

# NEWS STAND

THE DIGIFREIGHT NEWSLETTER

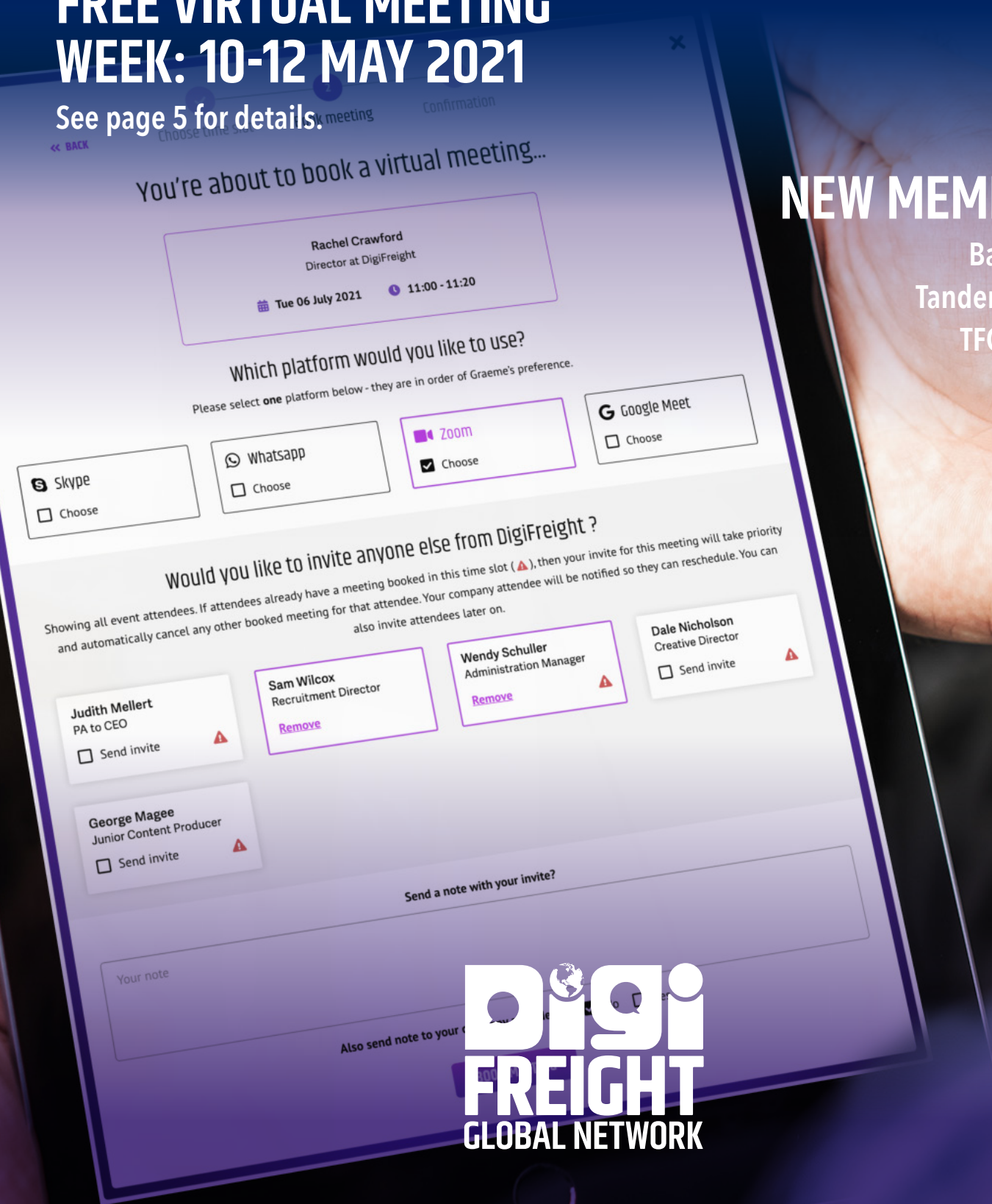
ISSUE 02 • APRIL 2021

## DIGIFREIGHT ANNOUNCES FREE VIRTUAL MEETING WEEK: 10-12 MAY 2021

See page 5 for details.

### NEW MEMBERS:

Bati (Turkey)  
Tandem (Tunisia)  
TFGL (Turkey)



**Digi**  
**FREIGHT**  
GLOBAL NETWORK



# welcome

Firstly, did you see our article on the HLPFI website today? **Click here.** We are thrilled to be getting such great exposure and have extremely high hopes for DigiFreight.

Secondly, we are delighted to launch our bespoke Meeting Hub! When you log-in to the Member Center, you can now ...

### BOOK A SPONTANEOUS MEETING

A project has come up and you do not have time for a long back and forth email trail? Our interface enables you to quickly schedule a meeting with your global DigiFreight partners with international time zones automatically considered across several communication platforms including Skype, Zoom, Google Meet and WhatsApp.

### ORGANISE YOUR DIARY FOR OUR VIRTUAL MEETING WEEK

Every 6 months, the DigiFreight team allocate a series of consecutive days where all Members are invited to participate in virtual meetings. There is no extra cost and each Member is entirely in charge of their own schedule and can decide when they will make themselves available or unavailable for meetings. The next event will take place from 10-12 May 2021 and will be the perfect opportunity for Founder Members to 'meet' for the first time. **See Flyer.**



### REGISTER FOR OUR FIRST FACE-TO-FACE EVENT

Our industry has always been about building solid relations with agents and customers, so we are looking forward to getting back to meeting face-to-face. We know from experience that a network like ours sees a higher success rate and increased internal business after meeting in person. Knowing who you are speaking to automatically builds confidence. Our first exciting face-to-face gathering takes place in Croatia from 29-31 May 2022 at Hotel Croatia Cavtat, just 5km from Dubrovnik airport. **See Flyer.**

We have designed the Meeting Hub to be as easy to use as possible but will also be releasing some handy video guides shortly.

As our membership increases over the next 2 years, the Meeting Hub may become an essential part of your daily working life, connecting you to business partners around the world.

Kind regards and stay safe.

**Rachel Crawford FCILT**  
President/C.E.O.

## INSIDE

**EXG executes Breakbulk Shipment from India to the UAE . . . . . 03**

Beginning 2021 by welcoming Trade Factory Global Logistics in Turkey. . . 04

**DigiFreight announces free Virtual Meeting Week: 10-12 May 2021 . . . . . 05**

Cargo Line Shipping Services show their reliability with unique Art Project . . . . . 06

**Tandem Logistics in Tunisia are ready for the Digital Future. . . . . 07**

First Face-To-Face Meeting details are announced. . . . 08

**Industry Media feature DigiFreight. . . . . 09**

New eZine 'Managing Flexible Work Arrangements' . . 10

**Complete Logistics Services from Bati in Turkey. . . . . 11**



DigiFreight was established in November 2020 to provide independent freight forwarders access to a trusted, worldwide network of agents, whilst working professionally and safely under strict Membership Rules.

DigiFreight aims to be a pioneer in the new era of networking with a cutting-edge platform with built in time zones which enables forwarders to connect with one another directly through their mobile device across several communication platforms.

### NEWS STAND

(DigiFreight's Quarterly Newsletter)

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[www.digifreight.live](http://www.digifreight.live) [digifreight](https://www.instagram.com/digifreight)



## EXG EXECUTES BREAKBULK SHIPMENT FROM INDIA TO THE UAE

Express Global Logistics (EXG) are pleased to share a successfully executed movement comprising of two 137mt ammonia converter baskets. The cargo was moved from the site in Ranoli in Gujarat, India to Jebel Ali Port, UAE.

The 2 heavy lift units, along with accessories, were moved using EXG's own assets. Each basket measures 32.00 x 4.13 x 4.10m and weighs 137mt.

Vishvendra Singh at EXG comments: "The dimensions and weight of the baskets and imposing abnormal turning radius with abnormal horizontal clearances rendered a rather unusual challenge. This was further compounded by the national lockdown and dynamic last mile dispatch schedule.

Despite the challenge of misaligned dispatch schedules leading to missing vessel sailings as well as berthing restrictions at Hazira port, the EXG Chartering and Planning Team managed to sail-off the cargo with no additional costs to the customer."

The units were safely delivered and handled at Hazira Port to the complete satisfaction of their customer in line with EXG's high standards of performance.

[expressworld.com/logistics/](https://www.expressworld.com/logistics/)



## NEW EZINE: WORKPLACE AND PEOPLE PRODUCTIVITY 2021

**Our new eZine is all about productivity!**

We are hopeful that we will all start to see improvements in the next few months and that we are through the worst of the global pandemic with the vaccine rollouts.

As we now continue to work in the 'new normal' let's focus on how we can be more successful and how we can manage our time effectively. Being able to control your workload by implementing appropriate time management strategies is a worthy skill that will avoid each day being a chaotic and reactive work environment.

Not only will you work more productively but you will also feel less stressed out and this will have a positive impact on your teams and the people around you!

Please read/download/share our new eZine containing useful links, which cover:

- Personal Productivity
- Workplace Productivity
- Remote Working
- Work Objectives

We hope you find this useful.



## BEGINNING 2021 BY WELCOMING TRADE FACTORY GLOBAL LOGISTICS IN TURKEY

We were very pleased to begin 2021 by welcoming a new member in Turkey with Trade Factory Global Logistics. Based in Istanbul, they are expert freight forwarders and Tuncay Margiliz at the company say they are joining DigiFreight "... to increase our footprint and grow our business together with an international network of knowledgeable partners".

"Trade Factory Global Logistics is an independent freight forwarder registered with UTIKAD and licensed by the Ministry of Transportation of Turkey. We were established in 2016 after more than 20 years of business experience in the industry. Since then, we have successfully completed many projects and our vision remains to provide simple and easy logistics solutions.

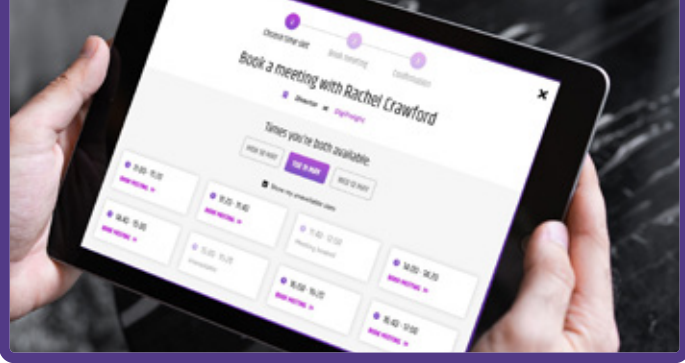
Turkey's location creates many opportunities for freight forwarders and our strong operational experience and dynamic team offers innovative solutions and enables all operation types. Our reliable and competitive services cover air, road, sea, rail and multimodal as well as project transportation and customs clearance. We also benefit from very strong relationships and mutual trust with infrastructure owners."

"In an ever-changing world, we have the resources, technical qualifications, and belief that we need to do our job in the best possible way."

The photos show a shipment handled by Trade Factory Global Logistics from Aydin in Turkey to Tashkent, Uzbekistan. The requirement was to move the 2 main parts of a fermentation machine and before the involvement of Trade Factory Global Logistics, the shipper was not able to find a reliable and cost-effective solution. However, with their strong operation team, they were able to find the correct equipment and arrange the loading plan quickly with the whole project completed swiftly.

 [www.global-tradefactory.com/en/](http://www.global-tradefactory.com/en/)





## DIGIFREIGHT ANNOUNCES FREE VIRTUAL MEETING WEEK: 10-12 MAY 2021

Every 6 months, the DigiFreight team allocate a series of consecutive days where all Members are invited to participate in virtual meetings (at no extra charge). Each Member is entirely in charge of their own schedule and can decide when they will make themselves available or unavailable for meetings.

The next event will take place from 10 - 12 May 2021 and will be the perfect opportunity for Founder Members to 'meet' for the first time. For more details, please see our flyer (web site).

The COVID pandemic has sent shockwaves through the freight industry but UNCTAD predict a return to growth during 2021 and highlight the need for the transport industry to brace for change and be well prepared for a transformed post-COVID-19 world.

As we enter 2021, we are not only facing a new year but a new world that is hugely different – this means the tools we need to thrive and prosper are different too.

This is why DigiFreight decided to create something brand new and are delighted with their new, unrivalled interface, developed for mobile devices to enable easy and effective virtual connections for the global freight industry. The sophisticated DigiFreight platform has built in time zones enabling forwarders to connect with one another directly through their mobile device across several communication platforms, including Skype, Zoom, Google Meet and WhatsApp.

President/C.E.O., Rachel Crawford says: "A crisis often generates opportunities for logistics and supply chain companies including entering new markets, refocusing their sales efforts to commodities or trade routes that are less impacted or recover sooner and by innovating on new services. To do this you need a similar thinking network of global partners. At DigiFreight, we aim to provide our Members with all they need to redevelop and expand their network of trusted cargo partners so that they receive an upsurge in business over the next few years."

DigiFreight will only accept 2 forwarders per country so please visit DigiFreight.live or you might miss your window. Now is the perfect time to join – join us and let's take on 2021... and the new future together!

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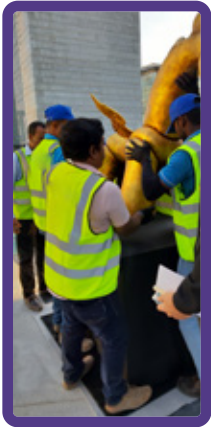
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# CARGO LINE SHIPPING SERVICES SHOW THEIR RELIABILITY WITH UNIQUE ART PROJECT

Members in the UAE, Cargo Line Shipping Services recently handled a unique and challenging art transportation, installation and dismantling project. They executed their services smoothly and reliably resulting in a successful operation and leaving all parties very happy. Please read on to find out more.



Antonio Signorini, born in Italy and based in Dubai, is a renowned artist whose sculptures were to stand tall and proud at Dubai International Financial Centre (DIFC). His company from Italy organised an outdoor art exhibition at DIFC's stunning Gate Avenue Roof Top and chose Cargo Line Shipping Services as their logistics partner to transport and install their artworks. Just the way every inch of the artworks were crafted to perfection, similarly, every inch of our move was executed with precision.

"We moulded ourselves to the task in such a way that there were multiple 'Plan B's'. We foresaw risks and prepared troubleshooting methods to address each of these risks. Reliability in our service is a fundamental principle at Cargo Line."

Every door at the final location where the artworks were to be exhibited had specific dimensions to pass through and the weight of each sculpture ranged from 2kg to a whopping 1400kg. We scoured the UAE and procured a forklift that uniquely suited the weight capacity and dimensions of the cargo elevator at DIFC. This effort greatly improved the safety in material handling as we were able to transport the sculptures (packed in crates) to their designated spots in the safest way possible.

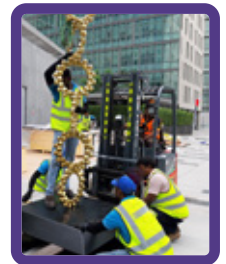
Since most of the artworks were heavy, our team used a tailor-made floor-protection technique where rubber mats were used to transport them around the location with the sculptures also specially cushioned in the crates. Heavy duty sling belts were used to lift each sculpture, along with a customized mounting technique for each piece – a carpet at the bottom, followed by a rubber mat (with thickness of 8mm), a pedestal and finally the artwork regally placed at the very top.

"We lend a keen ear to our client's requirements. Just as a sculptor introspects and envisions his artwork, our attention

to detail regarding our client's requirements enables us to create powerful solutions that are relevant and reliable. In this project, Mr. Antonio worked very closely with our team and his guidance was strictly followed at every stage possible."

Our client vested their faith in us to envision a transportation masterplan and curate transport procedures at a fairly early stage as we planned this exhibition. Once our client shared their outlook, we suggested an import for re-export customs declaration – a feature that enabled a temporary import of all artworks, just by paying a customs duty deposit, which was re-claimed as soon as all artworks were re-exported out of the UAE and back to Italy. Since these artworks were expensive, applying this feature brought about massive savings on customs duty, since VAT was high.

Mr. Antonio's rapport with our team was built on one of the most powerful features that binds our service – trust. He witnessed the manner in which we executed our plan with precision, confidence and care. Every step taken by us reassured the client that our thought process and problem-solving abilities were absolutely shatterproof. This trust developed into a deep-rooted connection to such a wonderful extent that Cargo Line was subsequently appointed for multiple other movements of his artwork.

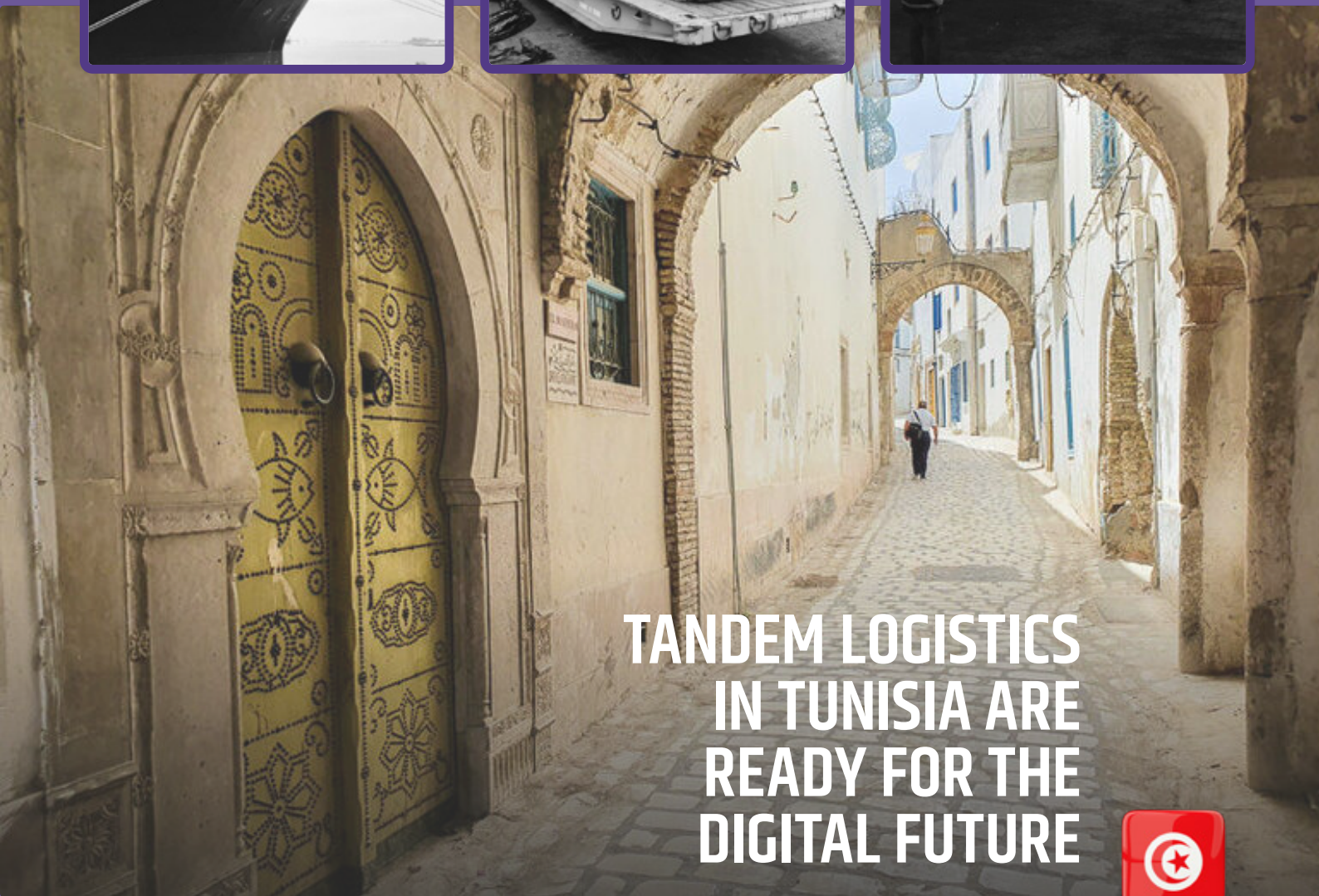
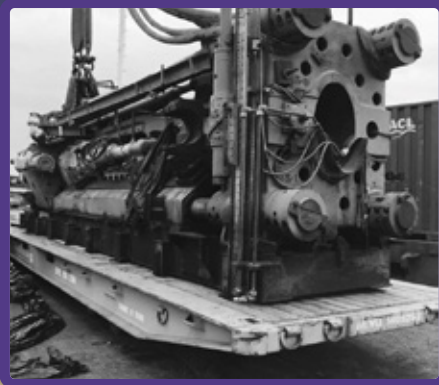


"Cargo Line Shipping Services moved what I created - my works of art. I trusted them with my life's work, not once, but repeatedly. That says a lot about their skills, reliability and our relationship."

**Antonio Signorini, CEO of 71 Structural Art, Dubai.**

"Although we are located in Italy, we spoke with Cargo Line due to their effective communication and prior experience. Subsequently, we awarded them this job of handling our artworks. They kept us well informed and assured about their team's planning and the result was that both the installation and dismantling of our artworks were satisfactorily done." **Federico Marinelli, CEO of Frilli Gallery, Rome.**

[www.cargolineme.com](http://www.cargolineme.com)



## TANDEM LOGISTICS IN TUNISIA ARE READY FOR THE DIGITAL FUTURE



### Strong & Knowledgeable Representation in Tunisia with Tandem Logistics

We are pleased to report new representation in Tunisia with Tandem Logistics. The company are based in Tunis and Managing Director, Habib Bouricha says they are becoming members of DigiFreight because: "... we believe that digital is the future and we need to be prepared and ready for a new way of working".

"Founded in 2010 to make a mark in the Tunisian freight forwarding and project cargo sector, we have a young and motivated team where everyone is encouraged to share ideas and be creative. Tandem Logistics is 100% owned by Tunisian shareholders and our company is regarded as one of the fastest growing logistics company in the country.

Our freight forwarding, customs and project solutions may look like the usual list of services but our experience in executing them and our standard operating procedures is what makes us a distinguished operator as well as our strong and consolidated partnerships with shipping lines and airlines. Every day is a new challenge and every file presents different challenges with unique individual requirements."

The photos show a piece of machinery shipped from Tunisia to South Korea by Tandem Logistics. The piece weighed 95tns and measured 11.50 x 2.35 x 2.90m. Tandem took care of all the origin procedures in Tunisia including the pickup, permit authorisation, lifting, stuffing, packing, securing and port operations as well as the seafreight to Pyeongtaek Port, South Korea.

 [www.tandem-logistics.com](http://www.tandem-logistics.com)



## FIRST FACE-TO-FACE MEETING DETAILS ARE ANNOUNCED

### Details of our first face-to-face meeting announced!

I am pleased to hear that at such a challenging time, many freight forwarders have managed to rise and navigate through the COVID-19 crisis. With projects on hold, many have explored and secured new income streams and extended their portfolio of services. In fact, many have told me about record profits! I know this is not the case for all, and I hope that as travel and projects start back up and economies start to improve, you will all see business increase during 2021. Let's certainly hope that we are through the worst of the pandemic with the vaccine rollouts.

Our industry has always been about building solid relations with agents and customers, so we are looking forward to getting back to meeting face-to-face. We know from experience that a network like ours sees a higher success rate and increased internal business after meeting in person.

Meeting face-to-face and building closer relationships (and friendships)

is a valuable tool in forwarding, which shouldn't be underestimated. Knowing who you are speaking to, personally, automatically builds confidence.

Our exciting first face-to-face gathering takes place in Croatia from 29-31 May 2022 at Hotel Croatia Cavtat, just 5km from Dubrovnik airport.

To kick off the event in style, we will meet at 19:30 on Sunday 29 May for a dinner feast at Restaurant Alverede. We have then arranged for the exclusive use of the Posejdon Night Club with an open bar and private DJ to help us dance off the calories!

Our official meeting will start on Monday 30 May in the Congress Hall Ragusa and after lunch we will enjoy a relaxing boat trip across the bay to Dubrovnik Old Town. We will be shown around the marble-paved squares and cobbled streets, all of which have also remained unchanged for centuries. We will then enjoy dinner together at the stunning Palm Terrace before returning to the hotel

by coach at approximately 20:00.

Having got to know your fellow Members, Tuesday 31 May is all about business! Our delegates will hold pre-arranged individual 20-minute meetings so that they can highlight their specialist areas and discuss cross trade. These crucial meetings provide an opportunity to share key import and export trade information.

The event will provide a fantastic opportunity for our Members to save substantial time away from the office as well as considerable travel expenses by being able to meet together in one place at the same time.

Of course, there is also now a permanent place for online meetings and our new Meeting Hub (launching soon!) will allow our Members to connect virtually using the platforms that have now become an essential part of daily life including Zoom, Google Meet, Skype, and WhatsApp. Our first Virtual Meeting Week takes place from 10-12 May 2021.





## INDUSTRY MEDIA FEATURE DIGIFREIGHT

Did you see our article on the HLPFI website?

HLPFI is a division of DVV Media International Limited and is firmly established as the leading media presence for professionals involved in the logistics of over-dimensional and heavy cargoes. Written by an international team of award-winning journalists, HLPFI delivers essential information about the movement of such cargoes across the whole range of transport modes.

In addition to news, each issue of the magazine contains interviews with prominent industry figures and topical features presented in an easy-to-read editorial format.

First published in 2007, HLPFI now has a distribution of over 22,000, delivered to owners and operators of heavy lift equipment and facilities, specialist freight forwarding companies, as well as shipping and logistics managers working for EPCs, and companies involved in the development of infrastructure for energy, mining, civil engineering, oil and gas, offshore, and industrial manufacturing facilities.

We are thrilled to be getting such great exposure and have very high hopes for DigiFreight.

We are also very excited to be launching our bespoke Meeting Hub in April! In the meantime, we are processing many applications but at the same time being very careful to only approve the top forwarders in our industry, as we are only allowing 2 companies per country... so they have to be the right fit for our new dynamic network.

**cippe** 振威石油展

The 21<sup>st</sup> China International Petroleum and Petrochemical Technology and Equipment Exhibition (cippe2021), will be held at 8-10 June 2021 at New China International Exhibition Center, Beijing, China. cippe is the world's leading event for oil & gas industry in China, cippe2021 will be the world's first ultra-large-scale oil and gas exhibition to be held in-person in the post-pandemic era, and also a world's leading professional energy equipment event.

cippe, as an international event for the oil and gas industry held for 20 sessions consecutively, has always been aiming at "serving enterprises and promoting industry", taking "ensure enterprises to expand business" as its service concept, and devoted to building a one-stop exhibition service platform to promote the development of the global oil and gas industry. cippe organizing committee will continue to prepare for the upcoming event, increase marketing and promotion, and strive to create the best environment for exhibiting and visiting, and effectively achieve a better effect.

[sarah@zhenweexpo.com](mailto:sarah@zhenweexpo.com) <https://en.cippe.com.cn/>

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# NEW EZINE 'MANAGING FLEXIBLE WORK ARRANGEMENTS'

The COVID-19 pandemic has seen businesses implement flexible working practices including remote operations in order to protect the workforce and provide business continuity.

Although everyone is eager for the pandemic to be over, there is much uncertainty and new guidelines and protocols will continue for some time to come. This leaves us with adjusting to a new way of life – will some staff continue working from home; will there be staggered shifts at the office, etc.

At DigiFreight we are constantly looking at ways to improve experiences within our network and as such we recognise the significant importance that learning holds. For us, training is just one element on our learning compass and we are always looking at ways to enhance this section of our membership, to benefit our network not only now - but by building resilience for the future. Therefore, we will periodically be issuing eZines, which will consist of helpful information and pointers on various topics.

Our first issue is Managing Flexible Work Arrangements which provides useful information for planning your ongoing strategies during the COVID crisis. The eZine contains links to the following articles:

## Opportunities and Barriers

The situation is still changing so it is important that employers continue to adapt and make the most of the unusual conditions. Research by the Chartered Institute of Personnel and Development has highlighted opportunities on flexible working methods which could be useful to consider.

## Global freight flows after COVID-19: What's next?

COVID-19 will likely affect trade more profoundly than any other recent crisis. Leaders with a well-informed perspective on potential trade scenarios can begin their recovery from a position of strength.

## How has COVID-19 changed the Global eCommerce World?

BusinessCloud brought together 12 eCommerce companies from Israel and the UK to discuss how the pandemic has changed the sector forever.

## 3 ways to help companies improve agility

While we're all in the thick of managing business disruption due to the pandemic, we also need to think about what comes next. How will organisations change when we're beyond this crisis, and are we prepared for the ripple effects that will follow?

## Global freight flows after COVID-19: What's next?

COVID-19 will likely affect trade more profoundly than any other recent crisis. Leaders with a well-informed perspective on potential trade scenarios can begin their recovery from a position of strength.

## Coronavirus: impact on the transportation and logistics industry worldwide - statistics & facts

Various interpretations of its potential consequences on the logistics and transportation industry.



**PORT & MARITIME LOGISTICS ME SUMMIT 2021** | **IMC GOLDEN HELM AWARDS 2021**

**22<sup>ND</sup> SEPTEMBER 2021 | DUBAI**

International Summit on Port & Maritime Logistics is a one Day Conference followed with IMC - Golden Helm Awards 2021. The event creates an unrivalled platform for the Port & Logistics Professionals to discuss, develop and plan strategies for the upliftment of the sectors on a global scale. The event will bring together top level speakers and decision makers under one roof making it one of the most efficient platform to collaborate and exchange information on various aspects from new trends in the global trade, logistics, Innovation, sustainability & development of ports on adapting new technologies, create investments, market trends, emerging Markets & future prospects.

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## COMPLETE LOGISTICS SERVICES FROM BATI IN TURKEY

An impressive scope of services with experience in a wide range of industries.

BATI Nakliyat are new members in Turkey! Established in 1992, their headquarters are based in Istanbul with 10 branch offices and 3 warehouses across the country. BATI provides complete global logistics services with an energetic, hardworking, intelligent, problem-solving and friendly team.

"In our business, trust matters, and our reputation for integrity is our most effective marketing tool. We are working in a difficult, demanding, ever-changing logistics sector and we strive to be a company our partners and customers can count on.

We look forward to becoming a great and active DigiFreight member in Turkey!"

The photos feature some recent work handled by BATI.

[www.batigroup.com.tr](http://www.batigroup.com.tr)



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