

10TH MPL ANNUAL CONFERENCE

ARRIVE 22ND – DEPART 25TH OCTOBER, 2017
OR WITH OPTIONAL EXTRA - DEPART 26TH OCTOBER, 2017
JETWING BLUE/JETWING BEACH HOTELS - NEGOMBO, SRI LANKA

After much deliberation, the **MPL Directors** finally decided at their last Board Meeting in January, to hold this year's event in Sri Lanka.

This Conference will be a first for two reasons:

- Never before on the Indian Sub-Continent.
- Never before truly beachside

It has taken almost 2 months to find the best places in Sri Lanka, which could cater to YOUR needs, be a short distance from Bandaranaike International Airport, on the beach and yet not isolated. On that basis, we have chosen two adjacent hotels - Jetwing Blue and Jetwing Beach.

NEGOMBO is the fourth largest city, situated on the west coast, approximately 35 km (22 mi) north of Colombo. It is one of the major commercial hubs in Sri Lanka and an important economic center. Additionally it is famous for its fishing industry, markets and long sandy beaches.

NEGOMBO is about 2 meters above sea level, and its geography is a mix of land and water. Dutch canals flow through the heart of the city. The lagoon is one of the most scenic and there are over 190 species of wildlife, including a large variety of birds.

During October/November the average is 27 centigrade, with an average rainfall during the month of 15-19 days.



FULL DETAILS, INCLUDING OPTIONAL EXTRA (25TH OCTOBER)
AND COSTS WILL BE AVAILABLE SOON

SRI LANKA



Sri Lanka is located in the Indian Ocean southwest of the Bay of Bengal. It consists mostly of flat to coastal plains, with mountains in the south central part. During the winter, frost may occur over several days on top on the highest levels.

Rainfall is influenced by monsoon winds from the Indian Ocean and Bay of Bengal.

There are 103 rivers crisscrossing Sri Lanka, with the longest being Mahaweli, which extends 335 kilometers (208 miles). These rivers have created 51 natural waterfalls of 10 meters high or more.

Furthermore, it has 45 estuaries and 40 lagoons. The island is rich in minerals, plus the existence of petroleum and gas.

Although Sri Lanka is relatively small, it has a remarkably high proportion of flowering plants and mammals.

With 24 wildlife reserves, these provide homes to a wide range of native species such as Asian elephants, leopards, sloth bears, unique small loris (of the primate family), a variety of deer, purple faced monkeys, the endangered wild boar, porcupines and Indian pangolins (scaled ant-eaters).

In addition, to all this Sri Lanka is home to over 250 types of resident birds, with several bird sanctuaries.

Sri Lanka is the oldest democracy in Asia. In 1931, it enabled general elections, with universal adult voting. It was the first time a non-caucasian country within the empires of Western Europe was given one man, one vote and the power to control its own domestic affairs. The first election was held in June 1931.

A Commission was appointed to draft a new constitution in 1944 and around this time Sri Lanka, then known as Ceylon fought on constitutional lines, for independence from the U.K. which was granted in 1948.

In the 19th and 20th centuries, Sri Lanka became a plantation economy, famous for its production and export of cinnamon, rubber and Ceylon tea, the latter, which remains a trademark national export. The importance of production and export of tea, rubber, coffee, sugar and other commodities continues today, but industrialization has increased in the form of food processing, textiles, telecommunications and finance.

The country's main economic sectors are tourism, tea export, clothing, rice production and other agricultural production. In addition to these economic sections, overseas employment, especially in the Middle East, contributes substantially in foreign exchange.



The two official languages of Sri Lanka are Sinhalese and Tamil, with the Constitution defining English as the link language.

Sri Lanka is a multi-religious country, with a recent census showing:

Buddhist	70%
Hindu	13%
Muslim	10%
Christian	7%
Other	0.04%

Sri Lanka's coastline is 1585 km long and has an extensive road network for inland transportation. With more than 100,000 km of paved roads, it has one of the highest road densities in the world. E-grade highways are the latest addition and are access-controlled, high-mobility roads with permitted speeds up to 100km/h. These highways connect local communities together, by passing busy and congested town centers.

The rail network of Sri Lanka consists of main, coastal and up-country lines. Air and water based transportation augments the inland transport.



WEST PACK - ANAHEIM, LOS ANGELES, USA STARTING 2017 WITH OUR FIRST SUCCESS

During our Barcelona Conference in 2015, we presented our new Exhibition projects.

A few months later, we were at FAF in Munich in Germany, then followed by Africargo in Cape Town, South Africa.

These two exhibitions were very much 'trials' to try to get an idea of the kind of fairs to choose for the future. From these 'experiments', we knew we were on the right track and take this opportunity to thank so much, our sponsors, who willing to back our ideas, without hesitation.

Some of those partners have decided to renew their experiences this year, so we can say that this is the proof of success.

Based on our experience, we have focused our searches into fairs most interesting to our members, looking for volume, because the greater the volume, the greater number of containers are shipped.

West Pack was absolutely amazing! As described wonderfully by Marjorie from UCM, who was present, we found so many different kinds of products that were all interesting for our sponsors. Thank you Marjorie so much for your help and assistance.

The stand was fresh and very attractive. Nearly too much to handle, because we had to organize ourselves to never leave it 'unmanned'. People came to us, asking for information about our Network, and also about our sponsors and services. We ensured we were included in the Fair's Media and it worked very well to our benefit.

We collected many contact details for our sponsors, and a detailed report was sent to each of those who had decided to use the MPL staff to promote their company. One of MPL's job at these exhibitions is to collect as many

visitors Business Cards as possible; to understand the visitors' needs, making them feel welcome at our booth, and work out how viable they may be to our partners.

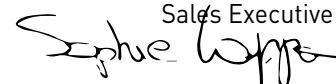
In addition, it is important to understand the destination of their shipments, delivery terms, volume, airfreight or sea freight, frequency of their shipments, etc. It would be too easy just to collect every Business Card, but the most important thing was understanding how valuable the person in front of you could be to those sponsors who had decided to invest in this kind of service, in order to increase their business.

It is impossible to say if every one of them will conclude new shipments after the fair, but the feedbacks from some of them were very encouraging. It is very important to contact those potential new suppliers as soon as you receive the MPL report. The 'after-fair' follow-up is essential. No time to sit back and wait, contact those visitors immediately and utilize to its best this exclusive opportunity MPL offers you!

Sometimes it will work, sometimes it will not, but your LOGO will be shown on the MPL Booth for the whole year, all around the world! In any case, you will have the benefits of your investment!

The next appointment is in Munich, at Transport Logistic, dedicated much more to our field, but again with many opportunities to meet potential new suppliers, and hopefully to extend our Network to those corners of the world where we are not yet represented!

Sophie Cappa
Sales Executive





“ Dear Sophie,
 Thank you very much for the good work in our name! We really appreciate this.
 Hopefully, we get some interesting contacts and maybe some shipments from
 this. The booth looked very good and I even saw our material on it... funny!
 All in Munich!
 Best regards

PAY-ANDRES LÜDERS
 LÜDERS & STANGE KG/GERMANY

”

“ Dear Sophie,
 Thank you for organizing a successful exhibitor experience at the West Pack
 Exhibition and Conference in Anaheim. The booth was very professional
 and the location was strategic. The range of exhibitors and attendees were
 numerous with a focus from medical device products, electronic components,
 packaging materials, general machinery and much more. So expansive with
 good traffic by the booth especially on the first two days. I am pleased with
 the contacts secured and am hopeful for new partnerships both short term and
 long term. I also appreciated getting to know our MPL partners and now
 friends who attended as well.
 Kind Regards,

MARJORIE POSADA - REGIONAL SALES MANAGER
 UNITED CARGO MANAGEMENT, INC./USA

”

“ Dear Sophie and Friends;
 I want to thank you and **MPL** for decision
 to participate in the West Pack in
 Anaheim, California.

As you know I was visiting for other
 business California, dates match with
 the trade fair. It was very satisfying seen
MPL booth at the fair, even more when there
 was the only logistic network with presence
 in such event and there was interest from
 many visitors and exhibitors.

We look forward to review potential
 business and contacts we made.
 Thanks again and Best Regards

JORGE PAREJA
GENERAL DIRECTOR
 LOGIMODAL - VENEZUELA

”

Testimonials ... 

H & Friends GTL Penang office successfully carried project cargo to Sohar / Oman during JAN/2017
(6x40 Flat rack , 7x40 Open Top , 27x40 HQ , 1x20 DG , 1x20)





ARTICLE SUBMITTED BY OUR MPL MEMBER - SAMATRA/ETHIOPIA

PetroChina wins USD 1 bln fuel supply tender

The Chinese oil and gas giant, PetroChina, has won fuel supply bid floated by the Ethiopian Petroleum Supply Enterprise (EPSE) for the purchase of 1.3 million metric tons of fuel to be delivered from January-December 2017.

EPSE agreed to buy one million metric tons of (gas oil) diesel and 320,000 metric tons of gasoline (benzene) from PetroChina with an estimated cost of one billion dollars. The enterprise, which is the sole government body for the import of petroleum products, buys fuel through an open international tender.

It is for the first time when PetroChina won the tender. For the past two consecutive years Vitol Oil, the Bahrain-based oil trader won the bids and supplied the nation with fuel.

Executives of EPSE and PetroChina signed the agreement on Thursday in Addis Ababa. During the signing ceremony Tadesse Hailemariam, CEO of EPSE, said that PetroChina has offered very attractive technical and financial proposals. "PetroChina is a reputable company in the global oil industry. We are happy to work with them," Tadesse said. Eight international oil trading companies including Vitol Oil, Trafigura and PetroChina participated in the tender. One company was disqualified for submitting both the technical and financial proposals together. The technical proposals submitted by the seven companies were

evaluated and were invited to the financial evaluation.

"We were satisfied with the technical proposal of PetroChina. When it comes to the financial proposal they offered us very good prices," Tadesse told The Reporter. Tadesse said that in the future EPSE is contemplating to discuss joint investment projects with PetroChina. "We want to go further beyond fuel supply with PetroChina."

Daniel Kalumba, representative of PetroChina, said that his company has held discussions with EPSE for the last three years but this is for the first time that the company has been awarded the contract. "We were eager to participate in the bid and offer competitive price, Kalumba said.

Kalumba said PetroChina is one of the top ten leading oil companies in the world with an annual turnover of 400 billion dollars. "We want to further take our cooperation with EPSE to joint investment projects." However, Kalumba said it was too early to talk about the planned joint investment projects.

Kalumba said the tender process was very transparent. "There is no under table negotiation. Everything is clear and very transparent. I want to assure you that we will deliver the petroleum products on time."

PetroChina will source the diesel and benzene from Yanbu Refinery in Saudi

Arabia. "We also have other options in the United Arab Emirates (UAE) or China. We see the options," Kalumba said.

Established in 1999 PetroChina Limited Company is the largest oil producer and distributor in China. It is also one of the largest oil companies in the world listed in the New York and Asian stock exchanges. Eighty five percent of the shares are owned by the Chinese government.

Ethiopia annually imports three million metric tons of fuel worth 2.8 billion dollars. Last year the country consumed 288,000 MT of benzene, two million MT of diesel and 710,000 MT of jet fuel (kerosene).

EPSE buys 100 percent of the country's jet fuel consumption, 800,000 MT and 60 percent of diesel 1.2 million MT from Kuwait. The state-owned Kuwait Petroleum Corporation (KPC) supplies the two products directly from Kuwait using its own fuel tanker vessels. Sudan supplies Ethiopia's 85 percent benzene consumption.

Hence, EPSE buys 40 percent of the diesel and 15 percent of the benzene consumption from international oil trading firms through an international open tender process.

However, since Sudan will shut down its refineries for maintenance work EPSE is going to buy the benzene from PetroChina in 2017.

ETHIOPIA

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MarcoPoloLine™

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OUR MEMBER WHO HAS RECENTLY MOVED

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FOR FURTHER INFORMATION, PLEASE LOOK AT THE MPL WEBSITE/NETWORK OF OFFICES.



OUR MEMBER WHO HAS RECENTLY MOVED

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INTRODUCING CARE



WHO?

CARE is an **international insurance broker**, a professional and rigorous intermediary between firms and the most important insurance companies. In the **professionalism** of our specialists and consultants our clients can find the necessary peace of mind enabling them to concentrate on the development of their business, without having to worry about the consequences resulting from the risks of their activities.

- We know and understand our customers' **specific needs**.
- We can find for them the most suitable cover.
- We **guide** them for the whole duration of the insurance contract.
- We provide **support** with our specialists in case of damages up until compensation.

Our **Marine** clients:

- International freight forwarders
- Worldwide logistics operators
- Manufacturers



WHEN?

CARE's history is deeply linked to the 40-years-long insurance career of Sergio De Regibus, its founder and Managing Director.

CARE's challenge started in 2001: the new company strengthened our manager's experience and wide portfolio of customers, but at the same time grew and progressed with new young talents and a truly international presence.

As a **Lloyd's correspondent**, we established new contacts in Marine insurances and at the same time invested in key-areas, such as Project Cargo/Oil&Gas, technologies and renewable energies.

At CARE we are strong because of our past and therefore confident about the future.



WHERE?

Our headquarters are placed in the business district of Milanofiori (close to Milan, **at the heart of Italy's economically most dynamic region**). Furthermore, in the Swiss city of Lugano, CARE Suisse follows directly and independently the market of the Confederation.

Our global network is based on three main axes:



CARE'S OWN NETWORK OF TRUSTED CORRESPONDENTS.

LLOYD'S

AS LLOYD'S CORRESPONDENTS, WE CAN PLACE RISKS WORLDWIDE.



PROUD MEMBER OF UNISON BROKERS, A GLOBAL NETWORK OF 350 INSURANCE INTERMEDIARIES.

WHAT?

A summary of our most valued insurance products.

- **Marine:** Cargo Liability & Forwarders Cargo for worldwide freight forwarders, their subcontractors and manufacturers.
- **Project Cargo/Oil&Gas:** special covers for the great industrial projects and infrastructures' logistics.
- **Commercial General Liability**
- **Charterer's (vessel) Liability and Aircraft Liability**
- **Pollution and Environmental Liability**
- **Travel, Life&Health, legal protection** for companies and individuals.
- **Property:** wide-ranging warranties against fire, thefts, indirect damages and, of course, cargo.
- **Swiss based insurance products** for the Confederation.

WHY?

- Sound expertise and industry knowledge, long-lasting experience.
 - Ongoing and reliable assistance with a global presence.
 - Our specialists' continued availability.
 - Effective risk analysis in a complex and vast insurance world.
 - In-depth contractual review and comprehensive examinations.
 - Professional claims management.

We are, in short, a **leading specialist insurance broker**, with strong products and a sound industry knowledge, providing our clients with the best available products and service.

OUR MARINE PARTNERS

CNA / HARDY



TRAVELERS 



CHUBB



CLAIMS.

- Choice of appropriate Claims Agents around the world.
- We enlisted the valuable service of WK WEBSTER (New York, London and Singapore).
- Qualified and experienced staff.
- In-house management at CARE.
- Provision of clear documentation and reports.
- Commercial Resolution.



BENEFITS FOR MARCO POLO LINE MEMBERS.



EMPHASIZING ADVANTAGES.

- One sole insurance broker means just one, **easy contact**, but also **impartiality** of service.
- Our focus, **your core business**: we are a leading specialised Marine insurance broker.
- **Competitive rates, no deductible**. Relevant contractual power to negotiate at best tailor-made products for our clients with the most important companies.
- Continued assistance and **training**: local/regional meetings, availability and professionalism of our experts, periodic provision of international insurance news on our **web channels**.
- An **international** insurance broker for an international network of freight forwarders.



OUR WEB CHANNELS:



www.brokercares.com



<https://www.facebook.com/careinternationalinsurancebroker/>



<https://www.linkedin.com/company/care-international-insurance-broker>

THANK YOU.

CONTACT US AT:

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**Our next fair at TRANSPORT LOGISTIC
Munich - May 9-12, 2017**

MPL BOOTH N°A5 - 110

**transport
logistic**

the leading exhibition

Deadline to book on the 31st of March 2017.

For further information contact
sophie@marcopololine.com



The **MPL Newsletter** should be a vital part of **The MarcoPoloLine Group** and ideally issued Bi-Monthly to ensure it is.

This is YOUR vehicle of communications within the GROUP.

HERE YOU can express YOUR views, provide information on YOUR company and country or new trade legislation;
HERE YOU can contribute antidotes, or share experiences of interest, either serious or amusing.
HERE YOU can start ongoing correspondence with other members in the form of letters

MAKING THIS PUBLICATION BI-MONTHLY DEPENDS ON **YOU THE MEMBERS**
SUBMITTING ARTICLES OR LETTERS. PHOTOGRAPHS WOULD BE GREATLY WELCOMED TOO!!

Next Newsletter

THE NEXT ISSUE WILL BE OUT IN MAY, 2017
KINDLY STAR SENDING YOUR INPUT NOW.
OR BY THE LAST WEEK OF APRIL.

