

G7 NEWS

www.g7networks.com

2021/1

G7N

LOOKING AHEAD
TO 2021 – WHAT COMES
NEXT FOR THE FOOD AND
BEVERAGE COLD CHAIN?

WHAT DOES
THE FUTURE HOLD FOR
PHARMACEUTICAL SUPPLY CHAIN
IN 2021?

MEMBERS
NEWS

RICHARD'S MESSAGE

Richard Overton
Director



Dear G7 Colleagues,

Hello to all G7 members and greetings from the UK after 13 months of lockdown we can finally see some colour with spring now upon us. I sincerely hope this Newsletter greets you all in good health and spirits and staying positive for the future no matter what experiences we have all had to go through globally.

Welcome to the first issue of our Q1 2021 newsletter and thank you to all of you who have contributed to this issue with your news, projects and updates without such there would be no news!

Despite the difficult challenges we have all faced in both our personal and business lives...there is no doubt that I have seen a robust and strong sentiment to succeed amongst all members of the network and this can easily be demonstrated by the continual sharing of shipments and business being conducted through the group. This issue demonstrates that despite the challenges we have faced the business keeps moving and freight and logistics is a sector that in many ways has seen advantages from the disadvantages we all thought were going to see us falling. In fact, I have been overwhelmed by many of the communication I have had with many members of the group and it's been very encouraging to speak, see and receive many examples of positivity in the face of adversity.

Again, I cannot say it enough.... Thank you to everyone for all your efforts and support to one another throughout the year. The success of G7 or any other professional network is built on the efforts of both our members and our teams. The members and community of G7 have definitely allowed for support to one another and I am very happy to see new relationships being built despite the absence of our physical conference. More information in regard to this will be released soon as well as our launch of our first official X2 Virtual conference which we expect will be taking place at the end of May 2021.

For now, we must remain positive for a better year ahead and stay strong, safe and healthy. No matter what, we have all come a long way and endured most probably some of the most difficult experiences of our lifetimes. So, we must keep pushing and keep learning from this as we continue to survive the storm.....I'm sure things will improve in time for everyone.

I would just like to mention again as many of you are already aware, I would just like to update you all in regard to the launch of our new G7 website. We took steps to freshen up G7 and create a much more detailed and professional user interface for all members within the member's area.

CONTENTS

Therefore, there is a whole host of new elements that have been improved from our previous sites and we feel confident that this new website enhancement will better suit and serve our G7 members better. Our aim is to better represent you as members at the same time to give you more tools and added value features that will take you to a new level of logistics networking.

To this end, we would like to thank you most sincerely for your continued faith in us, and look forward to our continued relationships with as we enter Q2 and into the rest of 2021.

Look after yourselves and your loved ones and I look forward to speaking and seeing many of you very soon!

Take care everyoneand do not be shy to call, message and get in contact with me or the team!

Regards,

Richard

4 Member News

12 Q1 New Network Members

18 What Does the Future Hold for Pharmaceutical Supply Chain in 2021?

16 2021: What Comes Next For the Food and Beverage Cold Chain?

24 Web Design Dos & Don'ts for a Successful Business Website

Members News

From Shanghai to Hungary by 2HM Logistics!



Our member in Slovakia, 2HM Logistics recently delivered Pig Iron Ladle with the weight of 14 tons (Dimensions 4m x 4m x 3,8m) from Shanghai to

Hungary. It arrived to Koper on 20'FRK container, where 2HM team arranged cross-docking from FRK to lowbed trailer and also managed the import customs clearance and delivery to factory.



Import or Export - Atlas Line will Take Good Care of it All

We would like to share G7 member's interview for the local logistics magazine in Thailand, Wuthichai Sachdev, Founder and CEO of ATLAS LINE CO., LTD. Read the interview below.

Import or Export - Atlas Line will Take Good Care of it All

If talking about the business of shipping and handling products, believe that the name of ATLAS LINE will definitely be in the forefront. Because with high expertise and accuracy in service, this has gained the trust of users for more than 7 years.

"Freight Forwarder" this word for Thai people may not be familiar with. But Gen words describe the service of ATLAS LINE that covers from being a transportation agent for both exporters and importers. Tonnage of reservation bookings, air freight, shipping, packing as well as import and export customs clearance.

Members News

Wuthichai Sachdev, Founder and CEO of ATLAS LINE CO., LTD said that ATLAS LINE has been in the Freight Forwarder business for more than 7 years, so they have expertise and understand the needs of customers who use the service. Therefore, the service is created in the form of “Your Logistic Solution” as if it is a logistics department in the user’s company. This will enable the company to reduce costs without hiring logistics staff. Because you can trust ATLAS LINE to work every step of the way from start to finish.

“This Logistic Solution, we will create a solution for each company, which is not the same depending on customer requirements. So, we are really like a department in that company. In the past, we have had both foreign and domestic customers. Covering all types of businesses, big or small, and all types of products such as machinery, furniture, rubber, tires, agricultural products. We will carry out customs



procedures and food and medicine as well, called complete in one place.

Believe it or not, Thailand has more than 1000 Freight

Forwarders and Shipping service providers, not only reflecting the high growth prospects, but in the consumer’s corner, it must be considered more carefully before choosing a service provider. Especially in regards to reliability, to ensure that the product will actually arrive in hand without problem. On this, Wuthichai said that ATLAS LINE is one

of the four companies in Thailand to receive FDB certification. This is an organization that monitors companies operating in logistics. It will check both service, credit, reputation, etc. to assure their service ability and reliability. Not only that, ATLAS LINE has partners in 150 countries worldwide, making it work smoothly without any obstacles whether it is import or export.

In terms of price, we believe that each company will not be much different. Maybe plus or minus 5-10%, so have to look at the availability, service attentiveness, expertise and reliability. We have partners in 150 countries around the world making our services run smooth and complete in one place. We can do this from receiving the product at the doorstep of the factory in Thailand and delivered to your doorstep in the US factory. We can provide services like this in 150 countries around the world”

Moreover, with the growth of e-commerce business, ATLAS LINE has invested in opening a warehouse and distribution center service to support the SME operators to come up.

Small SME entrepreneurs have no funds, no storage facilities. They need a place to store and distribute products which we offer a service & provide additional services form there onwards. At the time of arrival from the port Or from Suvarnabhumi Airport Will be delivered in the warehouse If customer also wants us to be a distributor we have the perfect hub for customers to taker advantage of because we have our own transport vehicles.

To this point, believe that with the ability, service Highly skilled, ATLAS LINE will surely satisfy customer’s Freight Forwarding needs.

Members News



JET 8 (Thailand) Certified by IATA: Expert in Dangerous Cargo

Our trustful partner and G7N founding member, JET 8 (Thailand) proving to be a leading expert in transportation of dangerous cargo and objects. JET 8 began to provide Dangerous Goods Services from January of 2021 and recently obtained IATA Dangerous Goods Regulations Certificate.



Members News



Future Logistics from Sri Lanka Celebrates their Move to New Office

We congratulate our member in Sri Lanka - Future Logistics with their move to their new, bigger and better office.

The new address is 32, Joseph Lane, Colombo 00400, Sri Lanka.

Best Wishes and have a Good Future!



Members News



Curtain raiser of Galaxy Freight's New Office in Gurgaon!

Heartiest congratulations to Galaxy Freight - our G7 member - on starting your new office in Gurgaon!

May your business be prosperous with many years to come and wishing you all the best!

GalaxyGroup ready to serve and make a mark!



Members News



SCHNEIDER + PEKLAR Speditions-Partner ships temperature controlled goods

SCHNEIDER + PEKLAR Speditions-Partner picked up 20 pallets APIs about 200 km south from Vienna - trucked them temperature controlled at 5 degrees celsius to Vienna - pallets were stowed in PEKLAR Speditions GDP, certified warehouse.

Later on, they were uplifted in the carrier and over the weekend transported to Japan - delivered to a wholesaler in Tokyo on Monday morning.



Members News



Avance Freight Services **Handled** Large Airfreight Shipment In Five Days

Avance - our G7 member - has well managed urgently required cargo with a Timber Treatment Plant. The shipment size was circa 40m³ and 9 tonnes, worth in excess of \$500k NZD. It was moved Ex Germany, via Hong Kong to Sydney and finally Auckland with the same day 40FT Flat Deck Linehaul Truck Ex Auckland to Putaruru (200km away). Due to lack of space and competitive pricing from any single airline from Germany to New Zealand, this was carried via two airlines (CX Freighter to Hong Kong & Sydney) with

an under bond transshipment onto the SQ Freighter from Sydney to Auckland. As a result of the sheer weight of the large machine on the pallet, and lack of suitable equipment at Air NZ Cargo, Avance had to hire a crane to unload the PGA and re-load on the 40FT Flat Deck Truck. The whole delivery was completed in 5 days! Congrats on your achievement! It is truly commendable and keep up the good work!

Avance 

Members News



MTK Logistics Impressive Shipment From Vietnam to US

Our G7 member, MTK Logistics is a young and dedicated enterprise in providing transport services. This time they handled hundred of containers with rubber from Vietnam to the US. Great to see your company's fantastic results! Sending congratulations and many wishes for continued success!



Members News



Centroid Center of Mass handles Donation to People in need in Beirut

Donation to People in need after Explosion last year in Beirut handled by our G7N member

Centroid Center of Mass our G7N Member delivered a great accomplishment to help after last year's explosion in Beirut. A donation was given by 2 French Companies (a mixed container load of 1X20'GP garments/furniture) from port Le Harve France to Beirut, Lebanon.

It was much-appreciated action for people in need that were affected by this unfortunate tragedy.

We are proud of our members continually bringing light to the world and helping when we all need them!

Well done guys!



GET NOTICED

Want to make it
into the next

G7 NEWS

contact the team
and submit your content!

members@g7networks.com

New Members Q1 2021



TCL
Casablanca, Morocco

www.tcl.ma



TCL
Paris, France

www.tcl.ma



Cover it by G7 Cargo Cover



Reduce your financial **RISK EXPOSURE**

Let us tell more...



G7 Cargo Cover Insurance Platform

Delivers a concept - not a product



Get a Quote



Insure a Shipment



Cargo Claims



Performance Measurement



Sales Materials



Terms & Conditions



GLOBAL Capabilities



BOOST your Margins
by *Protecting your risks* at the same time generating added Gross Profit under the freight file



INTERGRATED Solutions
Elevate your Integrated Solutions by offering G7 Cargo Cover as *One-Stop-Shop*

DIFFERENTIATE
your business to

local competition by offering



FREIGHT

+



INSURANCE



LOCAL Expertise



RISK Reduction
Reducing your recoveries with G7 Cargo Cover



GLOBAL e-Insurance Solutions
G7 Cargo Cover helps your businesses to *PROACTIVELY* offer cargo insurance as part of your logistics offerings.

NACORA

International Insurance Brokers

www.nacora.com



Free Service



Instant Transactions



Eliminate Bank Fees

How having a **G7 Pay** account helps you...

Benefits



No Setup Fees & No Usage Costs



Boost Profit Margins



Eliminate Bank Fees



Eliminate Fraudulent Payment Requests



Preferred Payment Method



Instant Payment Transactions

www.g7payonline.com

How to be Financially Protected by G7 Network?



We provide Financial Protection for every G7 member
In order to be financially protected, you have to upload the invoice in G7 member FPS system.

Follow these 3 easy steps:

1. Login to your dashboard on G7 Network website
2. From the member menu click the Financial Protection System
3. Click "Enter Invoice" button and fill out the form

After submitting - your shipment will be financially protected!

G7N

Welcome: John Logout

My Profile

Member Search

HOME ▾ ABOUT US JOIN US ▾ NEWS & MEDIA ▾ CONFERENCE CSR CONTACT US

Member Expiry

News Submission

Downloads

Hall of Shame

Financial Protection System **2.**

Overdue Invoice Ranking

Temporarily Removed from FPS

Resolution Center

0 Paid Invoices

0 Outstanding Invoices

0 Overdue Invoices

My Invoices

Owed Invoices

Guidelines

3. Enter Invoice

Invoice No.

Invoice Issued to

**Please be aware you are only allowed to upload your invoice in the system within 5 days of its issuance.*


Issue Date * yyyy-mm-dd

Due Date * yyyy-mm-dd

Currency

Amount Due

Note



What Does the Future Hold for Pharmaceutical Supply Chain in 2021?

The pharmaceutical supply chain in 2021 will require innovative solutions

Pharmaceutical supply chain management has become more complex and imperative in today's digital world scenario. It holds the life-saving promise of human beings and demands the participation of distinct stakeholders including pharma manufacturers, distributors, wholesalers, customers, and regulatory agencies. In the face of COVID-19, supply chains have majorly been disrupted owing to nation-wide restrictions

around the world. This supply chain turmoil has left challenges in the pharmaceutical industry, requiring to reconsider supply chain management and innovative solutions.

The pandemic has also propelled pharma companies to rethink how to manage clinical trials and treat patients in hospitals and their homes. Most pharma companies have complex supply chains that are under-utilized, inefficient

Here are some trends shaping the pharmaceutical supply chain in 2021

Emerging Technologies Will Bolster Supply Chain Efficiency

As technological advances are relentlessly on the rise, they will aid pharma companies to manufacture and distribute a wider and more complex range of medicines. Integrating artificial intelligence and machine learning technology during drug discovery can substantially stimulate go-to-market time for new drugs. The implementation of DSCSA (Drug Quality and Security Act) mandates has opened up the way to turn the traditional pharmaceutical supply chain towards digital.

Rise of Sustainable Packaging

Eco-friendly efforts in pharma packaging is a crucial step to reduce waste during drug development. Sustainable packaging will significantly minimize plastic usage in packaging design and reducing carbon footprint across the packaging supply chain. Sustainable packaging is typically designed to use materials that have a lesser impact on the environment. This sort of packaging can be reusable or recyclable that reduces reliance on the packaging that is used

once. Similar to other businesses that find new, cost-effective ways to prioritize sustainability, the future can rely on technology in pharma packaging.

Innovation Edge

Pharmaceutical companies today are actively looking into the next paradigm to deliver the promise of enhanced treatments and gain a competitive advantage. Thinking predictive supply chain could bring the potential for a superior patient-caregiver experience. To enable harness the value of such models, pharma companies must build advanced analytical models along with the ability to understand the causes and effects that will make their predictions successful. As the COVID-19 pandemic has a significant impact on every industry, it has transformed pharmaceutical supply chains. To navigate any challenges of this pandemic, companies will need to have look at innovative solutions.

In a nutshell, the pharmaceutical supply chain will continue to responsible for the distribution of prescription drugs, over-the-counter medicines, generics, as well as biologics that have different handling needs and operational objectives. According to the report, the global pharmaceuticals market is forecast to grow from US\$934.8 billion in 2017 to US\$1170 billion in 2021, at a CAGR of 5.8 percent.



Looking Ahead to 2021— What Comes Next For the Food and Beverage Cold

Here are five trends to watch for in the maritime sector come 2021.

Undoubtedly, 2020 brought seismic change to the cold food and beverage logistics industry. The Coronavirus disease (COVID-19) pandemic that made its way to the United States in early 2020 sent the industry scrambling to meet the rising demand for refrigerated services, upending many of the time-honored processes and practices for transportation, cold storage and cold chain logistics. Is there an end in sight? Will the cold food and beverage logistics industry return to pre-pandemic normalcy sometime in 2021? Here are five trends to watch for in the maritime sector come 2021.

COVID-19 anxiousness to continue

With or without a vaccine for COVID-19 in 2021, demand will likely continue to be high for refrigerated services. In 2020, demand for cold food and beverage soared in response to the pandemic. Big box stores were hard-pressed to keep refrigerated and frozen foods on shelves. Juice sales increased by 40% as consumers sought nutritional beverages to boost their immune systems. Sales for off-premise consumption at home led to alcohol flying out of warehouses at staggering rates. ▼

Undoubtedly, 2020 brought seismic change to the cold food and beverage logistics industry. The Coronavirus disease (COVID-19) pandemic that made its way to the United States in early 2020 sent the industry scrambling to meet the rising demand for refrigerated services, upending many of the time-honored processes and practices for transportation, cold storage and cold chain logistics. Is there an end in sight? Will the cold food and beverage logistics industry return to pre-pandemic normalcy sometime in 2021? Here are five trends to watch for in the maritime sector come 2021.

COVID-19 anxiousness to continue

With or without a vaccine for COVID-19 in 2021, demand will likely continue to be high for refrigerated services. In 2020, demand for cold food and beverage soared in response to the pandemic. Big box stores were hard-pressed to keep refrigerated and frozen foods on shelves. Juice sales increased by 40% as consumers sought nutritional beverages to boost their immune systems. Sales for off-premise consumption at home led to alcohol flying out of warehouses at staggering rates.

Unease about a potential second or even third wave of the pandemic will drive consumers to continue to predominantly cook and drink at home or order take-out, even as restaurants operate at limited or full capacity for indoor dining. In the last quarter of 2020, restaurant business started to increase, and certainly the availability of a vaccine in 2021 will instill more confidence in dining out. But, the mass transportation of a vaccine will put pressure on refrigerated capacity, cutting into refrigerated services already strained to meet the current surge in demand for cold food and beverage.

Ongoing upward cost pressure

Price, demand and capacity issues will continue to converge, especially into the first quarter of 2021, possibly extending into mid-year. The current demand for refrigerated trucks, cold bulk storage and intermodal transportation remain high as the industry contends with ongoing capacity shortages. Without enough capacity to transport cold food and beverage, more products are being held in already congested warehouses.

To mitigate upward cost pressure, cold chain logistics providers are negotiating rates. There will also likely be more forward-buying in 2021, as retailers and consumers anticipate additional virus waves, which could lead warehouses to prepare for disruption by securing more space longer term. All of this would compound the upward cost pressures the industry already faces.

Balancing price and quality

As more cold food and beverage are transported throughout the United States, the impetus will be on ensuring quality through temperature-controlled transport and that will likely drive up costs for logistics services. For instance, shippers today are willing to pay more to ensure products arrive with a high level of quality assurance. Not long ago, about 10% of dairy was transported in temperature-controlled containers from California to Hawaii. Today, it's almost 100% refrigerated shipments. To combat rising costs, logistics services will likely start to consolidate refrigerated and dry freight where possible and optimize delivery routes and processes. They'll also likely seek to secure more cold storage space, especially big box stores, to minimize the impact of potential future disruptions.

The pandemic has also reinvigorated the concern around the shrinking pool of truck drivers. ▼

Shippers will continue to use all the services they can — truck, rail, intermodal — to gain more flexibility and prevent situations where they can't deliver services. Customer expectations for quality cold food and beverage products will also come into play, likely driving competitors in the cold chain logistics space to enter into joint ventures to ensure all service levels are met and costs are manageable.

Further supplier consolidation and services expansion

Expect to see more trucking, cold storage and cold chain logistics consolidations to capitalize on market conditions in 2021. Larger enterprises will continue to purchase smaller organizations and sole cold chain players will exit the dry space entirely and build out fleets for temperature-controlled transport. Cold storage warehouses may expand services to offer refrigerated short-haul trucking and drayage.

The industry will also see shippers rationalizing the cold food and beverage production chains. For instance, many brewers tend to operate in a specific geographic area and truck product fresh from the breweries. Organizations will rationalize where they are making product to limit the amount of time it has to dwell somewhere before hitting the retail shelves. Furthermore, holiday spikes in demand may drive warehouses to add delivery services to their mix of offerings. Rather than parking cold food and beverages in cold storage waiting for cold trucks, warehouses will likely add trucking operations and take on deliveries. And, with e-commerce being a fast-growing market for cold food and beverage, warehouses may even start to take on last-mile deliveries if they can access refrigerated trucks.

Navigating safety and seasonality

When it comes to temperature control, shippers are increasingly required to prove that their facilities and vehicles comply with food safety regulations at every touchpoint all the way to their customer's door. As a result, third-party audits have become increasingly common among shippers and warehouses. With the drive to secure additional storage space and more modes of transportation in the event of a second or third wave of COVID-19 as well as increased direct-to-consumer delivery, the industry can expect higher safety regulations and expectations for cold food product delivery in 2021.

Seasonality for cold food and beverage products has typically been very predictable. But, recovery times after seasonal demand spikes for items like spring produce, turkeys at Thanksgiving, ham at Easter and cold beverages for the Fourth of July will be shorter due to the consistently high demand caused by the pandemic. For instance, a warehouse might normally have an inventory of 1.5 million cases of alcoholic beverages during the month of September. But, the rise in demand during the pandemic has reduced inventories dramatically, in some cases down to 25% of historical volumes. However, the inbound volumes of product being cross-docked through the warehouses has increased well in excess of historical volumes. Moving into 2021, this will likely continue. The industry will still feel pressure during produce, beverage and other seasons, but large shippers will continue forward shipping inventories, keeping demand high between seasonal peaks.

Source: www.foodlogistics.com

Branding
Graphic Design
Social Media



We bring
Your vision to life



www.g7networks.com

+66 (0) 2 648 6121

Monterey Tower 398/2 and 398/7 Soi
Paisingtoh, Rama IV Road,
Klong Toey, Bangkok 10110