

# TANDEM

Global Logistics

TANDEM GLOBAL LOGISTICS NETWORK  
Quarterly Newsletter, Issue#6, June 26th, 2014



**Dear readers,**

In March many of our agents gathered in Istanbul for another successful AGM. In this Newsletter we briefly cover its highlights once more. In this issue you will also find an article from Blaiklock, the airfreight branch of our agents SHE Maritime in the United Kingdom. Kanoo Freight Saudi Arabia reported on a project shipment which they handled for a power plant. Tandem Canada visited Tandem Peru. Last week we launched a new version of our website which includes an area where the 10 regional committees will be posting information and updates on the progress they have made. And the website will make it easier for agents with multiple office locations, to keep their contact info up to date. It gives us great pleasure to inform you that we have appointed an agent in a new territory, Algeria. Marmedsa Bemarine, as the name suggests, is a company which is owned by Marmedsa Noatum Maritime, the parent company of our agents Universal Global Logistics in Spain. We decided to adjust the frequency of this Newsletter to once every 6-8 weeks. We encourage everyone to send us your articles and pictures which demonstrate your successful cooperation within Tandem. And such stories do not have to be about extraordinary project shipments. Every type of business which you have developed with a fellow Tandem agent is valuable and of interest to us.

*Frits Schouffoer, TGLN Managing Director*

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## ANNUAL GENERAL MEETING IN ISTANBUL

In March we enjoyed the hospitality of our colleagues at Element International Forwarding & Logistics, who did a great job at hosting our 7 th Annual General Meeting (AGM) in Istanbul, Turkey.



Again, the AGM proved to be an excellent platform to strengthen the cooperation and friendship between agents and to develop new business together. Various Turkish customers who route their business via Tandem held a presentation on the second day of the AGM, in which they reiterated which aspects of the transport and handling of their products they find most important. It was refreshing to exchange thoughts on how processes can be further optimized in the most cost effective way.



Thanks to the agents who report their shipments to us on a regular basis, I could emphasize in my annual report to the network that the combined business volume handled between Tandem agents in 2013 had

increased for the sixth consecutive year, in spite of the economic climate which continued to be challenging.

Agents were encouraged to grab every opportunity to handle as many shipments with as many agents as possible within the network. One of the targets that TGLN is aiming for in 2014 is to further increase the overall number of airfreight shipments handled, as well as the percentage of airfreight shipments in the total volume of goods. The 10 regional committees will assist to promote commercial and business development between their region and the rest of the world. These committees will also monitor and ensure the efficiency of existing agents and they play a key role in attracting new commercially strong agents. Socrates Pampoukidis presented a convenient tool called Airates, which enables its users to quickly issue quotations and place airfreight bookings with freight forwarders who are also on the system. Henry van der Sluis of Quality Ireland's subsidiary company BLS informed us of the opportunities of the Flexitank/Flexibag business.

Our bilateral business development sessions – which have become a traditional component of the annual general meeting – were deemed productive and extremely useful by all those attending the event.

Next year's AGM will be held in Rio de Janeiro, just before the famous Intermodal Fair in Sao Paulo so you may opt to attend to both events. Our colleagues of Tandem Servicos de Logistica Internacional Ltda Brazil will be hosting this venue.



## **BUSINESS OPPORTUNITIES AND DEVELOPMENT WITH THE UNITED KINGDOM**

SHE Maritime /Blaiklock International Logistics has been a fast growing success through the hard work put in by its founders and the highly skilled staff that have been trained and employed to do what we do best, manage freight.

SHE Maritime /Blaiklock has been dealing with the Tandem Network for years and we think we can do even more, so what makes us different from the rest of the agents in the UK.

- The Structure and organization of our company allows us to receive a quote, turn this into a booking and get it to its destination with the greatest service.
- Departments, whether you are shipping by Air, Sea or road we have it covered. We have exclusive airline contract rates and are able to get the best rates for EU road from our carefully selected preferred suppliers weather this be Full Loads of Groupage
- We have a 100,000 Sq ft warehouse, where we can pick and pack, store, repack pallets and stuff containers of any size. Our UK approved Customs bonded area , security screening machine with our new state of the art investment of a Mark 111 x-ray machine are also at our disposal enabling us to provide the best possible service
- Dedication, we will search the markets for the best prices for the work we run with our Tandem agents and offer the smoothest services whatever the logistical movement may be.
- We are able to produce all requested legalized documents , including Hazardous certificates, Certificate of shipments, legalized invoices, chambers of commerce documentation



On the left I have some images of our premises, and one day we hope to see your freight pass through our careful hands and facilities

Now to something more important, how to make the Tandem network grow and be known all around the world as a market leader in freight. Well we are known to be a sea freight network, but recently we are slowly getting more and more air freight enquires. As it is the fastest growing service in freight and we need to make sure we are all ready for it and looking into having the correct services and prices in place.



Now for the UK what we have done is put a dedicated team together to handle the airfreight requirements, anything from documents, collections, and contracts with the best airlines. Having our own X ray machine enables us to cut out third parties and save cost. Below will show how our warehousing is run.



I personally have been emailing agents all over the Tandem network to develop this further and have been getting great response from Brazil, Canada, and many agents in the EU and many more. We have also had the pleasure of doing more business with Tandem Israel, Tandem Saudi Arabia, Tandem Spain and Tandem Turkey. We would like to thank all the agents that have been giving us opportunities and we will keep doing our best to provide a cost effective service from the UK to help the Tandem network grow further.

*Daniel Morris, Business Development Manager*



## **KANOO FREIGHT, A POWER HOUSE IN THE GULF**

Kanoo Freight moved several turbine/generators and a module from Dammam port to Durma site -which is approximately 600 kms- for Arabian Bemco Power Plant 12.

On May 16, 2012, Arabian Bemco signed a S.R 4.7 billion contract (USD 1.3 billion) with the Saudi Electricity Company to build a Grass Root Combined Cycle Power Plant in Riyadh, Saudi Arabia. The plant is located 100 KM West of Riyadh City. Once completed, the new grass root combined cycle power plant (PP12) will produce a net output of 2,175 MW at ambient temperature of 45C with high efficiency. The plant utilizes exhaust gasses from the gas turbines to generate steam and run the steam turbines, maximizing the fuel utilization with a highly efficient combined cycle design. In addition, a new 380 kV Substation will be built adjacent to the power plant. PP12 is expected to be completed in 2015.



*200 Ton Turbine for Arabian Bemco PP12 Project . From Dammam port to Dhurma Site Total 10 Units*



*230 Ton Generator for Arabian Bemco PP12 Project from Dammam port to Dhurma Site Total 7 Units*



*45 Ton Module movement ex-Dammam port to Dhurma Site (approx 600+ kms) Total 4 Units*

*Mohammed Nasiruddin, Business Development Manager*

## **THE TANDEM WEBSITE HAS BEEN UPGRADED**

We have incorporated every agent's Organization ID into the site, so from this point forward agents with multiple office locations will now only need one user name and password per Organization ID to edit the details of all their offices. The person in your organization who is responsible for the updating will know that log in combination and he or she received a message from us with a more detailed explanation how everything works. Another convenient feature of the new site is that the sequence of contact persons can be adjusted by each agent (and by the TGLN administrator). Previously, if your company was showing the maximum number of 8 contacts for a certain location and a new contact had to be added who should be shown first then the details of all contacts had to be uploaded again. Now it will be much easier to carry out such a change. Also, the site contains the area where the Regional Committees (RC's) will be able to upload information. In order to access this area, you should log in with your user name and password, go to "RC Information". Consequently you will see the 10 committees and the available information. We already uploaded presentations from the RC's for the Indian Sub-Continent and the RC for the Middle East. Within the next few weeks we will also be posting updates from the other RC's.

*Frits Schouffoer, TGLN Managing Director*

## **MARMEDSA BEMARINE, OUR NEW AGENT IN ALGERIA**

The Members of the TGLN Cooperative have appointed Marmedsa Bemarine as our new agents in Algeria. We expect that this will create great business opportunities for our network, for you as our agents and for your customers. Marmedsa Noatum Maritime, the parent company of our Spanish agents UGL, entered into the Algerian market becoming the majority shareholder of Bemarine SARL, a prestigious Algerian shipping and logistics company founded in 1998. The company has been renamed as Marmedsa Bemarine SPA. Nowadays Marmedsa Bemarine is present in all Algerian ports which allows to give a complete coverage of the Algerian market. The team in Algeria is composed of 50 skilled professionals. All of them report to the local management and to the Marmedsa Spanish Headquarters. With their 8 offices, Bemarine cover all Algerian ports. All the offices and teams work with the same procedures and systems. Accurate and on time reporting of the vessels and cargoes status to Principals and Customers. The company enjoys more than 30 years of professional performance and has achieved a full recognition and excellent rapport with port- and Customs Authorities. The management are leading members of the shipping and logistic sectors in the Country. Jordi Lorente, UGL's business development manager, has been appointed as Bemarine's Managing Director.

Services offered are Seafreight Forwarding (FCL and LCL, transportation of tank containers and flexitanks, Ro-Ro cargo, NVOCC, breakbulk cargoes, reefer cargo, multimodal transport) Project Logistics (Study and execution of turn key projects, heavy lifts and out of gauge cargo transportation, special port operations, chartering of special ships, extensive experience of railways projects and steel industry, wind power and solar energy and petrochemical industry)



and Logistics, warehousing & distribution. Thanks to the partnership with a local warehouse, Marmedsa Bemarine can offer: 50.000 sqm of bonded warehouse (3.000 of them covered), 25.000 sqm of storage area. The warehouse is located at 7kms from the port and 3 kms from the airport. Picking and packaging. National and local distribution. 24/7 Security.

*Frits Schouffoer, TGLN Managing Director*

## **TRIANGULAR TANDEM COOPERATION ACROSS THE ATLANTIC BRINGS BUSINESS OPPORTUNITIES**

In April 2014 we had a first shipment for account of m/s Alcoa Trasformazioni, Italy - a lot of 33 x 20`DC loaded with coal tar pitch from the Port of Cagliari, Italy to the Port of Vitoria, Brazil.

The consignee and buyer is m/s Elkem. Elkem is one of the world's leading companies for environment-friendly production of materials. Its principal products are solar grade silicon, silicon, special alloys for the foundry industry, carbon and microsilica. Elkem Carbon supplies speciality carbon products and services to pyro-metallurgical processes for the production of ferro-alloys, base metals and primary aluminium.

This shipment was a successful cooperation between three Tandem offices: Universal Global Logistics, Coslada (Spain) /IscoTrans, Genoa (Italy) /Tandem Global Logistics, Santos (Brazil). The containers arrived in Vitoria on the 22nd of May.



*source: www.elkem.com*

In general m/s Alcoa work solely with ocean carriers, but as an exception with forwarders. We understood that the client had experienced some problems with an ocean carrier on this trade lane, so they decided to opt for Tandem Global Logistics Network. With this operation we have been listed on m/s Alcoa's lists of suppliers for transport matters and we hope they will nominate Tandem again in the near future.

*Andreas Nitsche, Ocean export/ import, project and heavy lift department, Universal Global Logistics Spain*

## **TANDEM GLOBAL LOGISTICS PERU S.A.C**

On April 24<sup>th</sup> I, Lulu Kim, from TGL Canada, visited Tandem Global Logistics Peru S.A.C.

Tandem Global Logistics Peru S.A.C. was established in 2004 first as a family business. Over the years they had grown and earned the trust of their customers and peers. Since 2011 they have officially changed their name to Tandem Global Logistics Peru S.A.C. (commonly referred to as Tandem Peru) as a new legal entity after joining the Tandem Global Logistics Network, to strengthen the TGLN global branding.

One of my deepest impressions was the meeting room. Tandem Peru printed the Tandem Brochure's last page the size of the entire wall on one side, as such showcasing TGLN's comprehensive coverage around the world. They also hung the TGLN AGM meeting photo from every year on the wall.





*Left: Elizabeth Tamayo, middle: Lulu Kim, Right: Claudia Esquierva*

Products such as mineral, agriculture product, fish, etc. They also export lots of manufactured products such as textiles, lumber, and handcrafts. If your client is looking to import these products, please remember Tandem Peru. Claudia Esquierva, Marketing Chief, said Tandem Peru always welcome sales leads, and joint sales.

Please remember the Peruvian customs has strict import regulations so make sure to send the pre-alert by e-mail in advance. The Peruvian customs requires freight forwarders to transmit all HBL electronically 96 hours before vessel arrival, and 12 hours before arrival for an air shipment. Otherwise the Peruvian customs will charge a penalty for late transmission up to USD 1200. For more details please check with Tandem Peru operation team:

Elizabeth Tamayo (etamayo@tandem-peru.com) and Jean Carlos Namuche (customer@tandem-peru.com)

It was a very good opportunity to learn and understand more about the Peruvian cultures and regulations in my meeting with Tandem Peru.

*Lulu Kim, Air freight & Project Cargo Sales, Tandem Global Logistics Canada*

Elizabeth Tamayo, Operation Manager, said Peruvian customers, especially major companies, prefer freight forwarders with global presence. Since TGLN has a comprehensive international network, these visual presentations help the customers to understand the strong TGLN connections that back Tandem Peru.

Tandem Peru is a company dedicated to provide the best integrated logistics services in the Peruvian market to all customers and strategic partners. Tandem Peru's office is strategically located close to Callao Port and Lima international airport. They can closely monitor the freight at ease at this location.

Peruvian main export products are Primary



*Tandem Global Logistics Peru Office*

This newsletter has been created by Sara Portero of Tandem Global Logistics Canada, Canaan Group and edited by Frits Schouffoer. All TGLN agents are encouraged to send an article about their company/shipments to be published in a future issue. Please send your info, suggestions and feedback to Frits Schouffoer at [fschouffoer@tandemgloballogistics.com](mailto:fschouffoer@tandemgloballogistics.com). The editor reserves the right to make any and all decisions and editorial changes on Newsletter content.