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NEWSLETTER

Q4/2022

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G7N CONFERENCE
2023:

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A TECH "GOLDEN AGE"
AWAITS SUPPLY CHAINS
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MEMBERS
NEWS



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CONFERENCE**



25 - 28 April, 2023

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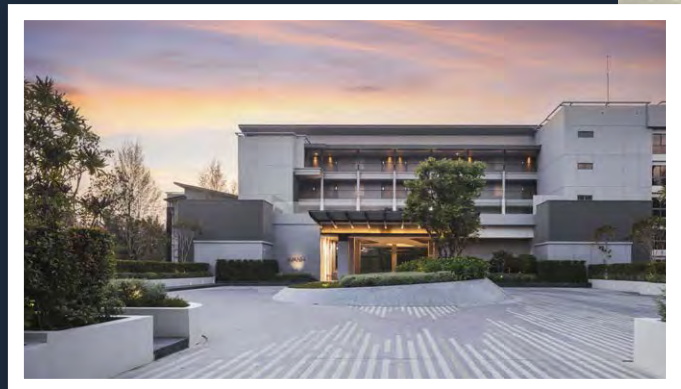
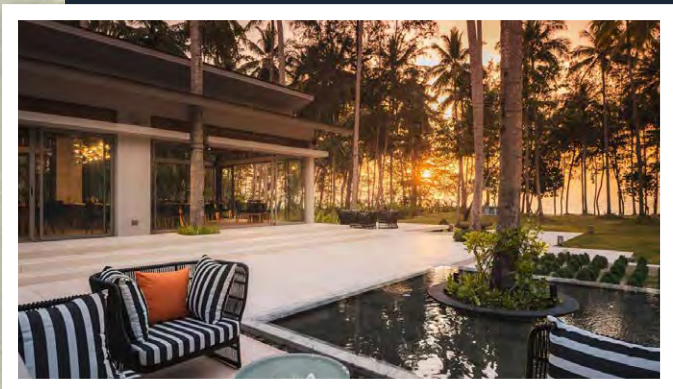


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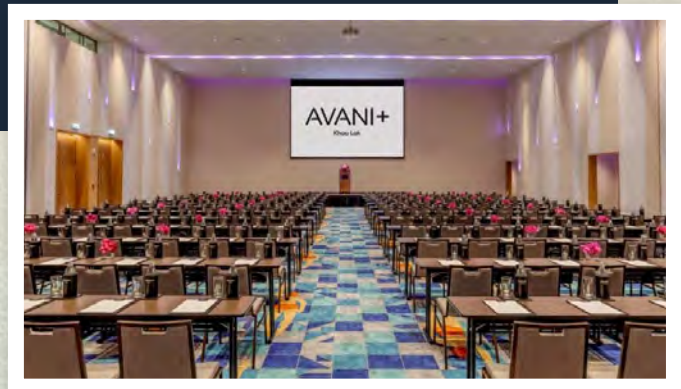
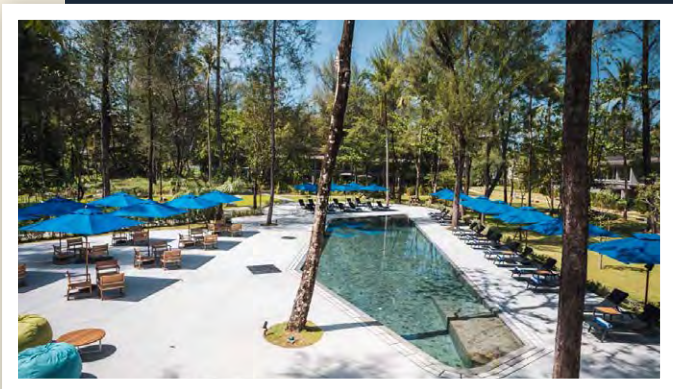
25 - 28 APRIL 2023 KHAO LAK, THAILAND



Settle into chic Avani style on the sparkling shores of Thailand's Andaman Sea in one of the best Khao Lak hotels. With its very own stretch of white-sand beach, four pools, delicious dining and incredible ocean views, Avani+ Khao Lak Resort is your go-to for serious fun.



With more than 1,000 square metres of meeting space and a pillarless ballroom, Avani+ Khao Lak is the perfect beachside base for G7N conference 2023



RICHARD'S MESSAGE

Richard Overton

Director of G7N Logistics Network



Dear ALL G7N Friends,

The G7N Team is back together again as we enter the new year ahead with even more passion and gusto!

The way I see 2023 and each year beyond, is that life will continue to be an adventure that's a journey full of beautiful experiences some hard and difficult and some just bursting with fun, enjoyment, and ambition. However; it is the journey on our way to the destination that is important to embrace.

On behalf of all the team at G7N We are all wishing you a Happy New Year, bursting with great health, happiness, and with fulfilling and exciting opportunities. Please remember, if opportunity doesn't knock, build a door! G7N is building lots of doors in 2023 so we have a full-year plan ready to implement! We look forward to meeting many of you again in April at the next conference and spending time continuing to build on those all-important friendships and business partnerships.

Throughout 2022 and despite the challenges faced, we have continued to strive to develop and build a professional and loyal membership. We maintained our focus on professionalism and did our best to measure the development of business volumes within the group as well as find new ways to boost 'member to member' inquiries and grow 'member to member' business wherever possible.

As we head into 2023, we will look at new ways to develop the networks' capability. I would like you all to know that everything we do at G7N is done with care and with sincerity for all members and for the well-being of the group. Sometimes we make the wrong decisions and make mistakes... and as we enter the New Year,

I will be utilizing this time with my team to look back and reflect upon myself, ourselves, and the network and look at ways to improve where I feel I/we may have failed or could have done better. Continual improvement are two words I will focus on as we enter the New Year.

G7N Conferences are exclusive to members, and attendance is crucial to maximize membership benefits. Exposure is critical for your company; take full advantage of the opportunities to connect with members, create new partnerships, and develop existing relationships for the growth & success of your business.

The key to providing personal service that sets the independent freight forwarder apart from the multi-nationals is knowing that all parties involved in handling a shipment are professional, capable, and focused on the needs of the client & their partners. In addition, having face-to-face meetings and getting to know the people you are dealing with on a first-name basis is the only way to build the trust necessary for members to commit their hard-earned business to another agent.

What could be more satisfying than working with friends?

I look forward to a new year working with you all and I can't wait to see you in April!

Again, wishing you all a great new year ahead!

**Regards,
Richard**

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Enhancement Executive

[Connect](#)



LOGISTICS NETWORKS

ANNOUNCES

A New Network for Project Cargo Specialists

G7N PROJECTS

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Heavy Lift Cargo

RORO

Break Bulk Cargo

Oil & Gas

Import and Export

OOG Transportation



g7projects.com

Members News



Shotto Logistics shipment of MERCEDES BENZ TRUCK HEAD

Shotto Logistics Ghana Team has successfully handled the movement of 40 Tons of MERCEDES BENZ TRUCK HEAD from Tema, Ghana to Valencia, Spain. Shotto Team arranged for the timely pick up of the Machine from the client factory site and arranged for customs clearance of the machine at Tema Port and loaded the machine on a 1 × 40FR Container under seaworthy conditions. With experience in the project handling team, Shotto Logistics can handle the movement of ODC Cargo from/to any location.

Congratulations to them for their excellent job!!!



Members News



Agence Maritime Mohab handled the urgent delivery of skid piping

Our G7 Member, Agence Maritime Mohab has recently handled an urgent delivery of skid piping. The movement was handled from arrival in Tunis port by flat rack and delivered to the final customer.

Skid Piping

175*272*336 CM

2700 Kg

Goods were urgently needed on site and were delivered successfully after reception and handling using a crane to unload from the flat rack and deliver with lowboy.

Well done Agence Maritime Mohab team.



Members News

G7N NETWORK NEWS
LOGISTICS NETWORKS



CELEBRATING 20 YEARS OF BUSINESS! A warm thank you to all our customers, staff members and partners who have helped us along the way.

Thank you for a special 20 Years and here's to celebrating the next successful chapter together.

Windfreight Express Total Logistics, Inc. 20th Anniversary celebrations

We are proud to announce the 20th-anniversary celebration of our G7 member, Windfreight Express. A huge congratulations from all of us at G7 for your anniversary and many more success to come.

Windfreight Express is celebrating 20 years of business and success, and we wish you all the best in your future endeavors.



Members News



JCL Oriental AOG Shipment from China to Singapore

Our G7N Member, JCL Oriental Logistics has recently completed an AOG shipment in a very difficult moment when oversized cargoes are not allowed to ship during the 20th Chinese Congress, from China to Singapore. The shipment is a complete set of landing gear for a Boeing 777 and JCL Oriental managed to deliver the cargo earlier than the customer's expectation with no failures.

Well done, JCL Oriental team for completing the shipment with care and on time.



Members News



G7 Network Members collaboration for shipment of Turrets

G7N Member, Freight World got a request to collect 4 turrets from a rural location in Australia. Their scope of work was to pick them up, pack and lash them into 2 x 40'HC containers, with delivery to the port. This work has been coordinated with another partner in the G7 Network, Nungufreight.

Well done Freight World and Nungufreight.



Members News



Hiyana World Logistics Project Shipment from Nansha, China to Jebel Ali, UAE

Our G7 Member, Hiyana World Logistics has recently handled a Project shipment from Nava Sheva, India to Jebel Ali, UAE.

The shipment details are,

POL: NHAVA SHEVA

POD: JEBEL ALI

CONTAINER SIZE: 20' FCL

NON-HAZ POWDER (CHEMICAL NAME: YARA YARA)

Well done Hiyana World Logistics Team.



Members News



LBH Logistics Project Shipment from India to the USA

Our G7 Member, LBH Logistics India has recently handled a project from India to USA 4x40OT and 5x 40HQ. Well done LBH Logistics.

LBH Logistics is a well-defined process-oriented logistics company, operating out of India with a global reach. Connect with LBH Logistics for your shipments to or from India.



Members News



Juha Harjula, CHS Group is elected to the board of the Finnish Shipping and Logistics Association

At the fall meeting held in Helsinki on Wednesday 16 November 2022, the Suomen Huolinta- ja Logistiikkaliitto ry elected CHS Air & Sea Oy CEO & partner Juha Harjula to the SHLL board for 2023.

At the fall meeting held on Wednesday 16 November 2022 in Helsinki, the new strategy prepared by the board of the Suomen Huolinta- ja Logistiikkaliitto ry was presented. The new strategy creates guidelines for SHLL's operations for the years 2023-2025. SHLL's goal is a successful and renewing Finland that works seamlessly as part of the global market.

Congratulations Juha Harjula and CHS Group from all of us at G7.



Members News



Sobel's Focus Remains On Compliance

Sobel's Regional Director of Compliance, Sally T. Rosales, has given her thoughts on some of the issues in Compliance today, in addition to highlighting the current and future compliance environment in logistics.

Read the full article on Yahoo Finance,

<https://finance.yahoo.com/news/sobels-focus-remains-compliance-210500370.html?guccounter=1>

Sobel's focus remains compliance. Working with a skilled logistics company keeps you compliant with customs laws.

Read the full conversation with Sobel Network Shipping Co., Inc., Regional Director of Compliance, Sally T. Rosales.

<https://www.sobelnet.com/compliance-in-logistics/>



Members News



Reuben Tetteh of Shotto Logistics: “The Most Respected CEO of Ghana”

We are extremely proud to announce that our G7 Member, Shotto Logistics CEO, Reuben Tetteh has been awarded as the most respected CEO of Ghana in the Freight Forwarding category.

He was one of the 20 persons selected out of the entire nation to receive an award for Excellence and Immense contribution to Ghana’s economy.

The purpose of the event is to recognize and celebrate the professional accomplishments of top-level CEOs and to provide a forum for them to contribute to the growth and development of Corporate Ghana.



Members News



Global Express Austria project cargo shipment from China to Europe

Our G7N Member, Global Express Austria has recently done a shipment of oversized project cargo by airfreight.

The project came from China during the Golden Week - the assembly line was down in Europe and the transit time needed was 4 days from the factory in China to the assembly line in Europe using Cargo Aircraft.

The team of Global Express Austria showed their expertise and the project was delivered on time. Well done.

AIR & SEA
HADOLT®
GLOBAL EXPRESS

Members News



Global Express Austria project cargo shipments from Europe to Japan

Our G7N Member, Global Express Austria moves breakbulk and all kinds of oversized freight daily to all continents. In their recent shipment, they picked up pipes and breakbulk cargo from all over Europe and sailed to Yokohama, Japan.

Well done Global Express Austria for handling the project shipments with full proficiency, and professionalism.

AIR & SEA
HADOLT
GLOBAL EXPRESS

Members News



Hiyana World Logistics project shipment from India to Germany

Our G7 Member, Hiyana World Logistics has done yet another project shipment from India to Germany. The shipment was a hot air generator and burner used in spray dryers and was lifted from Ahmedabad Vatva to Hamburg door delivery.

Well done Hiyana World Logistics Team.



Members News



G7 member Manuport accepts another challenge and loves it

Our G7 Networks member Manuport Logistics Services is a company which declares that it loves challenges and it was recently presented with one.

The challenge was to dismantle 2 Airbus Superpumas which flew into Vigo airport.

On finishing that undertaking, the Superpumas had then to be transported to Terminal Termicar and then loaded on a vessel bound for Chile.

Challenge accepted and dealt with! Keep on loving your challenges Manuport team



Members News



Sobel made it to the Crossroads of the World - the Center of the Universe - Times Square!

We are excited to share that our G7 Member, Sobel Network Shipping has the incredible opportunity to display their Billboard representing the entire team at Sobel, at the Center of the Universe, especially around the holiday season

As the saying goes, if you can make it here, you can make it anywhere.

Sobel Network Shipping, Your Trusted Partner Since 1949.

We are extremely proud of you, A-team Sobel Network Shipping!!



Members News



G7N NETWORK NEWS
LOGISTICS NETWORKS



How to move A 52 Tonne beast by the U.S. Traffic team

Our G7N Member U.S. Traffic team was faced with this 52-tonne monster which had to be moved from Texas to Nevada, a total of 2142 kilometers.

In no time a solution was reached as always by this team of professionals and the beast was subdued, loaded, and moved.

It was declared as a fun move by the U.S. Traffic team and it looks like a really neat job.

If you have a beast to move, you know where to come.



U.S. TRAFFIC[®]
INTERNATIONAL TRANSPORTATION

Members News



Tec Cargo Italia applies their Italian flare and professionalism to deliver stylish artwork to Miami

Our Italian friends are famous for their taste, style, and appreciation of good art, so it was not a surprise to see our G7 Member from Milan, Tec Cargo Italia, apply the same qualities in moving a classy number of art pieces from the EOS Factory in Milan to The CONTEXT Art Miami 2022 exhibition.

Handled delicately as you would expect for such valuable pieces, Tec Cargo worked in tandem with their US partners to deliver the precious cargo, on time, and in first-class condition.

Pure Italian, classy professionalism!



GET NOTICED

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into the next

G7 NEWS

contact the team
and submit your content!

members@g7networks.com

New Members Q4 2022



ALPI U.S.A., Inc
United States of America, New York

www.us.alpiworld.com



BTS Logistics BV
Netherlands, Barendrecht

www.btslogistics.com/



BTS Logistics GmbH
Germany, Hamburg

www.btslogistics.com/

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ULUSLARARASI NAKLIYAT DIS TIC.LTD STI
KALAMAZ DIETRICH GROUP
Köyükbakkalköy Mah. Koca Sınan Cad. No:28 34750 Aligehir/İSTANBUL
Tel: 02124 493 3435 pbx - Fax: 02124 493 34 36 - e-mail: info@dietrichlogistic.com



**Dietrich Lojistik Uluslararası Nakliyat
Dis Ticaret Ltd.**
Turkey, Istanbul

www.dietrich-logistic.com/



Efe Project Uluslararası
Turkey, Ankara

www.efeproject.com.tr/en

New Members Q4 2022



EHS Africa Logistics

Rwanda, Kigali

www.ehsafricalogistics.com



EHS Africa Logistics

Uganda, Kampala

www.ehsafricalogistics.com



Havener Shipping Services LLC

United Arab Emirates, Dubai

www.havenerlogistics.com



Hunter Cargo & Customs

Australia, Sydney

www.hccnewcastle.com



Imex Shipping & Logistics India PVT. LTD.

India, Mumbai

www.imexshipping.com

New Members Q4 2022



Imex Shipping & Logistics LLC
United Arab Emirates, Dubai

www.imexshipping.com



Miracle International Ltd
United Kingdom, Heathrow

www.internationalcourier.co.uk



MMI Logistics
Australia, Sydney

www.mmilogistics.com.au



Rance For General Trading & Shipping Services
Iraq, Erbil

www.rancelogistics.com



Tin Nghia Logistics
Vietnam, Ho Chi Minh City

www.tinnghialogistics.com

New Members Q4 2022



Unicon Logistics Services LLC

United Arab Emirates, Dubai

www.uniconlogistics.com



ViT logistics s.r.o.

Czech Republic, Prague

www.vit-log.cz/en



LOGISTICS NETWORKS



A Tech ‘Golden Age’ Awaits Supply Chains Limping Out of the Pandemic

When the pandemic arrived in the leafy lakeside town of Holland, Michigan, office-furniture company Haworth Inc. needed more than hustle to avoid a supply-chain meltdown.

Global Logistics Director Crystal Feasby and her team hurried to set up an e-commerce platform to meet surging demand for the \$2 billion company’s gear. With trucking in disarray, the firm’s dealers needed real-time information about their deliveries. So Haworth started using software from FourKites Inc. to pinpoint truck movements to help customers plan around the disruptions.



■ Crystal Feasby

“Just like you want to know where your product is coming from when you order from Amazon, our dealers want to know when it shipped, they want to know where it is in transit, they want to know if the driver hit weather or traffic or whatever,” Feasby said.

The granularity Haworth sought wasn’t just a Band-Aid in a crisis – it’s now a permanent feature. C-suite executives across the world are increasingly convinced that such upgrades are needed after the pandemic exposed supply chains as rife with tech deficiencies and lagging in their embrace of digital commerce.

As supply snarls recede this year, they’re giving way to a different kind of disruption in the \$10 trillion global logistics industry: a tech transformation, where everything between an assembly line and a store shelf will be tracked in real time where possible, fortified with artificial intelligence and automated.

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The long-term economic upside of the shift will be a disinflationary force after three years of price pressures from the supply side.

The smart money is betting it's not a fad. Venture capitalists and other private-equity investors have been funding logistics tech companies at a rate of \$9 billion a quarter since late 2020. The number of unicorns — startups valued at more \$1 billion — has doubled to more than 60 in just 18 months, according to CB Insights, a New York-based tech market researcher.



Online Shift

From newcomers like Chicago-based FourKites to mainstays like shipping lines A.P. Moller-Maersk A/S, the companies leading the upheaval are racing to shift all stages of a transaction online.

That's because so much in logistics still runs through middle men and is done manually — pricing handled over emails and telephones, visibility tracked on Excel spreadsheets, backbreaking work done by humans that robots can now do. According to Cowen Inc., less than 10% of warehouses globally are fully automated.

“What worked 30 years ago is not going to work going forward,” said Corey Tollefson, president of worldwide field operations with Scottsdale, Arizona-based Blue Yonder Group Inc., a digital supply-chain solutions provider that Panasonic Corp. bought in 2021 for about \$7 billion. “This is just the first step of a multi-year, probably multi-decade transformation of many supply chains.”

Said Daniel Swan, the co-head of McKinsey & Co.'s global operations practice: “I do think we're in kind of a golden age over the next three to five years of companies reinventing their supply chains.”

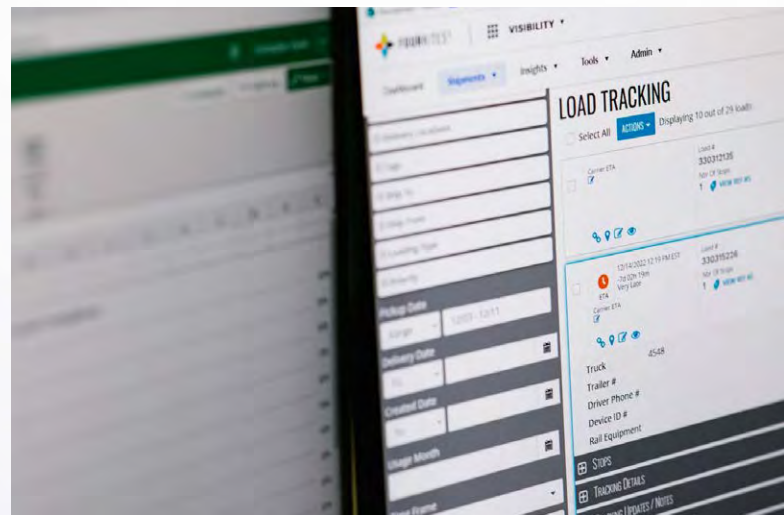
The opportunities are huge, said George Sutton, a senior tech analyst at Craig-Hallum Capital Group

LLC in Minneapolis who was an early supporter of Amazon.com Inc.

“This marketplace has not really been disrupted yet,” he said at the FreightTech 2022 conference in Barcelona in September.

In an separate interview, Sutton said supply chains have many characteristics that make the industry ripe for a full digital upheaval: global scale, enormous complexity, multiple unconnected sectors and a plethora of available data that lacks transparency.

“You literally have a world where fax machines are still used in many cases,” he said. “This is an absolutely enormous total addressable market, bringing together all of this demand and supply and all these different modalities with all the valuable data involved — to us that smacks of a really big opportunity.”



■ Haworth uses FourKites truck trading software to allow customers to plan around any disruptions.

More Unicorns

According to CB Insights, there were 64 supply-chain tech companies valued at more than \$1 billion as of October, almost double the number of unicorns since late 2020 and putting the group's total valuation to \$173 billion. Funding in the sector reached \$37 billion in 2021, almost double the amount in 2020, and totaled \$9.4 billion the first three months of 2022.



Sacks of Cash

The pandemic push to modernization has also extended to how payments are made.

It wasn't long ago that cargo owners in some emerging markets turned up "with sacks of cash, literally" despite online-payment options, said Christian Gonzalez, executive vice president of International Container Terminal Services Inc., a Manila-based operator of 34 ports in countries including the Philippines, Mexico and Madagascar.

"Unfortunately it required a global pandemic to get people to adapt to what was very simple, basic-form payment," Gonzalez said.

ICTSI plans to roll out an application in some markets that would send push notifications to customers about the whereabouts of their containers – an initiative that will provide instant visibility and perhaps added revenue eventually, he said. There are productivity gains, too, in a port like Manila's where containers might sit for seven days.

"If we can bring that down to what it was pre-pandemic, which is five days, simply by giving someone free information, free transparency, that increases our capacity tremendously and reduces the need to reclaim more land, build more quay," Gonzalez said. "It's free capacity as far as we're concerned."

Pradeep Desai, the chief technology officer with DP World Ltd., said the Dubai-based port operator responsible for handling about 10% of global trade has hired about 500 engineers over the past year and a half "specifically to focus on a variety supply chain problems," including "providing end-to-end logistics solutions, tracking and visibility."

Industrywide, he said there's a "long road ahead" to create online systems where there's better forecasting, detailed planning directed by those predictions, and capacity that increases as a result.

Among the disruptors is Flexport Inc., a San Francisco-based digital freight-forwarding company that hired Dave Clark, the former worldwide consumer chief at Amazon, as its new co-CEO in September. (Bloomberg Beta, the venture capital arm of Bloomberg LP, is an investor in Flexport.)

Flexport plans to double the size of its engineering team this year by hiring 350 to 400 software programmers. "It's probably the best time in the last few years to hire technical talent," Clark said.

He said the digitization of supply chains still has a ways to go — and data transparency isn't enough.



Early Innings

"We're early innings still, or maybe the late innings of the first phase, which is people starting to get their data digitized and have visualization of their data," Clark said. "Today we're getting data in a better condition to humans who are doing analysis on it. Where we need to be is automating much of the decision-making along the way so that people can focus on how to add other incremental value to the process."

Some container lines are jumping on the digital bandwagon. Germany's biggest carrier, Hapag-Lloyd AG, is adding sensors to its fleet of 3 million 20-foot containers and this year will offer customers "full visibility of any container movement worldwide."

Last month Maersk Growth, the venture arm of Danish shipping giant, joined a group of investors providing \$20 million in funding to Silicon Valley-based Pactum AI Inc., which offers software that helps big companies like Walmart Inc. automate thousands of routine supplier negotiations.

Maersk, the parent company, used Pactum's algorithms to expedite contract talks with truckers as rates moved quickly at the height of the driver shortages in 2021.

Pactum Co-Founder and CEO Martin Rand said such time- and labor-saving technology will bring broad economic dividends. "If we're able to create a bit more value in those negotiations we can basically raise the world's GDP," he said. "This is value for the whole economy — this is a counter-cyclical force to combat inflation."



Weeding out another form of waste in the system — carbon emissions — is another big driver of data transparency. "Companies that can't see their extended supply chain can't accurately calculate their total emissions, let alone improve them," Gerdeman said.

Lessons Learned

The industry's tech initiatives haven't all stayed on track. Maersk is dropping its previously hyped blockchain-based platform, called TradeLens, after it failed to catch on.

The lessons from all the disruptions since 2020 have underscored how the term "supply chain" itself is something of a misnomer because it suggests global trade is seamless and unbreakable.

"The fact that we can get freight from one place to another does not mean that we've already created those digital connections," according to Ruthie Amaru, chief product officer of Freightos Ltd., which is set to go public this year under the ticker "CRGO" after its merger in 2022 with blank-check company Gesher I Acquisition Corp. "We're still today in a situation where much of the pricing is manual, much of the booking is manual — rate sheets, emails, faxes, telephones."

That's changing fast, though, as boards of directors and chief executives see their supply chains as overdue for investment rather than as mere cost centers, said Chakri Gottemukkala, CEO and co-founder of o9 Solutions, whose software helps identify supply disruptions and forecast demand. The Dallas-based company received equity investments totaling \$295 million last year from investors including KKR & Co.

"The past three years have accelerated the importance of what we do for companies and elevated it to boardroom situations," Gottemukkala said. "Everyone is saying, 'how do we deal with all the complexity and variability and uncertainty on demand and supply that every company is facing.'"

Source: Bloomberg





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www.g7payonline.com

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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

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3.

My Invoices Owed Invoices Guidelines Enter Invoice

Overdue Invoices

Invoice No.	Received by	Issue date	Due date	Amount	PDF	✓	✗
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Outstanding Invoices

Invoice No.	Received by	Issue date	Due date	Amount	PDF	✓	✗
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Paid Invoices

Invoice No.	Received by	Issue date	Due date	Amount	PDF	✗
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Smart Freight Forwarders Growing Their Business

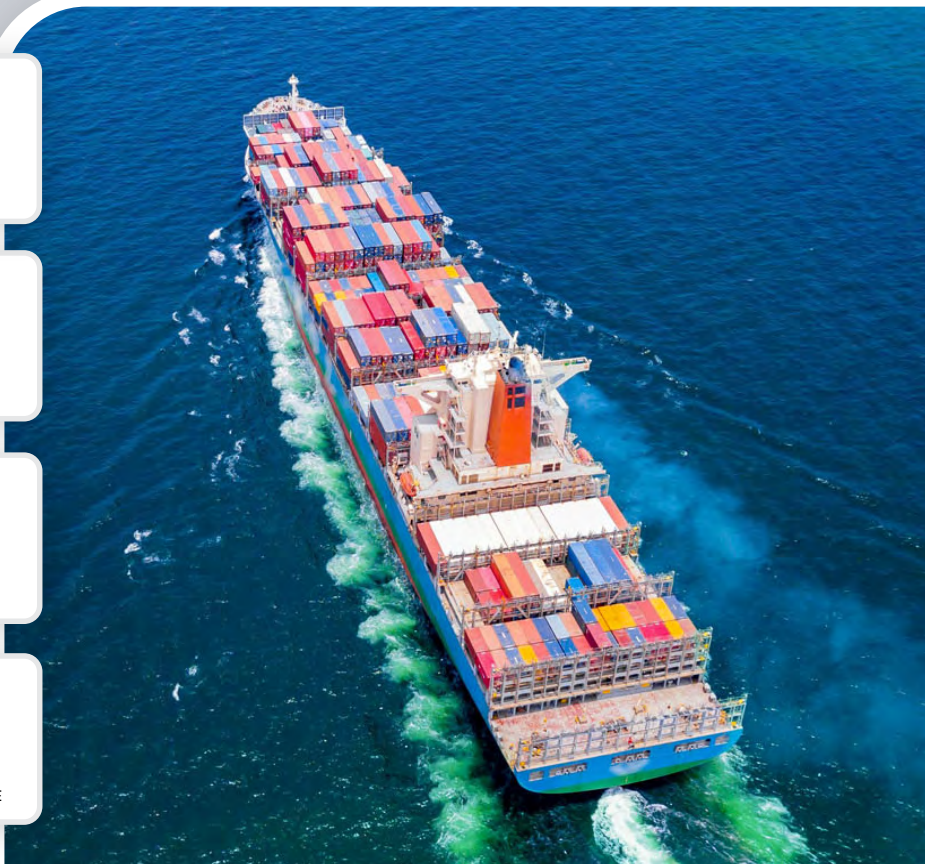


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