



**COMBINED LOGISTICS
NETWORKS**

GLOBAL FORWARDERS NETWORK NEWS



**1ST QUARTER
2013**



CLN INTRODUCTION



Dear Forwarders,

We warmly welcome you to our first edition of the *Global Forwarders Network News*. With our quarterly release, we aim to bring you the latest developments of our community of proactive and reliable freight forwarders, Combined Logistics Networks (CLN) updates, and important issues relevant to independent freight forwarding.

Our issue is circulated digitally to an audience of over 125,000 freight forwarders and added as 12.000 printed inserts to globally leading Logistics Magazines.

In this print, we feature CLNs newly added 2012 members, our updated and most advanced live payment monitoring security system yet, as well as our newly developed cloud meeting scheduler which makes face-to-face conferencing even more relevant for freight forwarders!

CLN also encourages freight forwarders to be part of multiple networks. Unlike other networks which restrict and even reduce their members' payment security protection when part of multiple networks, the CLN payment security program enforces and fully supports freight forwarding business development activities.

Combined Logistics Networks is a quality oriented network with proactive and hard working forwarders. We will celebrate our 11th anniversary in Pattaya this year from March 11-15 at the Dusit Thani with 200 expected delegates.

I look forward to meeting you in Pattaya this March. If you have a story to share with us for publication please feel free to approach us.

Happy reading,

Nils Walle





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NEW YEAR WITH NEW PARTNERS

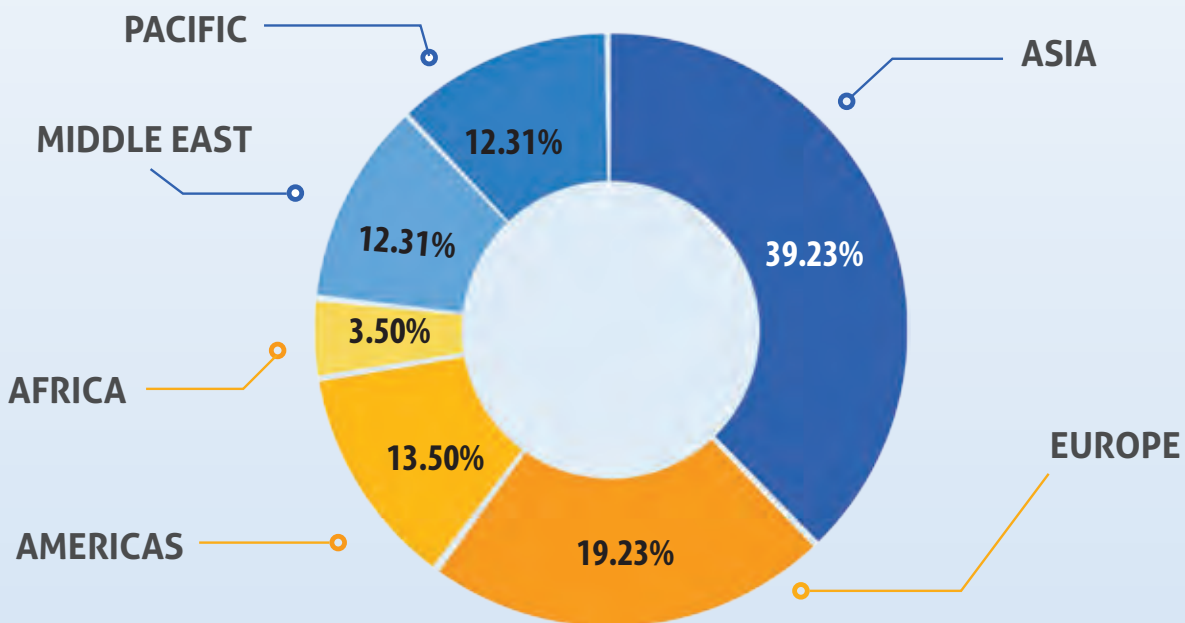
The CLN had a signature year in signing up new members in 2012! We are pleased to welcome the new partners to the group, and look forward to meeting them in Pattaya

COMPANY	COUNTRY
Aduanas Llobet S.L.	Spain
Advantage Worldwide (UK) Ltd	United Kingdom
Airon Transport and Logistics	Turkey
All Care Logistix	South Africa
AmerAsia Line Inc.	United States
Austmail Global (Branch fee)	Australia
Austmail Global Forwarding	Australia
Bianchi Air-Sea Freight Logistic SRL	Italy
Bolijay Shipping Services Ltd.	Nigeria
Borusan Lojistik	Turkey
Combi Line International Spa	Italy
Conxion Logistics	Qatar
CYTS-Spirit Logistics Ltd.	Hong Kong
Daco Logistics	Vietnam
Darwish Logistics	Syria
FEMAG Transport Corp.	Taiwan
Freight & Logistics Trading Est.	Saudi Arabia
Freight Support	Netherlands
Global Navigation LLC	United Arab Emirates
IAM Logistics Co., Ltd.	Thailand
Jet-Speed Logistics (USA) LLC	United States
JSP Logistics Australia	Australia
JSP Logistics Japan	Japan
JSP Logistics New Zealand	New Zealand
Landstar(Agent) / TCH	United States
LBC Express, Inc.	Philippines
Natco AG	Switzerland
New Oceanic Shipping Company LLC	United Arab Emirates
Profit Sail Int'l Express (H.K.) Ltd.	Hong Kong
Racing Cargo (together w/ CLN Pattaya)	Mexico
Reliance Freight Systems L.L.C.	United Arab Emirates
Resources Freight Pte Ltd.	Singapore
Seatop Shipping Limited /Seatop Freight Services Limited	Hong Kong
Shanghai CYTS International Transportation Co., Ltd.	China
Silk Route Logistics	India
SLT Solucoes Logísticas de Transporte e Consultora Ltda.	Brazil
Sp Freight Systems SDN.BHD.	Malaysia
The Ultimate Freight Management (Taiwan) Ltd.	Taiwan
Transped Cargo (S) Pte. Ltd.	Singapore
Trimanson Express Limited	Hong Kong
Vabix Logistics	Netherlands
Vayu Logistics Company For Gen. Trading and Contracting W.L.L	Kuwait
Yoas Logistics	Indonesia
Zenith Air & Sea International	South Korea



“WHERE ARE WE REPRESENTED?”

CLN is represented virtually everywhere in the world. Our partners are experienced, reliable and efficient.



UPDATES ABOUT THE PAYMENT SECURITY PROGRAM

We are proud to be the network with minimal claims, while we have had several cases in 2012, we continue to be a safe haven for serious forwarders that want to develop genuine business. Congratulations to the CLN Members for making 2012 a great success.

MOST ADVANCED PAYMENT MONITORING SYSTEM

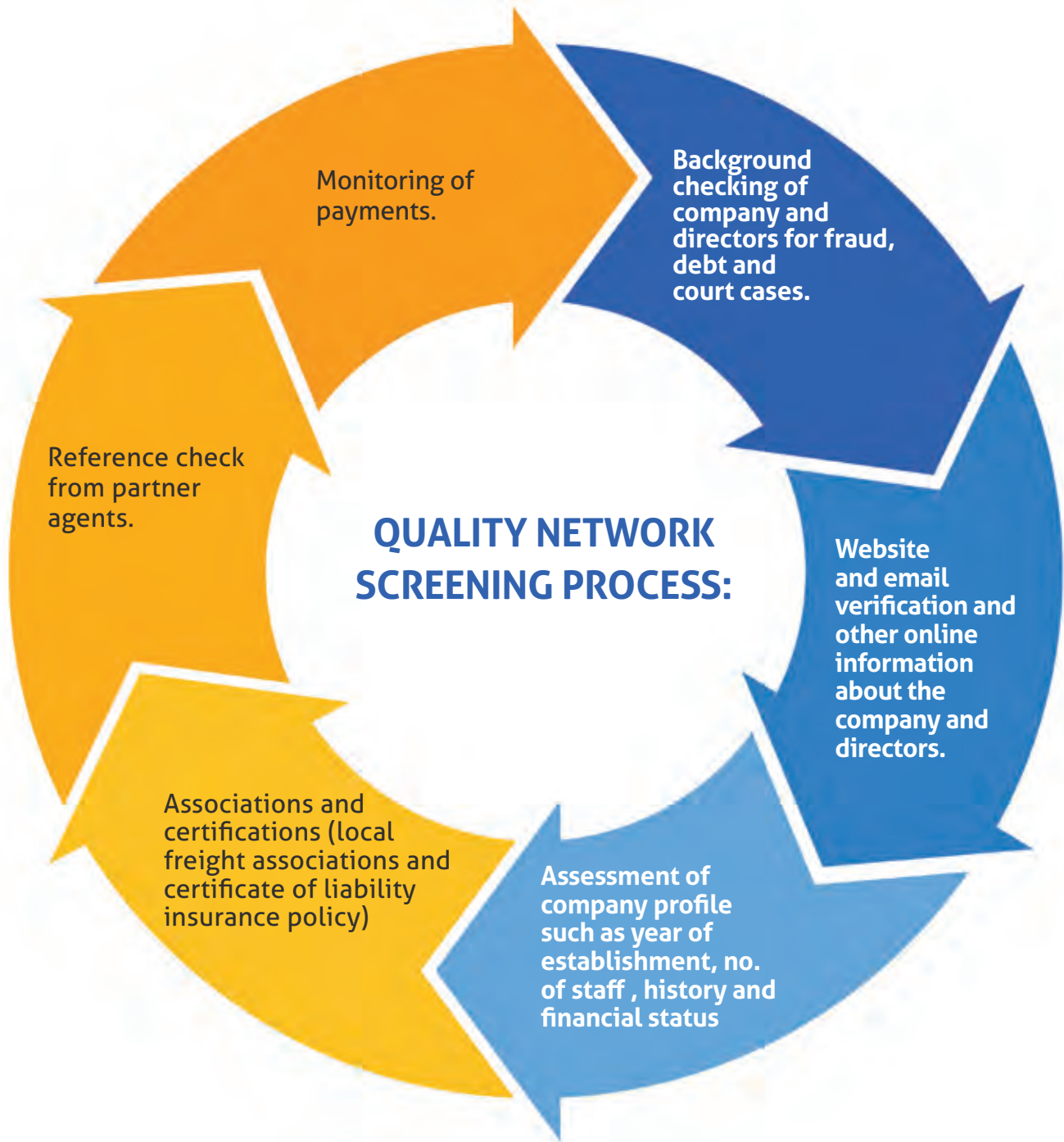
The live payment monitoring system allows our CLN Secretariat to capture any late-payment incidences and inform the network of any irregularities. All members are sent a monthly PDF of the Network Security Agency list which highlights the updated status of every member. By having this system in place we are able to vastly reduce the networks exposure to wrong-intended forwarders and keep our striving community of forwarders going.

CLN SECURITY FUND IS GOVERNED BY THE FOLLOWING GUIDELINES:

- ✈ Prior to transacting with CLN members, please verify from the network agency list that your partners is in good standing.
- ✈ Send pre-alerts (HAWB, MAWB, Billing) within 14 days of shipment
- ✈ Agent to submit statement of account (AR/AP) within the first 10 days of each month
- ✈ Members must be updated with membership payables
- ✈ Agent must pass the screening process of CLN
- ✈ Agents must file a late-payment-report within 60 days of transaction
- ✈ Only CLN members are eligible for security claims. Expired member status is not entitled to submit claims to the CLN.

HOW DOES CLN ENSURE THAT MEMBERS ARE RELIABLE?

To maintain a quality oriented network is one of our greatest challenges. Our network has quality screening policy for all members involved with the CLN. Below you will find our partial list of activities that we undertake to ensure all incoming members are trustworthy.



A NEW SCHEDULING SYSTEM FOR A BETTER MEETING.

This is exciting! The CLN has updated its scheduling system to accommodate the classification of a CLN forwarder to its specific industry niche. Now you can filter your network partners list to reflect their specialization and meet on that basis. This is a huge step forward to making your meetings relevant.

NEW: Find the right forwarders according to **SPECIALIZATIONS** and country.



QUICK ADVANTAGES:

- ✈ **Ease of Use** - Start scheduling immediately using our attractive and user-friendly interface that will ensure easy navigation and avoid confusion.
- ✈ **Security** - Each user has a unique username and password, which the system recognizes, that dictates the level of access and functions of a user.
- ✈ **Convenience and Power** - The program allows conference attendees to view their schedules alongside the schedules of those they would like to have a meeting with, making it possible to easily identify a common free schedule. Auto-book button, which automatically set a meeting on the first available time slot of both participants, is also available. An advanced search function ensures that the participants can easily locate companies of interest to them. Most importantly, the program is designed to avoid double booking and conflicting schedules.
- ✈ **Automatic Notification** - The system automatically sends email notifications, to both the requesting party and invitee, when a meeting has been set, changed and cancelled.



HOW DO I BRAND MYSELF AS A GLOBAL FORWARDER?

This 1st quarter of the year all members will be sent a variety of branding tools to help CLN forwarders brand themselves as a global freight forwarder. Adding CLN to your signature file or to your website is something CLN provides help with. Below you will find several versions that you can already use. For more information please feel free to contact us.

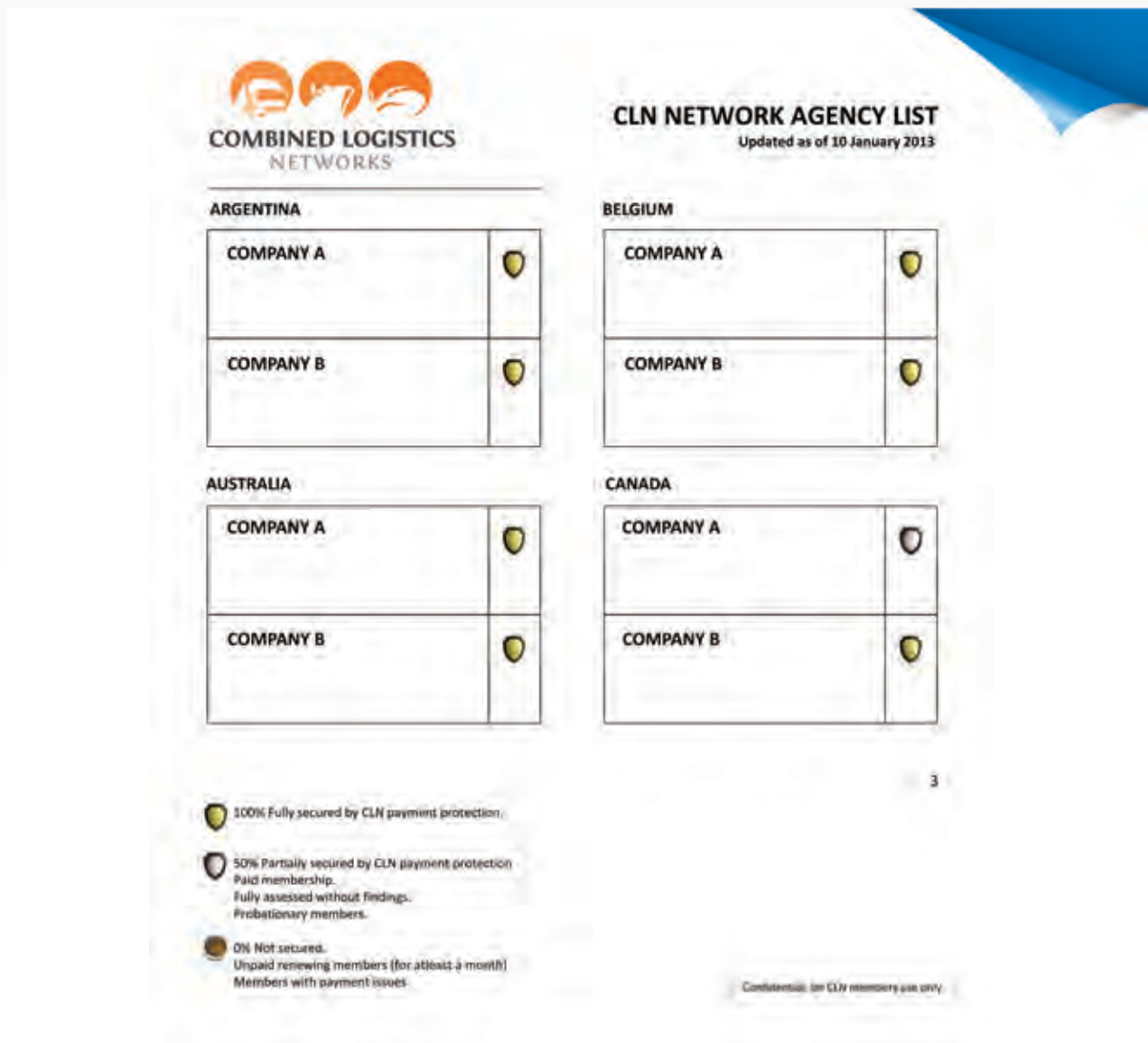


GLOBAL FREIGHT FORWARDERS NETWORK



THE OFFICIAL SECURITY AGENCY LIST – WHAT IS IT ALL ABOUT?

Since early 2012, the CLN has initiated an effort to inform members of the latest security standing of each member by email. This document we call the “Security Agency List” which lists all members from all countries, and their security status. We would like to remind members to review the latest version of this document before starting business with CLN members and keep informed about current members. With this effort we together battle late- or non-payers real time. Below is a graphic on how the Security Agency List looks like.





CLN LAUNCHES CARGO-MILES PROGRAM FOR INTRA-NETWORK BUSINESS

We will be reviewing our cargo miles program at the Pattaya conference this year, here a breakdown again on how the program works and how you can benefit from it.

MANAGEMENT BRIEF NETWORK PROFIT SHARE / CARGO MILES PROGRAM

Many times, as forwarders, when we give business we don't get business in return; We have changed this at CLN, members that give business to other network members will now be rewarded financially by the network directly like this we plan to attract new forwarding companies with cargo, while providing current members with more reason to work with CLN members.

As network administrators we feel it is our responsibility to motivate and drive new business to be generated within the network and our members. This is the reason why we are introducing the CLN Cargo Miles Program effective September 2012, subject for review during our 2013 conference.

How to access the cargo miles program:

- ✈ Claims limited to cargo nominated by your company to a network member.
- ✈ Claim amount for International Airfreight Shipments: usd0.10/k.
- ✈ Claim amount for International Seafreight Shipments: usd10/container or usd3/cbm for lcl shipments.
- ✈ Only agents nominating cargo can claim (giving agents) for cargo miles.
Any international air- or sea- shipments within the CLN network between active members are eligible for network profit share, and can be claimed by filling out the short and simple cargo mileage form (seek documentary requirements stated in claim form).
- ✈ Maximum accumulated claim per HQ per year: 60% of paid membership fee.
- ✈ Maximum accumulated claim per cln agent nomination: usd500.00.
- ✈ Total claimed amount will be offset against next year's membership billing cycle.
- ✈ To access the program, claiming member must successfully introduce and maintain two new partner-agents to the CLN network.

WHY ARE FORWARDERS REALLY PART OF CLN? AN OVERVIEW.



Forwarders are part of multiple networks nowadays, CLN stands out to be one of the more established networks in the freight forwarders world. How can you benefit from the CLN?

1. **First Network to offer Additional Profit Share - CLN Cargo Miles Program:**

Business development is our core value. It's important that our members engage with each other and develop business. We are the only network to have a 'CARGO MILES' program in place, where shipments within the network are rewarded with USD 10/container USD 0.1/kg - members can claim back their membership fees from the CLN – Terms apply.

2. **Long Established Global Network with Active Relationships:**

As opposed to the majority of other networks, we are a reliable and serious community of active forwarders. The network has been established since 2002 in Hong Kong and managed by neutral and dedicated Industry professionals. We are not a supermarket of forwarders, instead we are a quality oriented network with over 200 proactive members, amongst 183 offices in 163 countries.

3. **Most Advanced Payment Monitoring System**

The live payment monitoring system allows our CLN Secretariat to capture any late-payment incidences and inform the network of any irregularities. All members are sent a monthly PDF of the Network Security Agency list which highlights the updated status of every member. By having this system in place we are able to vastly reduce the networks exposure to wrong-intended forwarders and keep our striving community of forwarders going.

ARE YOU READY FOR OUR PATTAYA CONFERENCE? 15 THINGS TO DO BESIDES HITTING THE BARS.

Most people will say Pattaya is a nightlife heaven - there are tons of other exciting things to do besides hitting the bars.

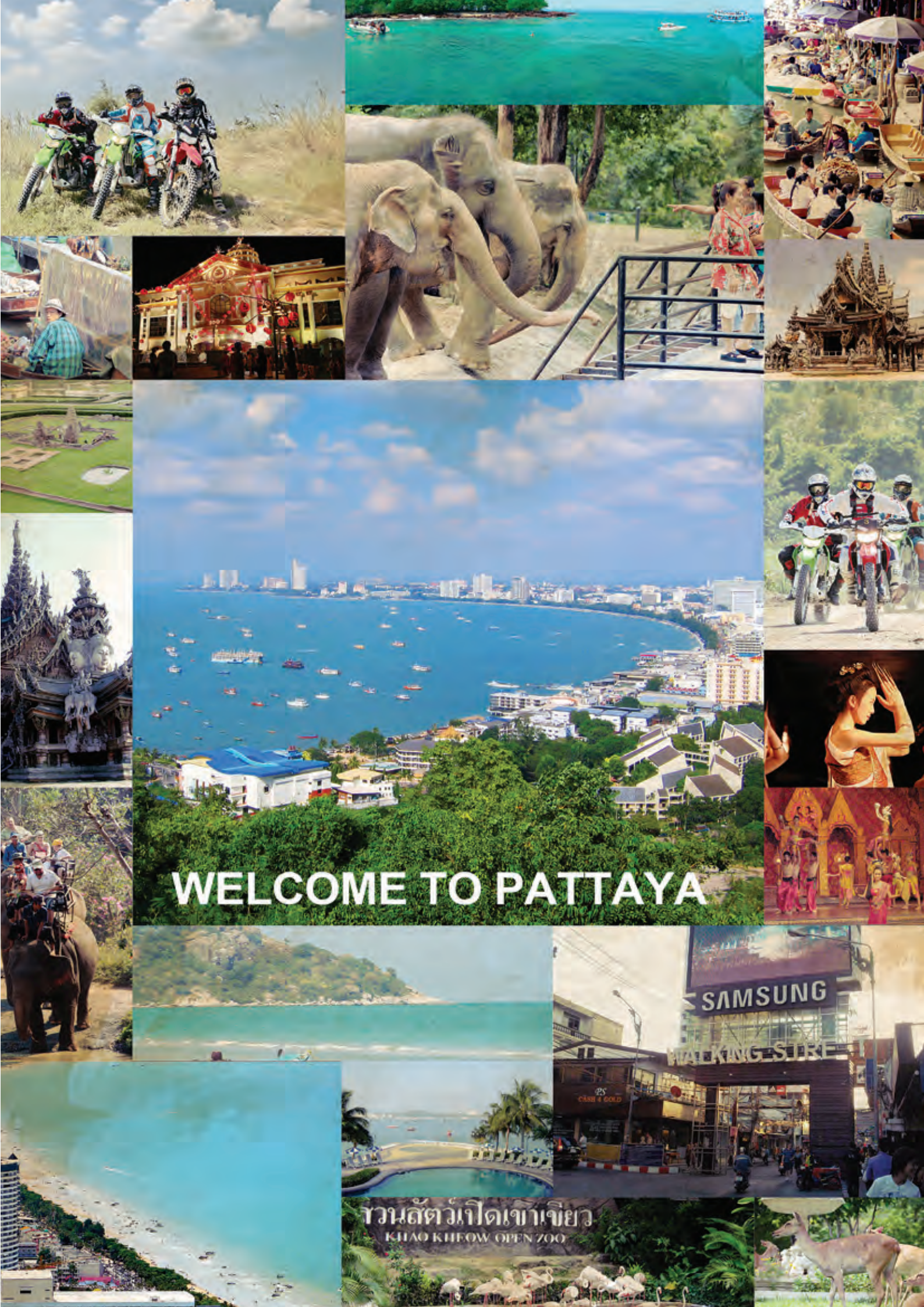
- ✈ ENDURO MADNESS PATTAYA
- ✈ PATTAYA DIVING & FISHING
- ✈ KHAO KHEOW OPEN ZOO
- ✈ SANCTUARY OF TRUTH (PRASAT SUT JA-TUM)
- ✈ TIFFANY'S SHOW
- ✈ PATTAYA BUNGY JUMP
- ✈ ELEPHANT VILLAGE PATTAYA
- ✈ ATV TOURS PATTAYA JUNGLE ADVENTURES
- ✈ MINI SIAM AND MINI EUROPE
- ✈ WALKING STREET PATTAYA
- ✈ THE VENUE CABARET
- ✈ 2SKY PATTAYA
- ✈ RIPLEY'S BELIEVE IT OR NOT!
- ✈ JOMTIEN BEACH
- ✈ PATTAYA FLOATING MARKET

**Combined Logistics Networks
11th Annual Conference**

**Dusit Thani Pattaya,
Thailand - March 11- 15, 2013**

Details from:
http://www.tripadvisor.com/Attractions-g293919-Activities-Pattaya_Chonburi_Province.html





WELCOME TO PATTAYA

สวนสัตว์เปิดเขาเขียว
KHAO KHEOW OPEN ZOO

“WE ARE GLOBAL”



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