever we reach out to assist will handle the business as we would at our office locations.

**Business Update— RIF Group****Are you looking to expand your logistics operations  
in the UK and beyond?**

We are reaching out to let you know we have space at our Milton Keynes DC to fill.

We have approx. 10,000+ SQ FT of space available as it stands today. If you have any possible enquiries for any of the below, we will happily look at these with you along with our Head of Logistics Operations.

Cross dock  
Davans and LCL  
Bulk storage

Option for pick and pack, with parcel or pallet carrier deliveries

Short or long term

Fully automated pick and pack systems, with e-com and B2B integrations

Special Projects

Please also reach out to us if you have anything that we can discuss.

**James Taylor:** [jtaylor@rifworldwide.co.uk](mailto:jtaylor@rifworldwide.co.uk)  
**John Whitaker:** [jwhitaker@riflogistics.co.uk](mailto:jwhitaker@riflogistics.co.uk)



[www.rifgroup.co.uk](http://www.rifgroup.co.uk)  
T: +44 (0) 1932 753799  
E: [LON@rifworldwide.co.uk](mailto:LON@rifworldwide.co.uk)



## Change Management for Hyperion ARCS Netting

### Overview of the To Be Process

CNC will share required **SOA format** in which Netting participants will have to share their data (O/s AR+AP at invoice level). On receipt of the SOA from Netting participants, CNC will then upload these SOA a shared file folder where, **EPM** will automatically process the file & then Records will match with counter party books. **CNC will share required SOA format in which Netting participants will have to share their data (O/s AR+AP at invoice level). On receipt of the SOA from Netting participants, CNC will then upload these SOA a shared file folder where, EPM will automatically process the file & then Records will match with counter party books.**

Data would be processed as and when data file (SOA template) would be placed in the shared folder for initial upload and changes. Post processing, matching report will be shared

We are currently planning to have 4 pre reporting and 1 final reporting to be executed during One ARCS Hyperion Netting cycle. The number of pre-cycles can be increased or decreased by CNC as and when required.

Basis matching done in **EPM** system, Netting Participants will receive **MATCHED**, **SUGGESTED MATCH** and **UNMATCHED** report at invoice level during all the netting cycles (Pre & Final run)

Basis Pre Reports shared by CNC, Netting Participant can perform their Follow-up with counter parties on their **SUGGESTED MATCH** and **UNMATCHED** transactions, They can add approved AP invoices in **SOA template** & follow-up with counter parties for their unapproved AR invoices as mentioned in unmatched report. For Next Pre-run or Final Run, Netting participants will have to share their Revised **SOA template** CNC and the same will be uploaded in Replace Mode for the participant's complete data. If CNC doesn't receive **Revised** version of your SOA then last received version in that month Netting will be considered for matching.

On Final day of the run, Final Matched Transactions and Final Netting Settlement report will be shared by CNC via e-mail.

Netting Participants will book manual netting vouchers in their ERP as being done earlier, based on the Final Netting Settlement report shared by CNC. Settlement should be done "To / By" CNC as per amount mentioned in Settlement Report & Dates mentioned in Netting Calendar.

## Change Management for Hyperion ARCS Netting

### HYPERION BENEFITS

- Automated & Transparent Invoice approval process
- Dispute resolution at invoice level
- Proper Audit trail at invoice level for Balance confirmation
- Auto matching/ confirmation & auto Netting Journal booking
- No more holding back of approved invoices

### FAQ's

**Q1.** How would I know if I made a mistake in the manual Excel upload template?

**Ans:** In Manual Excel SOA Template we have given Instructions on “How to fill Excel SOA” Users can read those Instructions carefully before updating SOA. Also we have develop a macro within SOA template which can validate SOA for all possible human errors and provide error log to users which enable them to correct their mistakes.

**Q2.** Do I need to control use of any special characters in the manual Excel upload template?

**Ans:** Yes, You can not use special characters like comma (,) & semi colon (;) anywhere in excel SOA template. Also you should not keep any single cell blank if you have use any invoice line. If there is no information to provide then you can use “NA”

**Q3.** What if the payable is not booked at all or payable is booked wrongly?

**Ans:** If any payable invoice is Approved but you have not mentioned in your initial SOA then you can add that invoice in your Revised SOA & share that with CNC in order to match that invoice in next Pre/Final Run. If you have booked any

Receivable or Payable invoice incorrectly then you need to correct that in your ERP system as well as in Revised SOA & share correct data with CNC in order to match those invoices in next Pre/Final Run

**Q4.** Will “Data Confidentiality” will be maintained during this Netting process?

**Ans:** Yes, 100% This Hyperion Netting Activity will be carried out by 3rd party vendor & Your Receivable & Payable data will not be shared within Network. In Pre & Final Reporting as well you will receive only those transactions data which is either in your books & in your counterparty books (which related to your office only) Hence Pls. be 100% assure about “Data Confidentiality”

## HOLIDAYS around THE WORLD

Country	Date	Occasion
Korea	1st Mar	Independence Movement Day
Mauritius	8th Mar	Maha Shivaratree
Germany, Uganda	8th Mar	International Women's Day
INDONESIA	11th - 12th Mar	Bali's day of Silence
Mauritius	12th Mar	National Day
Malayasia	12th Mar	Awal Ramadan *
Mexico	18th Mar	Birthday of Benito Juárez
Cyprus	18th Mar	Green Monday
South Africa	21st Mar	Human Rights Day
Malayasia	23rd Mar	Johor Governor's Birthday
Srilanka	24th Mar	Medin Full moon poya day
Lebanon	25th Mar	Annunciation Day
Greece	25th Mar	Independence day
Cyprus	25th Mar	Greek Independence Day
Mexico	28th Mar	Easter Holiday
Philippines, Norway, Denmark	28th Mar	Maundy Thursday
Malayasia	28th Mar	Nuzul Al-Quran

## HOLIDAYS around THE WORLD

Country	Date	Occasion
Germany, Lebanon, Australia, Uganda, England, Scotland, South Africa, Portugal, Singapore, Mexico, Chile, Brazil, Indonesia, Philippines, Canada, Norway, Denmark	29th Mar	Good Friday
Australia	30th Mar	Day following Good Friday
Chile	30th Mar	Easter Saturday
Philippines	30th Mar	Black Saturday
Germany, Lebanon, Italy, Australia, Uganda, Portugal, Poland, Norway, Denmark	31st Mar	Easter Sunday